

New Monthly Enterprises Survey

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Ukrainian Business in Wartime

Project implementation:



Institute for Economic Research and Policy Consulting

Authors of the report:

Oksana Kuziakiv, Executive Director at the Institute for Economic Research and Policy Consulting, Project Manager for the project “Support for the Public Initiative “For Fair and Transparent Customs”

Yevhen Anhel, Senior Research Fellow at the Institute for Economic Research and Policy Consulting

Anastasia Gulik, Research Fellow at the Institute for Economic Research and Policy Consulting

Daria Shapovalova, Research Fellow at the Institute for Economic Research and Policy Consulting

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INSTITUTE FOR ECONOMIC RESEARCH AND POLICY CONSULTING

Reytarska 8/5-A, 01054 Kyiv, Ukraine

tel.: +38(044) 278-63-42; +38 (044) 278-63-60; fax: +38(044) 278-63-36

institute@ier.kyiv.ua

www.ier.com.ua

[Facebook IER](#)

[Facebook “For Fair and Transparent Customs”](#)

[Telegram channel “Fair Customs”](#)

ABOUT THE NEW MONTHLY ENTERPRISES SURVEY “UKRAINIAN BUSINESS IN WARTIME”

Dear ladies and gentlemen, we present you with the **thirty-fifth issue** of the business managers' monthly survey “Ukrainian Business in Wartime.”

The need for comprehensive information on the economic situation is crucial for economic policy in wartime. The Institute for Economic Research and Policy Consulting conducts a monthly enterprise survey using the Business Tendency Survey approach to quickly collect information on the current economic state and forecasting economic trends for the future. The BTS methodology is used around the world to assess the economic situation from the "basic level" - the judgments and expectations of the main economic agents - managers of enterprises and entrepreneurs. The result of tendency surveys is a short, "compressed" picture of the economy or a separate sector, economic trends in the short- and medium-term horizon, and future "turning" points of the cycle of economic activity.

The monthly survey consists of two parts: the regular one and the special one. The respondents regularly answer questions on the changes in key activity indicators and short-term forecasts for future changes in the same indicators. This entails the dynamics of output (production), sales, exports, debt, prices, new orders, employment, etc. We also focus on estimates and expectations of the changes in the business climate and business activity at the enterprise in the next six months. This part of the survey applies the business tendency survey methodology, harmonized according to the Joint Harmonized EU Program of Business and Consumer Surveys (BCS) requirements. Where applicable, we use comparisons with the data from the quarterly business survey “Business Opinion” that have been conducted since 1998. The special part of the monthly enterprise survey is devoted to the war's impact on the production activity of enterprises and exports and the assessment of government policy on business support. The industry dimension in data analysis is used in the issue.

Monthly trends will be presented in reports such as this one. Quarterly trends will continue to be published in the “Business Survey: Industry” reports, which have been published by the IER since July 2002.

The monthly enterprise survey "Ukrainian Business in Wartime" was launched by IER in early 2022 as a response to the challenges to economic governance due to Russia's full-scale war against Ukraine. The implementation of this initiative became possible thanks to changes in the implementation plan of the project "For Fair and Transparent Customs", funded by the European Union and co-financed by the International Renaissance Foundation and the ATLAS Network charitable foundation (USA) and took place under the auspices of this project from May 2022 to December 2023. From January to April 2024, research has been carried out within the framework of the project "Emergency Support to Civil Society and Media in Response to the War in Ukraine," implemented with the financial support of the European Union. From August 2024 to February 2025, the publication became possible thanks to the support of the European Union and the International Renaissance Foundation as a part of the joint initiative "European Renaissance of Ukraine".

We are grateful to the analytical system YouControl (<https://youcontrol.com.ua/>) for the opportunity to use the data to form a panel sample.

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Content

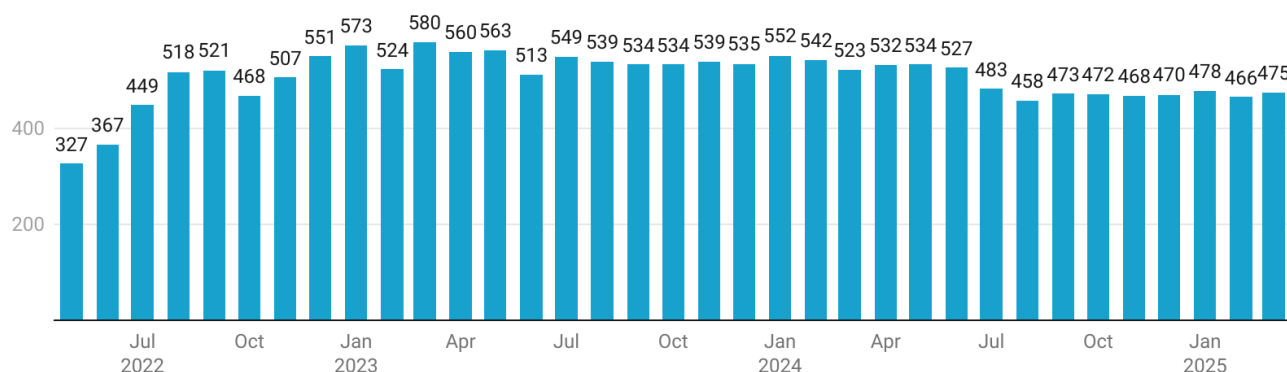
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PRACTICAL QUESTIONS AND ANSWERS TO HELP TO READ THIS REPORT

Who do we survey? This survey uses a panel sample; that means we survey the same business entities. During the thirty-fifth wave of the survey, the answers of 475 respondents were received.

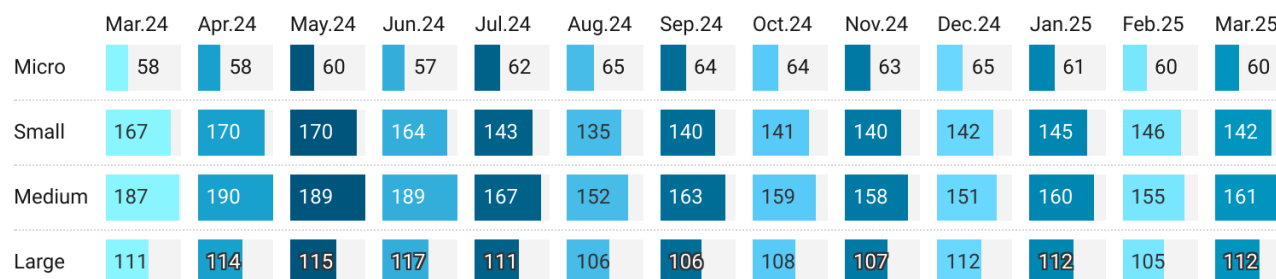
Fig. 1 Number of enterprises surveyed



Created with Datawrapper

They include mainly industrial enterprises (87%) located in 21 of the 27 regions of Ukraine: Vinnytsya, Volyn, Dnipropetrovsk, Zhytomyr, Zakarpattia, Zaporizhzhya, Ivano-Frankivsk, Kyiv, Kirovohrad, Lviv, Odesa, Poltava, Rivne, Sumy, Ternopil, Kharkiv, Khmelnytskyi, Cherkasy, Chernivtsi, Chernihiv regions and in the Kyiv city. Enterprises of all sizes in terms of the number of workers are represented among the respondents.

Fig. 2 Number of enterprises surveyed, by size



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How do we collect data? Data was collected using a combination of several data collection methods: telephone interviews of business representatives filling out their responses into an online check-list, and, in some cases, self-completion of the online check-list by representatives of enterprises who expressed their desire during the previous telephone contact to enter data into the online check-list themselves.

How are our indices calculated? All indices are calculated according to a single methodology. We count responses as +1 when the company responds that the rate has increased, 0 if it has not changed, and -1 if it has decreased. For example, if out of 100 respondents, 20 indicated an increase in production, 50 respondents reported its reduction, and 30 said that everything remained unchanged, the corresponding value of the index will be -0.30. A positive (negative) index value means that the share of enterprises where production has increased is larger (smaller) than the number of those where production has decreased. Each index bigger than +0.05 or less than -0.05 is statistically significant, and different from zero with a 5% error probability.

How to "read" our indicators? Our indicators are called "indices," which is a synonym of the term "balance index" or "balance indicator." All indices are the difference between the shares of respondents who reported a decrease

and those who reported an increase in the indicator. The bigger the index value, the bigger the rate of indicator growth; the smaller the index value, the bigger the rate of indicator decline. For most indicators, a higher value of the index means a positive trend, except for indicators of debts, the number of workers on forced leave, and difficulties in finding personnel. Everything is the opposite here. The larger the index, the greater the rate of debt growth or the increase in the number of people on forced leave and hardships (this is bad), the smaller the index, the greater the rate of debt reduction, the decrease in the number of people on forced leave or hardships (this is good).

When the survey was conducted? The field stage of the thirty-fifth wave lasted from March 18 to 31, 2025. The enterprises' managers compared the results of work in March 2025 with February 2025, assessed the state of the indicators at the time of the survey (March 2025) and gave forecasts for the next two, three, or six months, depending on the question. For some questions (where it was indicated), the results of the work were compared to ones in the pre-war period (before February 24, 2022) or with the same period of the previous year. Respondents gave forecasts for the next three months of work.

MAIN RESULTS

In March, business plans and long-term uncertainty remained unchanged. At the same time, the year-on-year recovery rate accelerated significantly after a sharp decline. Production indicators improved, and short-term plans continued to grow. Labor shortages, rising prices, and work hazards remain the main obstacles to business development. 42% of companies consider the current time more or less suitable to invest in new equipment, while 57% believe it is a bad time.

OVERALL INDICATORS OF BUSINESS CLIMATE AND ECONOMIC ENVIRONMENT

- The BUSINESS ACTIVITY RECOVERY INDEX improved significantly in March 2025, increasing from zero to 0.12.
- The INDEX OF CURRENT BUSINESS ACTIVITY at the enterprise broke the two-month downward trend, increasing from -0.01 to 0.04, changing the sign to positive.
- Enterprises' expectations regarding changes in the business activity in the six months also improved; the INDEX OF EXPECTED CHANGES IN THE BUSINESS ACTIVITY AT THE ENTERPRISE increased from 0.16 to 0.26.
- The value of the OVERALL ECONOMIC ENVIRONMENT INDEX increased from -0.02 to 0.02, changing the sign to positive.
- Expectations regarding changes in the overall economic environment in half a year have also improved significantly; the INDEX OF EXPECTED CHANGES IN THE OVERALL ECONOMIC ENVIRONMENT increased from 0.16 to 0.24.
- Two-year expectations regarding the prospects for expanding business activity have not changed significantly for several months. The EXPECTED BUSINESS ACTIVITY INDEX in March is 0.11 (in February and January, the indicator was 0.10).
- The level of uncertainty in the two-year and six-month perspectives for the business activity at the enterprise does not change significantly. Uncertainty in the short-term perspective is also without significant changes, with the exception of exports, where the indicator decreased after two months of growth.

PRODUCTION

- In February 2025, the rate of production decline broke the downward trend: the PRODUCTION INDEX increased from 0.09 to 0.13.
- Expectations for the next three months remain optimistic, with the indicator increasing for the third consecutive month. The value of the INDEX OF EXPECTED CHANGES IN PRODUCTION increased from 0.37 to 0.41.
- The value of the INDUSTRIAL CONFIDENCE INDICATOR increased slightly, from 0.09 to 0.12.

DEMAND AND SALES

- The growth rates of sales and new orders have accelerated. The value of the SALES INDEX increased from 0.09 to 0.16, and the value of the NEW ORDERS INDEX increased from 0.06 to 0.12.
- At the same time, the expectations of enterprises regarding the growth of demand and new orders continue to grow. The value of the EXPECTED CHANGES IN THE SALES INDEX increased from 0.38 to 0.45, and the value of EXPECTED CHANGES IN THE NEW ORDERS INDEX increased from 0.32 to 0.38.

PRICES

- In March, the rate of price growth slowed significantly after the increase last month, while a further slowdown in growth is expected for the next three months. The PURCHASE PRICE INDEX decreased from 0.37 to 0.30. The INDEX OF EXPECTED CHANGES IN PURCHASE PRICE decreased from 0.43 to 0.30.
- The domestic SALES PRICE INDEX increased from 0.37 to 0.32. The INDEX OF EXPECTED CHANGES IN DOMESTIC SALES PRICE decreased from 0.42 to 0.34.

DEBTS

- In March, compared to February, the indicators of the accumulation of receivables and payables did not change significantly, and the indicator of the accumulation of tax arrears decreased slightly. The indicator of receivables is -0.08, as in the previous month, the indicator of payables also did not change, and as in February, it is -0.11. The indicator of tax arrears, although insignificantly, decreased from -0.12 to -0.15.

- In the three months, no changes are expected in the accumulation of receivables and a slight decrease in payables and tax arrears. The INDEX OF EXPECTED CHANGES IN ACCOUNTS RECEIVABLE is -0.15, as in the previous period. The indicator of expectations for payables, although insignificantly, decreased from -0.15 to -0.17. The INDEX OF EXPECTED CHANGES IN TAX ARREARS decreased from -0.16 to -0.20.

EMPLOYMENT

- The NUMBER OF WORKERS INDEX decreased slightly, from -0.03 to -0.07.
- The INDEX OF EXPECTED CHANGES IN THE NUMBER OF WORKERS increased from 0.06 to 0.10.
- The INDEX OF THE NUMBER OF WORKERS ON FORCED LEAVE remained unchanged, and, as in the previous month, it is 0.03. For the next three months, business managers do not expect significant changes in the number of such employees, and the EXPECTED CHANGES INDEX is 0.05 (it was 0.04).
- In February, the difficulty in finding skilled workers increased slightly, while the indicator for unskilled workers increased after remaining unchanged for three consecutive months. The INDEX OF DIFFICULTIES IN FINDING SKILLED WORKERS increased from 0.46 to 0.48. The INDEX OF DIFFICULTIES IN FINDING UNSKILLED WORKERS is 0.35 (for three consecutive months, the indicator was 0.29).

AVAILABILITY OF ORDERS

- In March 2025, the order portfolio among the surveyed enterprises did not change compared to January: the average term of new orders was 5.5 months.
- The share of enterprises with orders for a year or more is 20%. At the same time, the share of enterprises with orders for no more than 2 months was 49%.

OBSTACLES TO DOING BUSINESS IN WARTIME

- In March 2025, the most acute obstacle to business caused by a full-scale Russian invasion was again the lack of labor due to conscription or worker migration -65%.
- The second place in the ranking of obstacles to business caused by a full-scale war was taken by the work hazards - 53%.
- Such a problem as the increase in price for raw materials and supplies took 3rd place and was -48%.

ВІЙНИ PRODUCTION CAPACITIES DURING THE WAR PERIOD

- In March 2025, the total share of enterprises operating at almost full and full capacity was 63%, which repeats the highest figure for all waves of the survey (in January it was also 63%).
- Every fifth enterprise (22%) was operating at less than half its capacity or was not operating at all compared to pre-war times.
- In March 2025, the level of capacity utilization decreased for micro and large enterprises but increased for small and medium-sized enterprises. The share of micro-enterprises operating at almost full and full capacity decreased from 34% in February to 28% in March, and the share of large enterprises decreased from 69% to 68%. In contrast, the share of small enterprises increased from 54% in February to 57% in March, and for medium-sized enterprises – from 75% to 76%.
- The lowest level of capacity utilization remains in metallurgy and metalworking (44% were operating at a high level of capacity utilization in March).

POWER OUTAGES EFFECT

- In February 2025, 26% of businesses temporarily suspended operations due to power outages (38% in January 2025).
- 23% of enterprises suspended operations for only 1 - 10% of working hours.
- In February 2025, enterprises lost 6% of their total working hours due to power outages. This is slightly higher than in January 2025 (5%).
- In February 2025, the difference in losses between enterprises of different sizes increased again: microenterprises lost an average of 12% of working hours, small ones - 7%, medium ones - 3%, and large ones - 6%.

- Among the sectors, the light industry has the largest time losses (12% of working hours).

EXPORTING ENTERPRISES

- In March 2025, 63% of respondents reported exporting before the war, continuing to export during the war, or starting to export for the first time during the war.
- Most businesses managed to establish exports during the war. In March 2025, 84% of respondents indicated that enterprises exported before the war and continued to export over the past 12 months.
- Some businesses still cannot overcome the challenges to export activity. As of March 2025, 14% of enterprises exported before the war, but were unable to resume exports over the past 12 months.

INVESTMENTS

- 42% believe that now is a good time to invest in equipment.
- More than half (57%) of respondents who answered the question believe that now is not a good time to purchase equipment.
- In 2024, 45% of companies surveyed made investments. This is higher compared to 2021, which was affected by COVID, but lower than in 2017-2020.
- The vast majority of respondents in 2024 invested in repairing or replacing worn or obsolete equipment (67%). Next, by a large margin in 2nd and 3rd positions, are planned repairs of premises (32%) and measures to expand the product range (28%).
- The main obstacles to investment in 2025 are economic uncertainty (40%), insufficient profits (36%), and danger to the company's personnel or property (35%).

GOVERNMENT POLICY

- In March, the share of positive assessments of the government's business support policy was 2%.
- The share of neutral assessments decreased from 66% in February to 65% in March, while the share of negative assessments increased again: from 21% to 23%.
- Speaking about the role of the state (government) in Ukraine in doing business, 44% call it a “regulator”, 23% – an “obstacle”, and 9% – a “partner”. 3% and 1% of respondents called it an “enemy” and “friend”, respectively.
- 22% of respondents could not determine the role of the state in Ukraine for doing business.

ENTERPRISE PERFORMANCE INDICATORS AND SHORT-TERM EXPECTATIONS

BUSINESS ACTIVITY RECOVERY INDEX

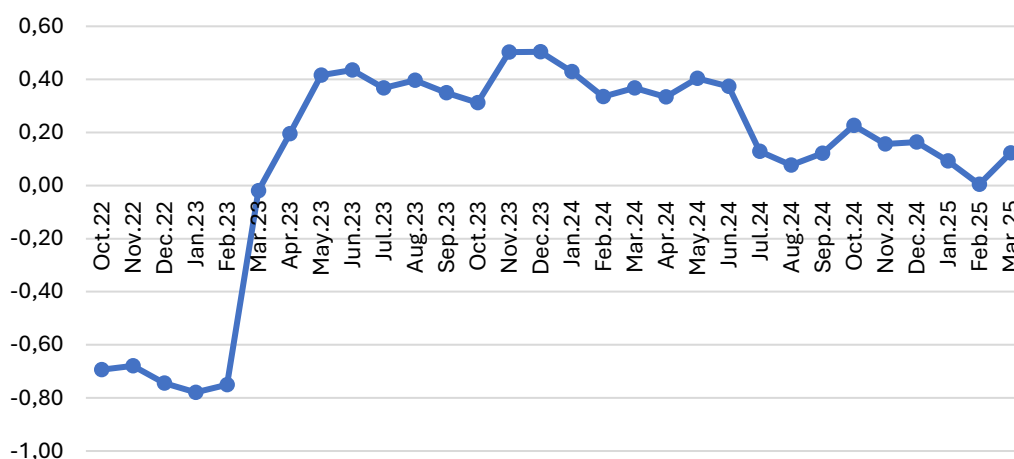
In March, the rate of business recovery (year-on-year) broke a two-month slowdown. The BUSINESS ACTIVITY RECOVERY INDEX (YEAR TO YEAR) increased from zero to 0.12. The share of respondents who indicated a worsening of the situation decreased from 20.7% to 14.7%, while the share of those whose situation is better than a year ago increased (from 21.2% to 26.9%). The share of those who believe that nothing has changed compared to last year, without significant changes, is 58.4% (it was 58.1%).

Size. The recovery of business activity significantly depends on the size of the enterprise. Large enterprises, whose index is 0.30, feel the best compared to last year. The indicator for medium-sized enterprises is significantly lower and is 0.17, and the indicator for small enterprises is 0.08. The lowest and only negative value of the indicator is for micro-enterprises (-0.26).

Region. The highest indicator is for Cherkasy and Zakarpattia (1.00 each) regions. The lowest indicators are for the Ternopil (-0.91) and Sumy (-0.67) regions.

Sector. The highest index value is recorded for the chemical (0.27) and woodworking (0.19) industries. The lowest indicator is for metalworking (-0.09).

Fig.3. Business Activity Recovery Index



INDICATORS AND EXPECTATIONS FOR THE HALF-YEAR PERIOD

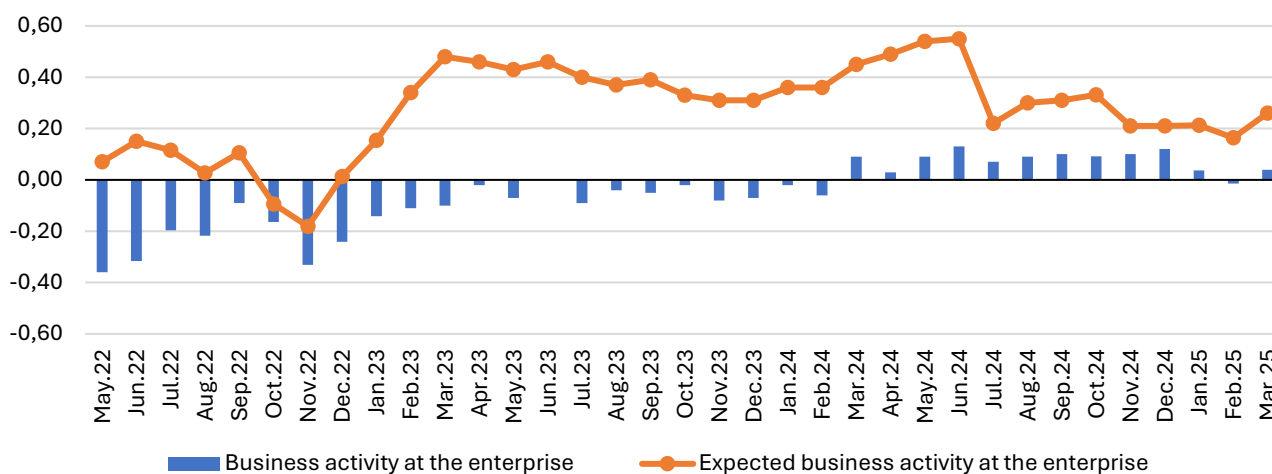
BUSINESS ACTIVITY AT THE ENTERPRISE

Assessments of the business activity for half a year interrupted a two-month trend of deterioration. The CURRENT BUSINESS ACTIVITY INDEX increased from -0.01 to 0.04, changing the sign to positive. The share of those who positively assess the business activity at the enterprise has not changed significantly and is 11.5% (it was 11.7%). At the same time, the share of respondents who give negative assessments decreased from 16.8% to 11.3%. The share of those who consider the business activity at the enterprise satisfactory increased from 71.5% to 77.3%.

Expectations for the future have improved significantly over the past six months. The INDEX OF EXPECTED CHANGES IN BUSINESS ACTIVITY increased from 0.16 to 0.26. The share of "optimists" has increased slightly (from 27.5% to 30.6%), while the share of "pessimists" has decreased from 13.9% to 6.8%. The share of those who do not expect any changes has increased from 58.7% to 62.6%.

The share of those who could not give a forecast for the next six months has not changed significantly and is 17.1% (it was 16.1%).

Fig.4. Business activity at the enterprise, indices

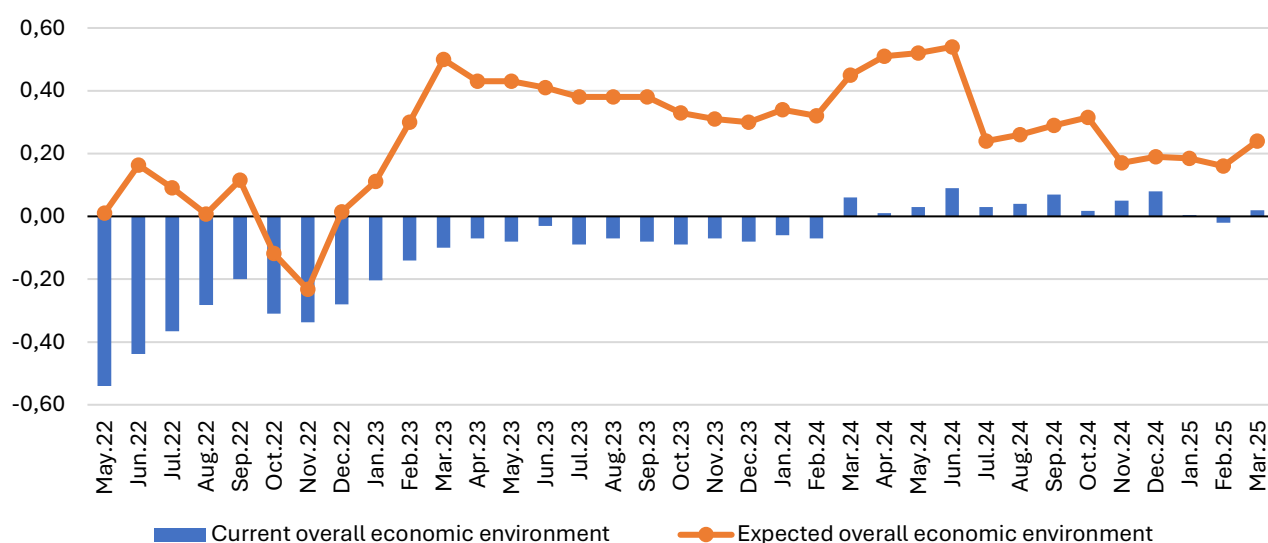


OVERALL ECONOMIC ENVIRONMENT

Assessments of the overall economic environment have improved. The value of the corresponding INDEX in March increased from -0.02 to 0.02, changing the sign to positive. In percentage terms, the share of those who assess the overall economic environment as bad has decreased from 22.5% to 18.1%. At the same time, the share of those who give positive assessments has not changed significantly, and is 16.3% (it was 16.3%). The share of those considering the overall economic environment satisfactory has increased from 61.1% to 66.6%.

Enterprises' forecasts regarding changes in the overall economic environment for the next six months have significantly improved. The index of expected changes in the overall economic environment has increased from 0.16 to 0.24. The share of "optimists" regarding changes in the overall economic environment has slightly increased (from 25.6% to 28.8%), while the share of "pessimists" has decreased from 13.5% to 7.8%. The share of those who believe that the overall economic environment will not change over the next six months has increased slightly, from 60.9% to 63.4%. The share of those who were unable to give forecasts regarding the state of the overall economic environment has remained unchanged and is 18.9% (it was 17%).

Fig.5. Overall economic environment, indices

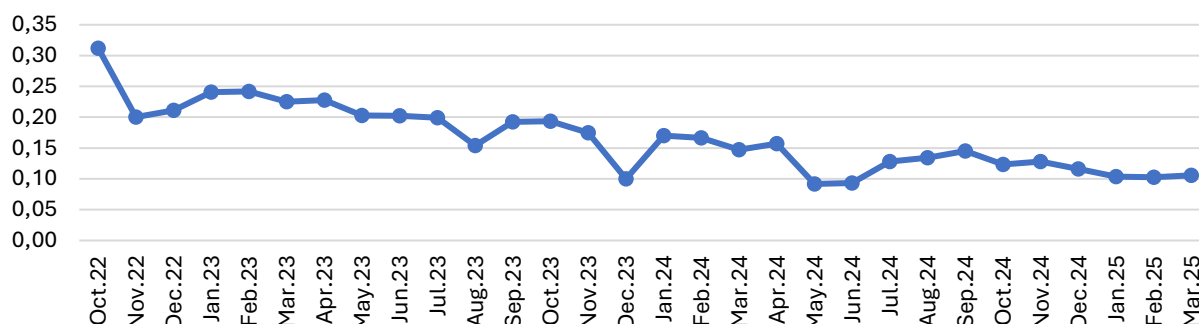


EXPANSION PLANS FOR THE NEXT TWO YEARS

Business activity expectations in the two years have not changed significantly for several months. The INDEX OF THE EXPECTED CHANGES IN BUSINESS ACTIVITY in March is 0.11 (it was 0.10 in February and January). There have been no significant changes in the percentage distribution. The share of those planning to expand their activities is 14% (it was 15.4%), while the share of those planning to reduce their activities has decreased slightly, from 5.1% to 3.4%. The share of those planning to remain at the current level has increased slightly, from 79.5% to 82.6%.

The percentage of those who could not give a forecast for such a long term has not changed significantly and is 30.7% (it was 29%).

Fig.6. Expectations regarding business activity for two years, indices



Size. Among enterprises of all sizes, micro (0.16) and large (0.15) enterprises, whose indicators are higher and approximately the same, have the most optimistic plans for the future. The indicator for medium-sized enterprises is 0.09. The indicator for small (0.06) enterprises is somewhat lower.

Region. Significant regional differences are registered. The enterprises in Chernihiv (0.67), Ternopil (0.60), and Khmelnytsky (0.42) regions have the highest indicators of expectations. The indicators in Sumy and Kyiv (-0.17 each) regions are the lowest with a single negative value.

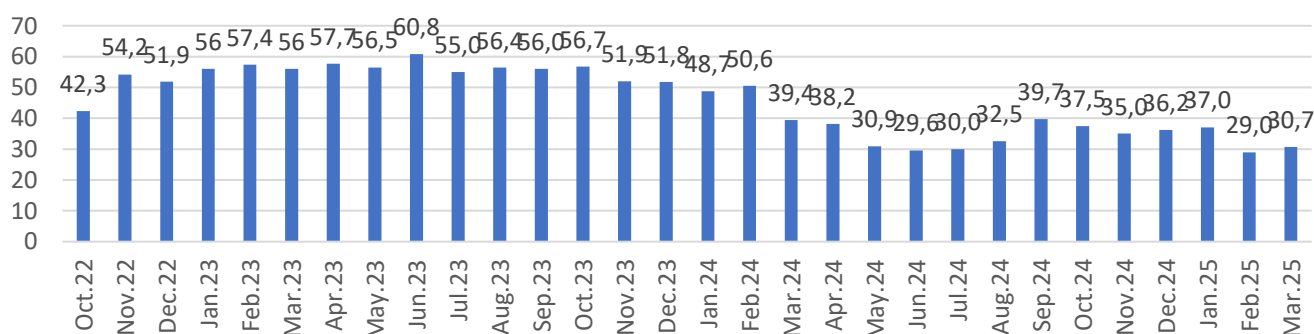
Sector. Expectations depend on the industry. The highest indicator values are in the woodworking (0.25) and light industry (0.19). The metalworking indicator is the lowest: 0.05.

UNCERTAINTY

Two-year expectations

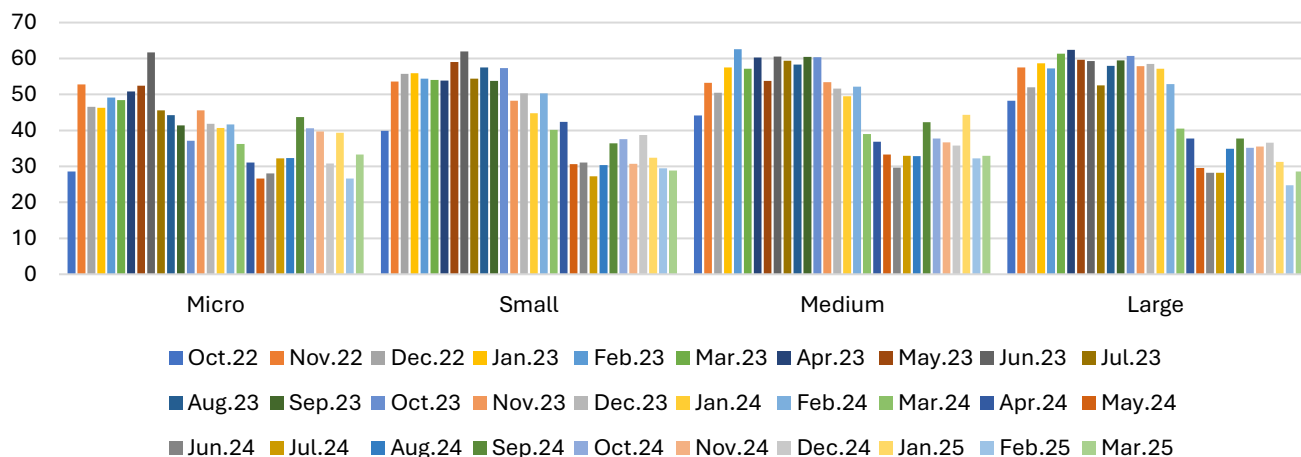
The level of uncertainty regarding enterprises' plans for the next two years has not changed significantly after a sharp drop last month. 30.7% of respondents were unable to provide an answer regarding the prospects for the next two years in March (it was 30.7%).

Fig.7. The level of uncertainty regarding the company's activities in the two-year horizon, % of respondents



The level of uncertainty about plans for two years depends on the size of the enterprise. In March, the uncertainty indicator remained unchanged at 29%, the same as last month, and for large enterprises, the indicator increased from 25% to 29%. The uncertainty indicator for microenterprises increased from 27% to 33%. At the same time, the uncertainty for medium-sized enterprises did not change significantly, and the indicator is 32% (it was 33%).

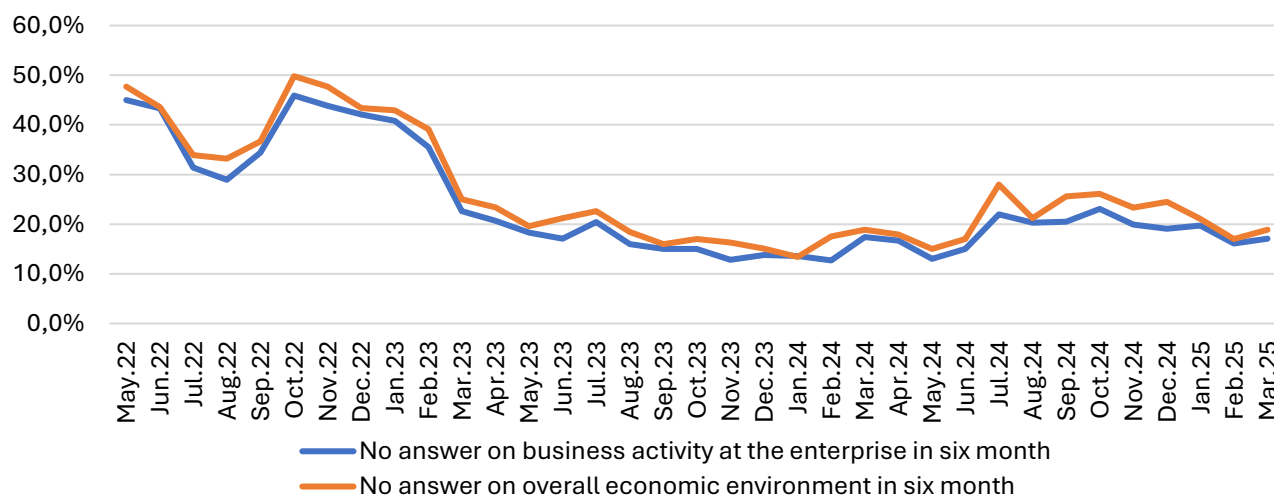
Fig.8. The share of respondents who could not answer the question about the changes for the next two years, by size of the enterprise



Half-year expectations

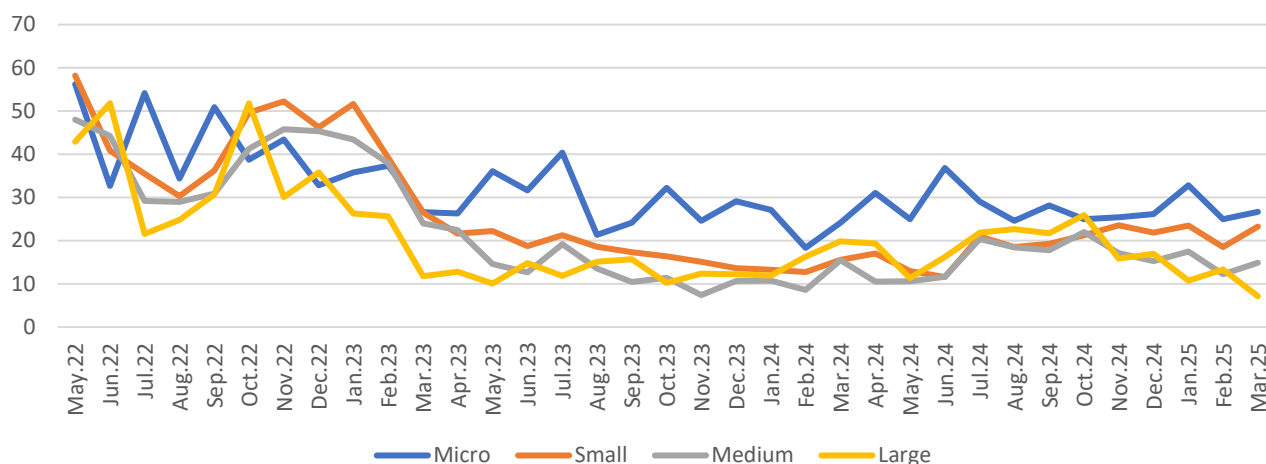
The level of uncertainty in the forecasts of the half-year perspective has not changed significantly for both business activity at the enterprise and the overall economic environment in the country. The uncertainty for the business activity is 17.1% (it was 16.1%). The share of respondents who were unable to give a forecast regarding changes in the overall economic environment is 18.9% (it was 17%).

Fig.9. The level of uncertainty of the business activity and the overall economic environment, % of respondents



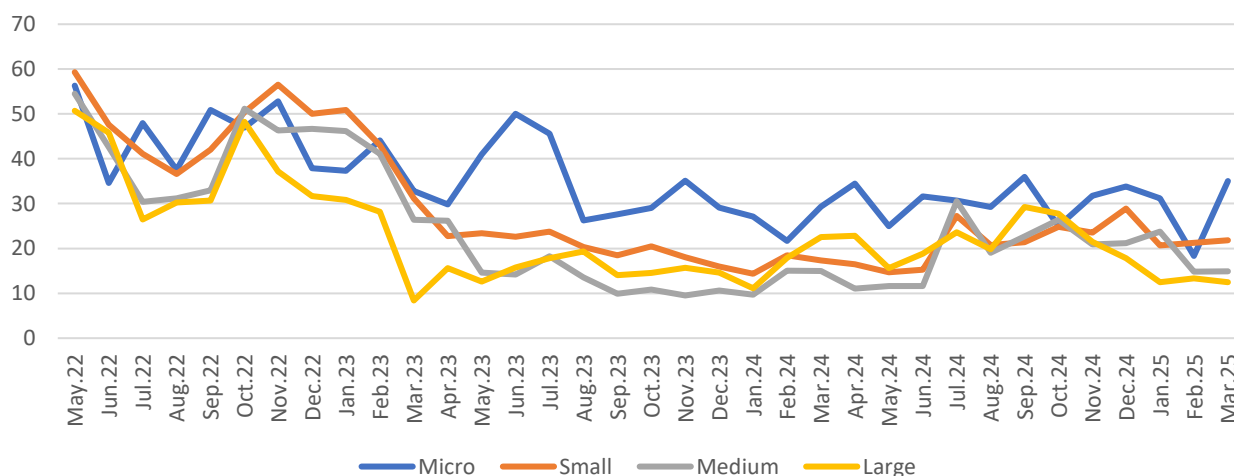
The level of uncertainty regarding the business activity at the enterprise and its dynamics depends on the size of the enterprise. The highest level of uncertainty for the six-month perspective is for micro-enterprises, and the indicator increased from 25% to 27%. The value also increased for small (from 18% to 23%) and medium-sized (from 12% to 15%) companies. At the same time, the uncertainty indicator for large enterprises is the lowest, and the value decreased from 13% to 7%.

Fig.10. The share of respondents unable to answer the question about the changes in business activity in six months



Uncertainty about the overall economic environment, as in the case of the business activity, **depends on the size of the enterprise**. The uncertainty indicator for large enterprises has not changed for the third consecutive month and is 13%. The uncertainty indicator for medium-sized enterprises has also remained unchanged and is 15% for the second consecutive month. The uncertainty indicator for medium-sized enterprises has not changed significantly, and the value is 21% (it was 22%). At the same time, the highest uncertainty indicator regarding the overall economic environment is the highest, and the value increased from 18% to 35%.

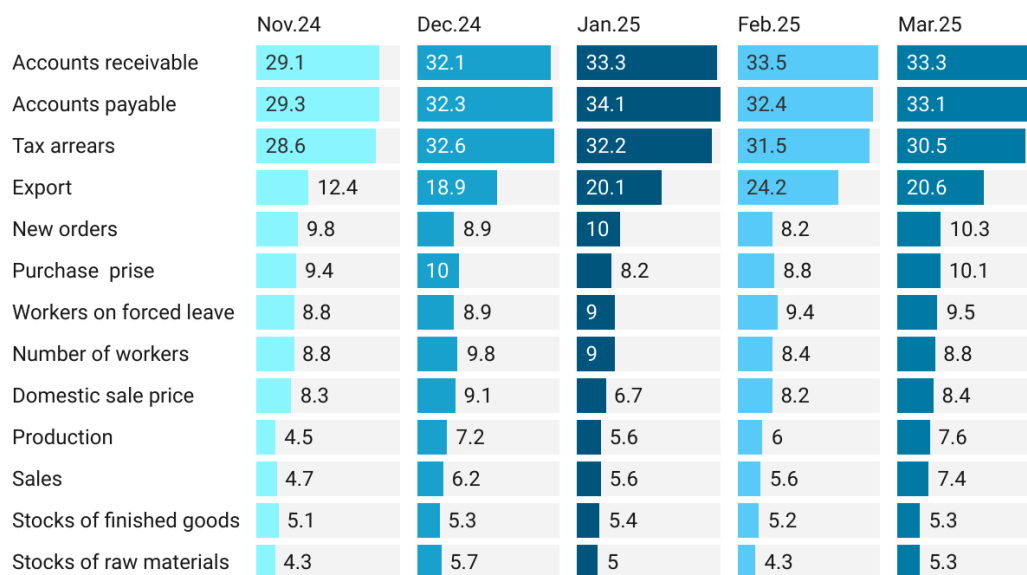
Fig.11. The share of respondents unable to answer the question regarding the changes in the overall economic environment in the six months



Three-month expectations

In March 2025, the short-term uncertainty indicator for production indicators did not change significantly. The only exception is the indicator for exports, which decreased from 24.2% to 20.6%. Uncertainty in the three-month perspective remains the highest for debts and does not change significantly. The indicator for receivables is 33.3% (it was 33.5%); for payables, the value is 33.1% (it was 32.4%). The indicator for tax arrears is 30.5% (it was 31.5%). Uncertainty regarding new orders has increased slightly, from 8.2% to 10.3%. The lowest and without significant changes is the uncertainty indicator for finished goods stocks (5.3%) and raw materials and supplies stocks (5.3%) – it was 5.2% and 4.3%, respectively.

Fig.12. The share of enterprises unable to forecast the changes of the indicator in three months, % of respondents



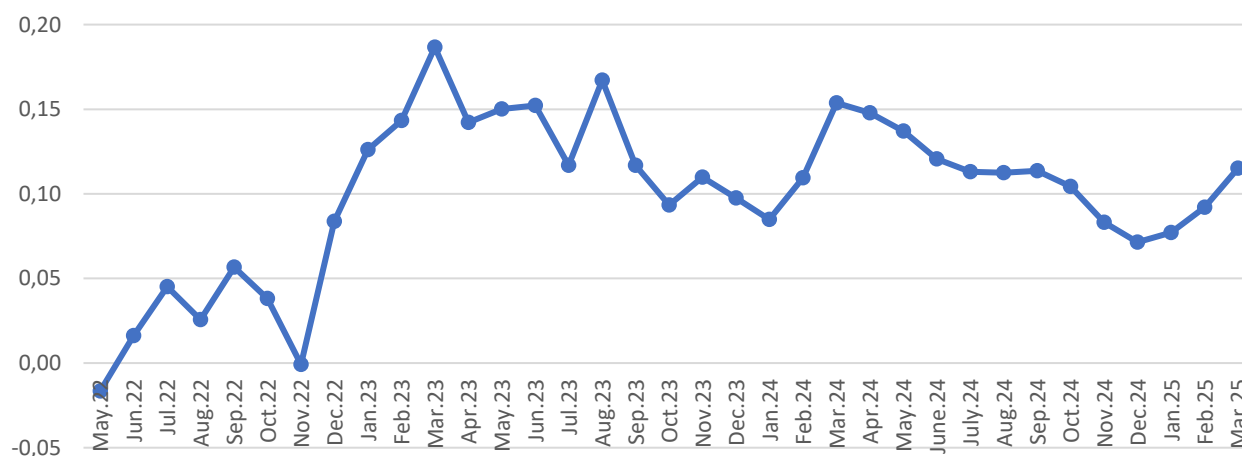
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ENTERPRISE PERFORMANCE INDICATORS AND SHORT-TERM EXPECTATIONS

INDUSTRIAL CONFIDENCE INDICATOR

The value of the Industrial Confidence Indicator (ICI) has increased insignificantly. In March, the indicator is 0.12 (it was 0.09). In March 2025, the trend towards improvement of one of the three components of the indicator continues: (1) *production expectations* for the next 3-4 months increased from 0.37 to 0.41. (2) *new order portfolio estimates* have not changed: they have decreased slightly and the value is -0.11 (it was -0.13 in February and January), (3) *estimates of finished goods stocks* have not changed significantly and the indicator is -0.05 (it was -0.03).

Fig.13. Industrial confidence indicator



PRODUCTION

Changes compared to the previous month

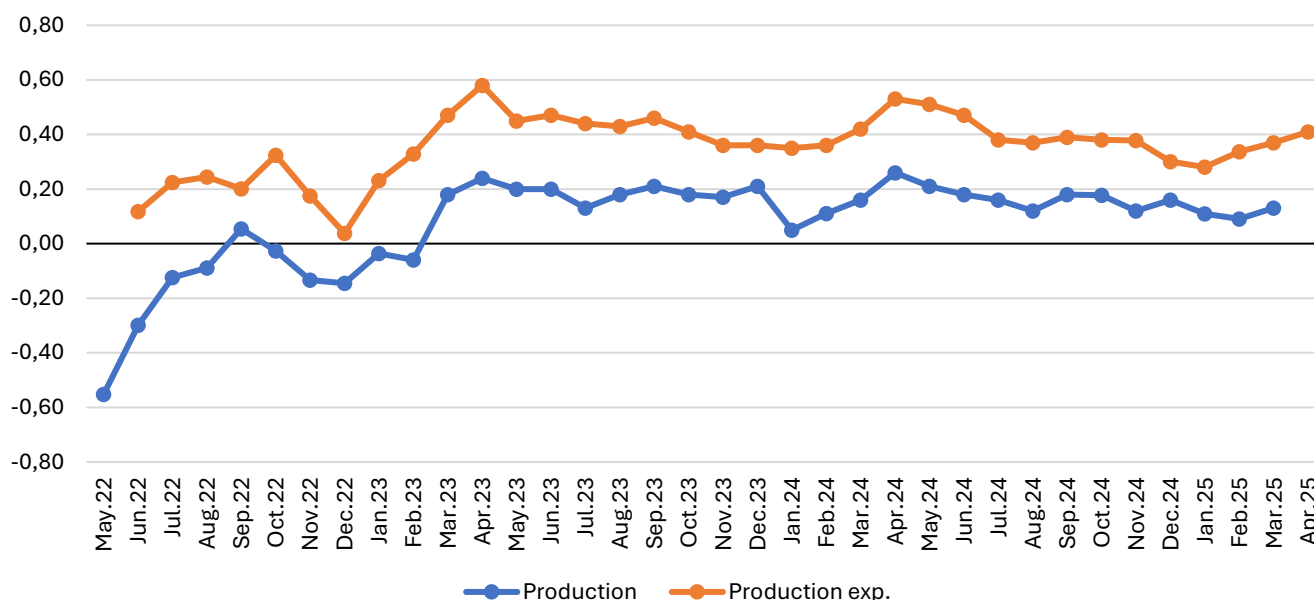
In March 2025, the rate of production reduction interrupted the downward trend. The production index increased from 0.09 to 0.13. The share of enterprises that reduced production volumes decreased slightly (from 14.6% to 12.2%), and the share of enterprises that increased production volumes increased slightly (from 18.3% to 20.1%). The share of enterprises that did not face changes did not change significantly and is 67.7% (it was 67%).

Size. Among enterprises of different sizes, large (0.28) enterprises have the best results. The indicator of medium-sized enterprises is much smaller and is 0.08, but still has a positive value. The indicator of small enterprises is -0.01. The lowest value is for microenterprises, whose indicator is -0.09.

Region. Regional differences are significant (the highest value is 0.90, and the lowest is -0.40). The best results were achieved by enterprises in Poltava (0.90), Rivne (0.50), and Odesa (0.36) regions. The lowest index values were recorded for enterprises in Sumy (-0.40) and Chernivtsi (-0.16) regions.

Sector. Index values vary for sectors and industries. The best situation was in the food industry (0.17) and printing (0.13). The lowest index values are in metalworking (-0.12) and mechanical engineering (-0.02).

Fig.14. Production indices



Expected changes in production

Expectations for production growth remain positive and have been growing for the third month. The INDEX OF EXPECTED CHANGES IN PRODUCTION increased from 0.37 to 0.41. The share of those planning to increase production volumes increased (from 36.1% to 40.5%). At the same time, the share of those planning to reduce production volumes did not change significantly and is 2.5% (it was 1.8%). The share of those who do not expect changes decreased from 62.1% to 56.9%.

Size. Expectations regarding production depend on the size of enterprises. Large enterprises (0.50) have the most optimistic indicator. The indicator of medium (0.37) and small (0.38) enterprises is lower and approximately the same. The lowest value of the indicator is for microenterprises (0.19).

Region. Enterprises' plans significantly depend on the region of location. The most optimistic plans for production growth are in Poltava (1.00), Cherkasy (0.82) and Zakarpattya (0.80) regions. The lowest value of the indicator is in Zhytomyr, Dnipropetrovsk, and Chernivtsi regions, for which the value is the same; it is equal to zero.

Sector. Production expectations for three months depend on the industry. The highest expectations are for the printing industry (0.50), mechanical engineering (0.48), and food industry (0.39). The lowest value of the indicator is in metalworking (0.04).

SALES

Changes compared to the previous month

In March, the growth rate of sales volumes accelerated. The SALES INDEX increased from 0.09 to 0.16. The share of those who reduced sales volumes decreased (from 15.9% to 12.8%). The share of enterprises that did not experience changes did not change significantly and is 63.2% (it was 64.8%). The share of enterprises that increased sales volumes increased from 19.2% to 24%.

Size. The SALES INDEX of large (0.34) enterprises is the highest. The indicator of medium-sized enterprises is much lower (0.10). The value for small enterprises is 0.01, but still has a positive value. The lowest and negative value of the indicator is for micro-enterprises (-0.05).

Region. The highest SALES INDEX was recorded for Poltava (0.90), Rivne (0.50), and Odesa (0.36) regions. The lowest value of the indicator is in the Sumy (-0.35) region.

Sector. The highest SALES INDEX is in the food industry (0.22) and the construction materials production (0.17). The lowest value of the indicator is in metalworking (-0.16).

Expected changes in sales

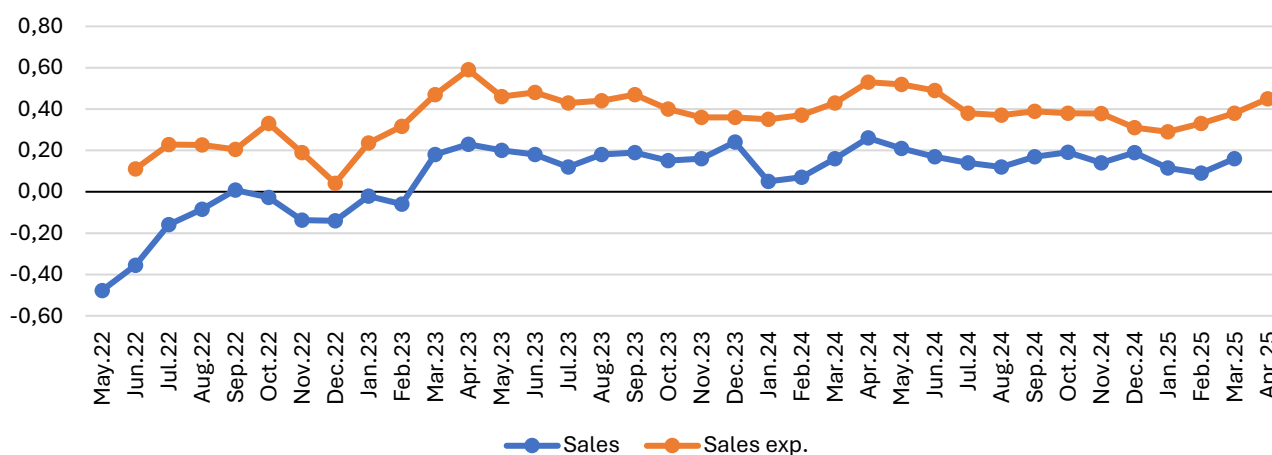
Sales expectations remain optimistic, and the indicator has been growing for the third month in a row. The INDEX OF EXPECTED CHANGES IN SALES increased from 0.38 to 0.45. The share of those planning to reduce sales remained unchanged at 2.5%, as in the previous period, while the share of those planning to increase them increased from 37.3% to 43.9%. The percentage of respondents who believe that nothing will change decreased from 60.2% to 53.6%.

Size. The expectation indicator for large (0.50) enterprises is the highest. The indicator for medium (0.40) and small (0.42) enterprises is significantly lower. The expectation indicator for micro-enterprises is the lowest, at 0.20.

Region. The best expectations are recorded in Poltava (1.00), Zakarpattya (0.97) and Cherkasy (0.93) regions. The expectations indicator for the Dnipropetrovsk, Zhytomyr, and Chernivtsi regions is the lowest with the same value, which is zero.

Sector. The highest expectation indicators for sales are in mechanical engineering and printing (0.50 for each industry). The sales growth expectations indicator for metalworking (0.08) is the lowest

Fig.15. Sales indices



EXPORT

Changes compared to the previous month

The export growth rate has slowed down. The value of the EXPORT INDEX has not changed significantly and it is 0.10 (it was 0.09). There have been no significant changes in the percentage distribution. The share of respondents whose export volumes have decreased has not changed significantly and is 13.4% (it was 13.1%). The share of enterprises that increased exports is 19.9%, the same as last month. The share of enterprises whose export volumes have remained unchanged is also without significant changes and is 66.7% (it was 66.9%).

Size. The value of the EXPORT INDEX is the highest for large (0.18) enterprises. The value of medium-sized enterprises is 0.08. The value for small (-0.06) enterprises is significantly lower and negative. The lowest value of the indicator is for micro-enterprises (-0.36).

Region. The highest indicators are for Poltava (0.70) and Odesa (0.60) regions. The lowest value is for Kyiv city (-0.77).

Sector. The EXPORT INDEX is best for the food (0.15) industry. The lowest value of the indicator is for printing (-0.20).

Expected changes in export

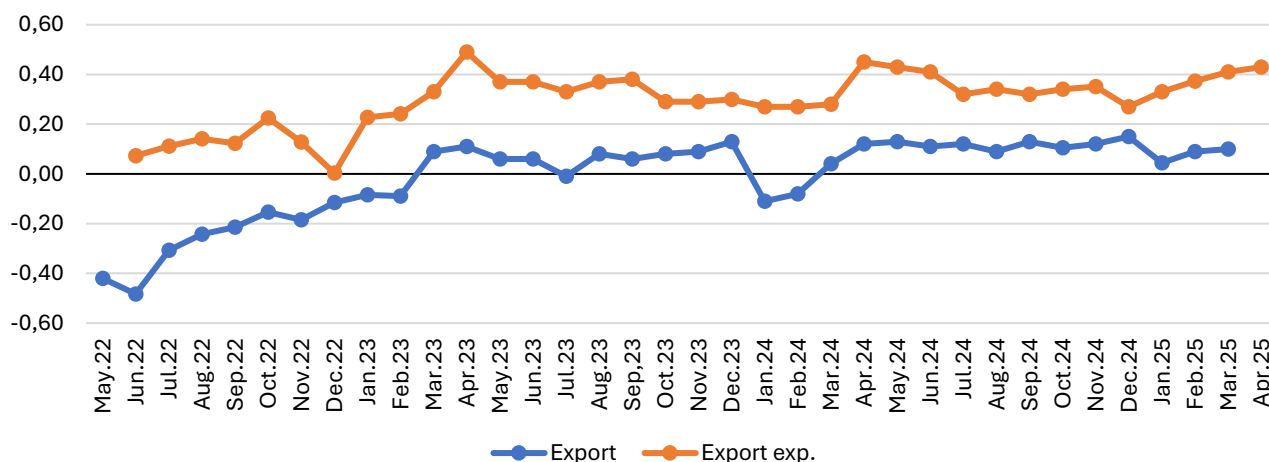
For the next three months, entrepreneurs do not expect sharp changes in the indicator, although the value has been gradually increasing for four consecutive months. The INDEX OF THE EXPECTED CHANGES IN EXPORTS is 0.43 (it was 0.41). The share of those who plan to increase exports is 44.5% (it was 43.1%). The share of those who plan to reduce it has not changed significantly; the indicator is 5.5% (it was 4.6%). The share of those who do not expect changes has decreased slightly, from 52.3% to 50%.

Size. The highest and approximately the same indicator of expectations for exports is for large enterprises (0.52). The indicator for medium-sized enterprises (0.38) is significantly lower. The indicator for small enterprises is 0.27. The lowest value of the indicator is for microenterprises (0.07).

Region. The highest value of the INDEX OF THE EXPECTED CHANGES IN EXPORTS was recorded for enterprises in Poltava, Cherkasy, and Zakarpattya (1.00 each) regions. The worst expectations are those of business representatives in Kyiv city (-0.77).

Sector. The highest value of the INDEX OF THE EXPECTED CHANGES IN EXPORTS is in the food industry (0.46) and light industry (0.43). The lowest value of the indicator is in metalworking (0.15).

Fig.16. Export indices



STOCKS OF RAW MATERIALS

Changes compared to the previous month

The rate of reduction in raw material stocks has slowed down. The INDEX OF STOCKS OF RAW MATERIALS has not changed significantly for several months in a row and has been at 0.04 for four months in a row. The share of respondents who reported an accumulation of raw material stocks over the past month has increased (from 14.6% to 16.6%), as has the share of respondents who indicated a reduction (from 13.5% to 15.3%). The share of entrepreneurs who have nothing changed compared to the previous month has slightly decreased from 71.8% to 68.1%.

Size. The INDEX OF STOCKS OF RAW MATERIALS is highest for large (0.22) enterprises. The indicator for microenterprises is significantly lower but still has a positive value (0.02). The indicator for medium (-0.04) and small (-0.09) enterprises has a negative value.

Region. The most frequently reported raw material stocks are in Poltava (1.00), Rivne (0.40), and Odesa (0.36) regions. The lowest indicators are in Kyiv (-0.50) and Sumy, Vinnytsia, and Dnipropetrovsk (-0.40 each) regions.

Sector. The food (0.04) and chemical (0.03) industries have positive values. The metalworking (-0.16) indicator is the lowest.

Expected changes in stocks of raw material

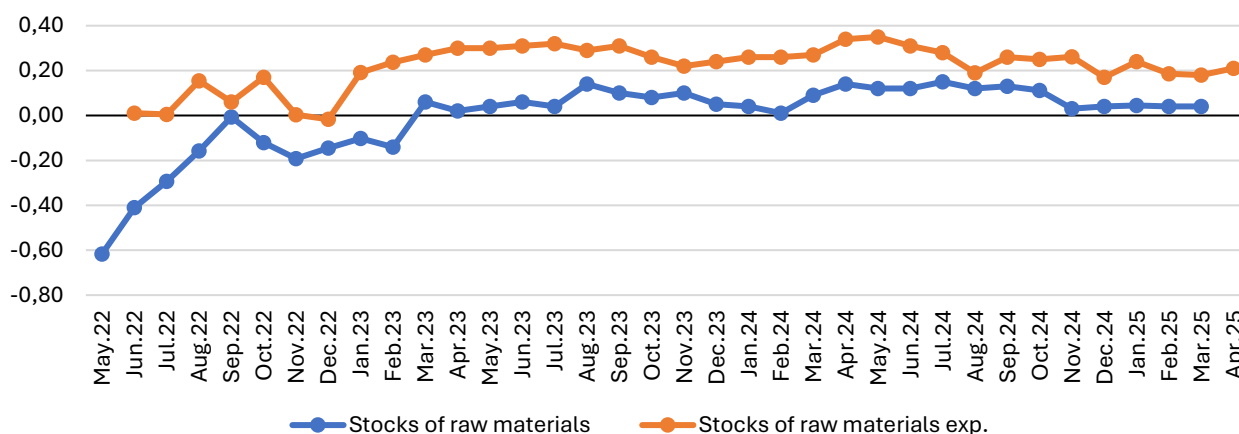
For the next three months, entrepreneurs expect a slight increase in the indicator: the INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS has increased slightly, from 0.18 to 0.21. The share of respondents who expect the accumulation of raw material stocks has increased slightly, from 26.8% to 30%. The share of those who believe that raw material stocks will decrease has not changed significantly and is 13.9% (it was 12%). The share of those who do not expect changes has decreased from 61.1% to 56.1%.

Size. The INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS is higher for large enterprises and is 0.39. The indicator for medium-sized (0.16) enterprises is significantly lower. The value of the indicator for small (0.04) and microenterprises (0.00) is much lower and approximately the same.

Region. The highest INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS is in Zakarpattya (0.97), Cherkasy (0.96), and Poltava (0.93) regions. The lowest index value is for Kyiv city (-0.45), as well as for Dnipropetrovsk and Zhytomyr (both -0.35) regions.

Sector. The highest INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS is for the food industry (0.23) and the construction materials production (0.22). The lowest index value is for printing (-0.25) and metalworking (-0.16), for which the value is the same and equal to zero.

Fig.17. Stocks of raw material indices



STOCKS OF FINISHED GOODS

Changes compared to the previous month

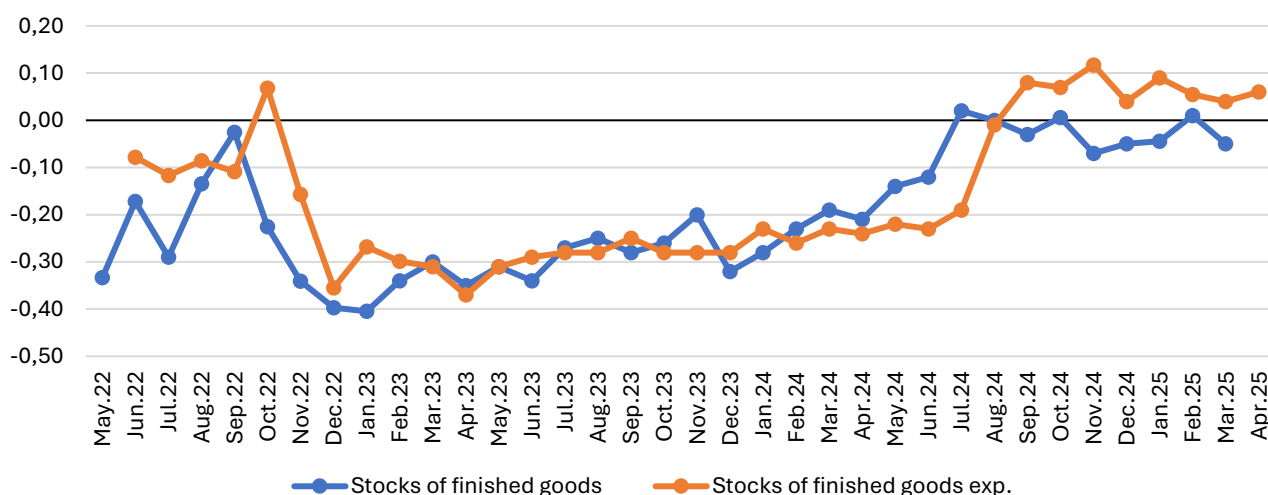
The rate of reduction in finished goods stocks has accelerated. The value of the corresponding INDEX has decreased, changing its sign to negative, from 0.01 to -0.05. The share of respondents who reported a reduction in finished goods stocks has increased from 11.8% to 14.9%. The share of respondents whose stocks increased has not changed significantly and is 9% (it was 10.9%). The share of respondents who did not experience any changes at all has not changed significantly and is 76.1% (it was 77.3%).

Size. The value of the index, depending on the size of the enterprise, is higher for large (0.01) and micro-enterprises (0.00). Reduction in finished goods stocks is more often reported in medium-sized (-0.08) and small (-0.12) enterprises.

Region. The value of the index depends on the region. The accumulation of finished goods inventories is most often reported at enterprises in Rivne (0.40) and Odesa (0.29) regions. The lowest index is in Kyiv city (-0.46) and Dnipropetrovsk (-0.45) regions.

Sector. The highest value is for light industry and printing, the value of which is zero. The lowest value is in metalworking (-0.20).

Fig.18. Stocks of finished goods indices



Expected changes in stocks of finished goods

In the future, business managers do not expect significant changes in the indicator. The INDEX OF EXPECTED CHANGES IN STOCKS OF FINISHED GOODS is 0.06 (it was 0.04). The share of respondents who believe that finished goods stocks will decrease in the next three months has not changed significantly and is 13.1% (it was 12.4%). The share of those who expect them to accumulate has not changed and is 17.6% (it was 16% for two months in a row). The percentage of those who believe nothing will change has decreased slightly, from 71.6% to 69.2%.

Size. The value of the indicator depends on the size of the enterprise. The index value is the lowest, with the only negative value for microenterprises (-0.12). The indicator for large (0.06) and small (0.02) enterprises is higher and approximately the same. The index of medium-sized enterprises (0.11) has the highest value.

Region. The highest value is for Zakarpattya (0.97) and Cherkasy (0.86) regions. The lowest is for Kyiv city (-0.67), Dnipropetrovsk and Volyn (-0.35 each) regions.

Sector. The index value is highest for the woodworking industry (0.17) and construction materials production (0.14). The lowest is for metalworking (-0.04) with a single negative value.

NEW ORDERS

Changes compared to the previous month

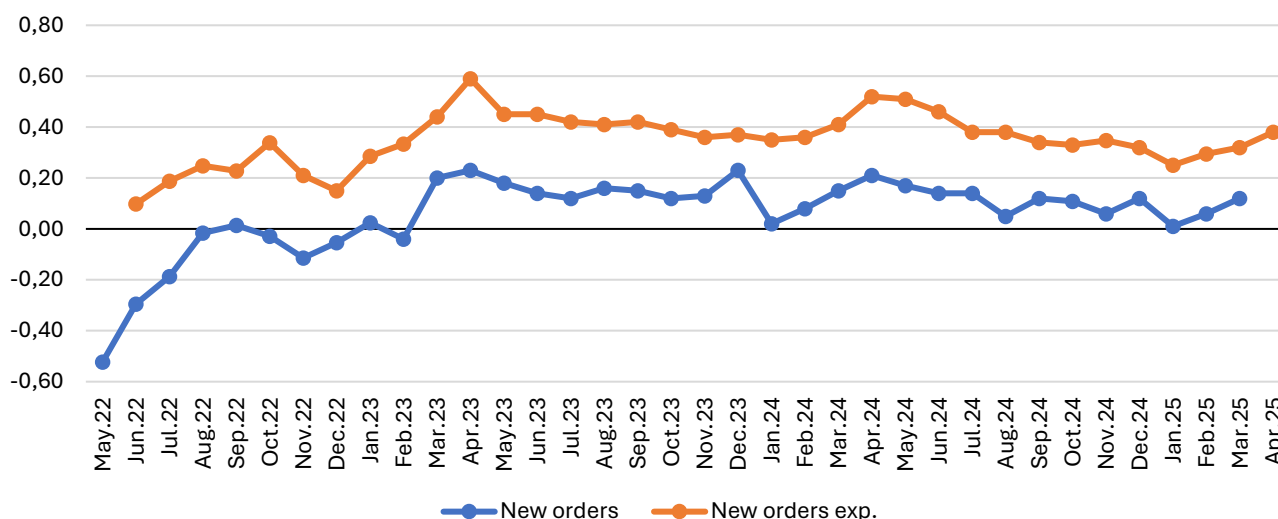
The growth rate of new orders has accelerated. The new orders index doubled, from 0.06 to 0.12. The share of those whose order volume increased grew (from 18% to 22.4%). At the same time, the share of those whose order volume decreased dropped from 16.7% to 14.2%. The share of those who did not experience any changes decreased slightly, from 65.4% to 63.4%.

Size. Large enterprises are more likely to report an increase in orders (0.29). The indicator for medium-sized enterprises is lower, although it still has a positive value of 0.09. The indicator for small enterprises is already negative and is -0.01. The lowest value of the indicator is for microenterprises (-0.11).

Region. Among the regions, new orders grew the most in Poltava (0.90), Zakarpattya, and Cherkasy (0.38) regions, while in Sumy (-0.07) region, the volume of new orders decreased the most.

Sector. The best situation with new orders in the previous month was for the food industry (0.20) and the construction materials production (0.13). The lowest values of the indicator are in metalworking (-0.20) and mechanical engineering (-0.06).

Fig.19. New orders indices



Expected changes in new orders

The trend of gradual growth of the indicator continues for the next three months. The INDEX OF EXPECTED CHANGES IN THE NEW ORDERS increased from 0.32 to 0.38. The share of respondents expecting an increase in new orders increased from 35.9% to 39.8%. The share of respondents expecting a decrease in new orders decreased slightly, from 6.1% to 4.5%. The share of those who do not expect any changes in the next three months is 55.8% (it was 58%).

Size. Depending on the size, large enterprises have the highest expectation index (0.49). The index of small (0.36) and medium-sized (0.31) enterprises is lower and approximately the same. The lowest index value is for microenterprises (0.18).

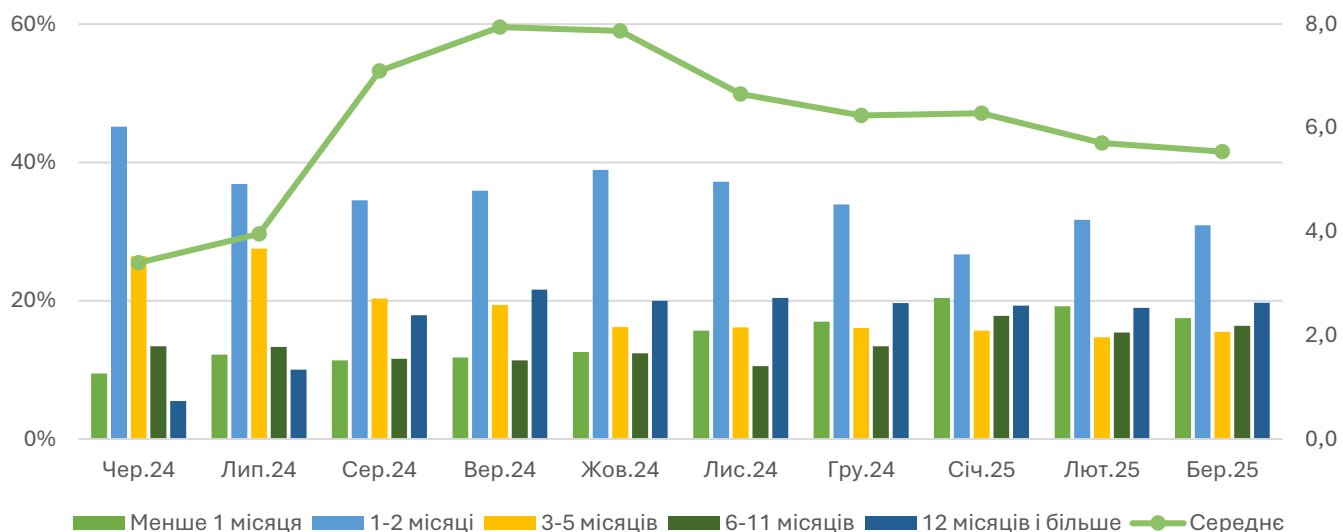
Region. The index values have significant regional differences. In Poltava and Cherkasy (1.00 each) and Zakarpattya (0.97) regions, businesses expect an increase in new orders to a greater extent than in other regions. At the same time, the indicators of Sumy (-0.07) and Zhytomyr (-0.05) regions have the lowest values.

Sector. The best expectations for new orders are in the printing (0.50) and food (0.41) industries. The metalworking indicator (0.13) has the lowest value.

Availability of orders

In March 2025, the average period of new order availability for the surveyed enterprises almost did not change compared to the previous month. It was 5.5 months on average. The share of enterprises with orders for a year or more is 20%. Compared to last year (3% in March 2024), this indicator has grown almost 7 times, which indicates an increase in long-term planning and more stable contracts in some enterprises. At the same time, the share of enterprises with orders for no more than 2 months was 49%.

Fig.20. Period for which enterprises are provided with orders



Size. The order availability increases with the size of the enterprise. Thus, micro-enterprises are, on average, provided with new orders for 1.5 months (median value), while small businesses – for 4.4 months, medium – for 6.6 months, and large – for 7.3 months.

81% of micro- and 57% of small enterprises have orders for only up to two months. At the same time, 54% of large enterprises and 42% of medium-sized enterprises are provided with orders for 6 months or more.

Sector. In March 2025, the relatively longest average terms of new orders were recorded in the woodworking (7.3 months) and chemical industries (6.5 months)¹. The shortest average terms of new orders are observed in the metal and metalworking sectors (3.6 months) and the construction materials production sector (4.6 months).

It is worth noting that 63% of enterprises in the metal and metalworking sector have orders for a period of only up to two months, while only 21% of enterprises in this sector reported that they have orders for a period of six months or more. At the same time, 44% of enterprises in the woodworking and chemical industries have orders for 6 months or more. Short-term orders for up to 2 months are held by enterprises in light industry - 60%, construction materials production - 57%, mechanical engineering - 48%, woodworking industry - 58% and food industry - 45%.

Region. There are differences in the availability of orders between enterprises in different regions². The order availability period is the longest for enterprises in the Cherkasy region, where it averaged 18 months. The terms of existing orders are also relatively high for enterprises in Vinnytsia, Volyn, Kyiv, Odesa, Poltava, and Rivne regions (5 months or more).

¹ Average values are given. This analysis does not consider enterprises in the agriculture, construction, trade, and services sectors and enterprises in the "Other production" category. Also, enterprises in the printing industry are not considered due to an insufficient sample size for analysis in this sector.

² Regions in which no enterprises were surveyed are not included in the comparison (for more details, see the "Sample" section) and Ivano-Frankivsk region, where the number of respondents was insufficient for a comparative analysis.

On the other hand, the shortest average order period – up to two months – was recorded in Zhytomyr, Kirovohrad, Lviv, Chernivtsi, Chernihiv, Kharkiv, Dnipropetrovsk regions and Kyiv city.

PURCHASE PRICES

Changes compared to the previous month

The growth rate of prices for raw materials and supplies has slowed down. The PURCHASE PRICE INDEX decreased from 0.37 to 0.30. The share of enterprise managers who indicated an increase in price in March decreased from 38.2% to 31.5%. The share of those who believe that price has not changed compared to the previous month increased from 61.1% to 67.5%. The share of those who say that prices for raw materials and supplies have decreased has not changed significantly and is 1.1% (it was 0.7%).

Size. Depending on the size of the enterprise, managers of large enterprises (0.36) most often talk about the increase in purchase price.

The indicator for small and micro enterprises is the same and is 0.33. The indicator for medium-sized enterprises is much lower and is 0.23.

Region. Significant regional differences are recorded. The index is higher for the Poltava (0.97) and Sumy (0.75) regions and Kyiv city (0.60). The indicator for the Zhytomyr region is the lowest: zero.

Sector. The PURCHASE PRICE INDEX is the highest for light industry and mechanical engineering (0.35 for each). The lowest index is for metalworking (0.12).

Expected changes in the purchase prices

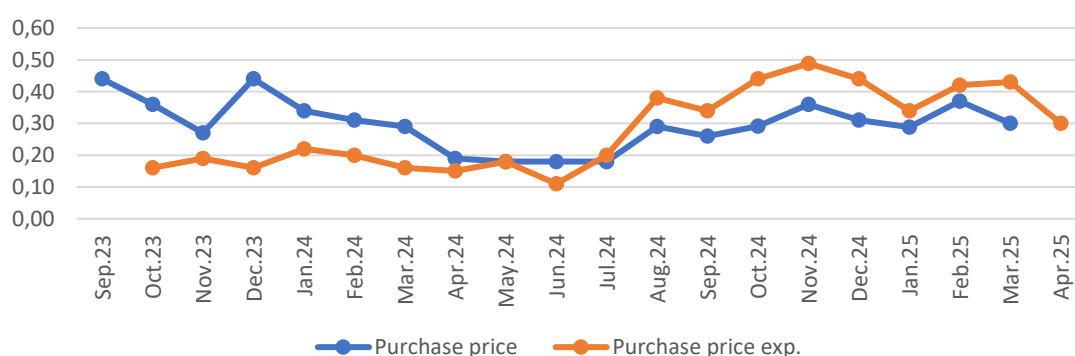
In the short term, entrepreneurs expect a significant decrease in prices. The INDEX OF EXPECTED CHANGES IN THE PURCHASE PRICE decreased from 0.43 to 0.30. The share of respondents who believe that there will be no changes increased from 53.9% to 66.3%. The share of those who expect prices to increase decreased from 44.9% to 32.8%. The share of those who believe that purchase prices will decrease in the next three months also did not change significantly and is 0.9% (it was 1.2%).

Size. Depending on the size, the expectation index of small enterprises (0.39) is the highest. The lower value of the index is for microenterprises, whose index is 0.33. The lowest and equal value of the index is for large and medium-sized enterprises (0.28 each).

Region. The most talk about a possible increase in prices for raw materials and supplies is in Zakarpattya (0.67), Cherkasy (0.61), and Sumy (0.59) regions. The indicator of the Rivne region is the lowest and equals zero.

Sector. The highest index value is in the woodworking (0.48) and food (0.37) industries and mechanical engineering (0.31). The lowest indicator is in metalworking (0.14).

Fig.21. Purchase prices indices



DOMESTIC SALES PRICES

Changes compared to the previous month

The growth rate of prices for finished goods has slowed down. The DOMESTIC SALES PRICE INDEX has decreased from 0.37 to 0.32. The share of enterprise managers who indicated an increase in price in March has decreased from 37.4% to 32.5%. The share of those who believe prices have not changed compared to the previous month has increased from 62.2% to 66.7%. The share of respondents who say that prices have decreased has not changed significantly and is 0.09 (it was 0.4%).

Size. The increase in prices for finished goods is most often reported by large (0.35) and small (0.34) enterprises. The indicator for medium-sized enterprises is 0.29. The lowest value of the indicator is for micro-enterprises (0.25).

Region. Significant regional differences have been recorded. The index value is higher for Poltava (0.87), Sumy (0.74), and Ternopil (0.55) regions. The indicator of the Zhytomyr (0.05) region is the lowest.

Sector. The DOMESTIC SALES PRICE INDEX is the highest for construction materials production (0.41), light (0.37), and food (0.36) industries. The lowest value is for printing, whose indicator is zero.

Expected changes in the domestic sales prices

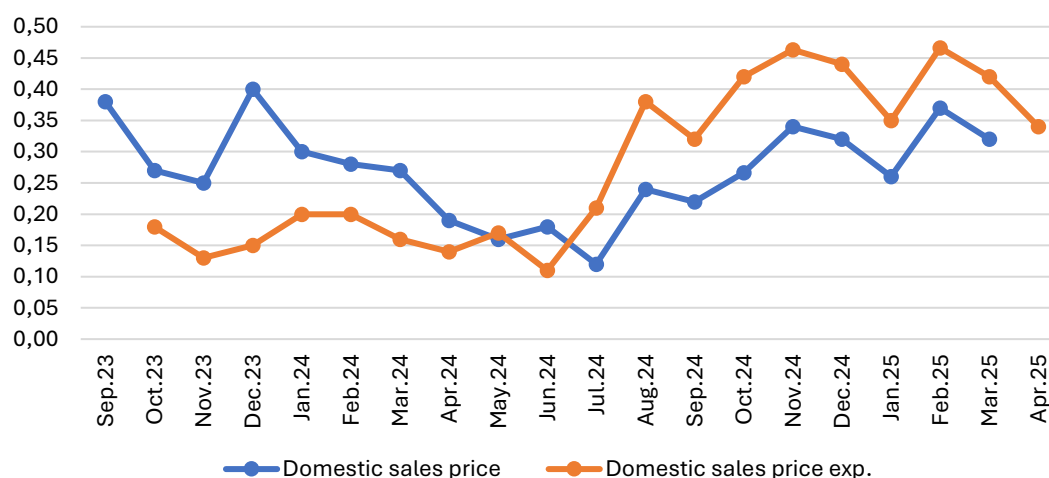
Company managers expect prices to continue to rise, albeit at a slower pace. THE INDEX OF EXPECTED CHANGES IN DOMESTIC SALES PRICE decreased slightly, from 0.47 to 0.42. The share of respondents who do not plan changes increased slightly, from 53.2% to 56.1%. The share of respondents who plan to increase prices in the next three months decreased from 46.8% to 43.7%. The share of respondents who believe that domestic sales price will decrease in the next three months is only 0.2% (last month, this share was completely absent).

Size. Depending on the size of the enterprise, small (0.50) enterprises expect the most increase in prices for finished goods. The indicator of large and micro enterprises (0.41 each) is slightly lower. The least talk about possible price increases is among medium-sized enterprises, whose indicator is 0.39.

Region. The most talk about a possible increase in selling prices is in the Zakarpattya (0.97) and Sumy (0.75) regions. The indicator of the Zhytomyr region is the lowest and is 0.05.

Sector. The highest index value is in the woodworking (0.52) and food (0.40) industries. The lowest expectation indicator is in metalworking (0.14).

Fig.22. Domestic sales prices indices



ACCOUNT RECEIVABLES

Changes compared to the previous month

The rate of debt accumulation has slowed down. The ACCOUNT RECEIVABLES INDEX decreased slightly, from 0.47 to 0.42. The share of respondents who do not plan changes increased slightly, from 53.2% to 56.1%. The share of respondents who plan to increase prices in the next three months decreased from 46.8% to 43.7%. The share of respondents who believe that domestic sales price will decrease in the next three months is only 0.2% (last month, this share was completely absent).

Size. Depending on the size of the enterprise, small (0.50) enterprises expect the most increase in prices for finished goods. The indicator of large and micro enterprises (0.41 each) is slightly lower. The least talk about possible price increases is among medium-sized enterprises, whose indicator is 0.39.

Region. The most talk about a possible increase in selling prices is in the Zakarpattia (0.97) and Sumy (0.75) regions. The indicator of the Zhytomyr region is the lowest and is 0.05.

Sector. The highest index value is in the woodworking (0.52) and food (0.40) industries. The lowest expectation indicator is in metalworking (0.14).

Expected changes in account receivables

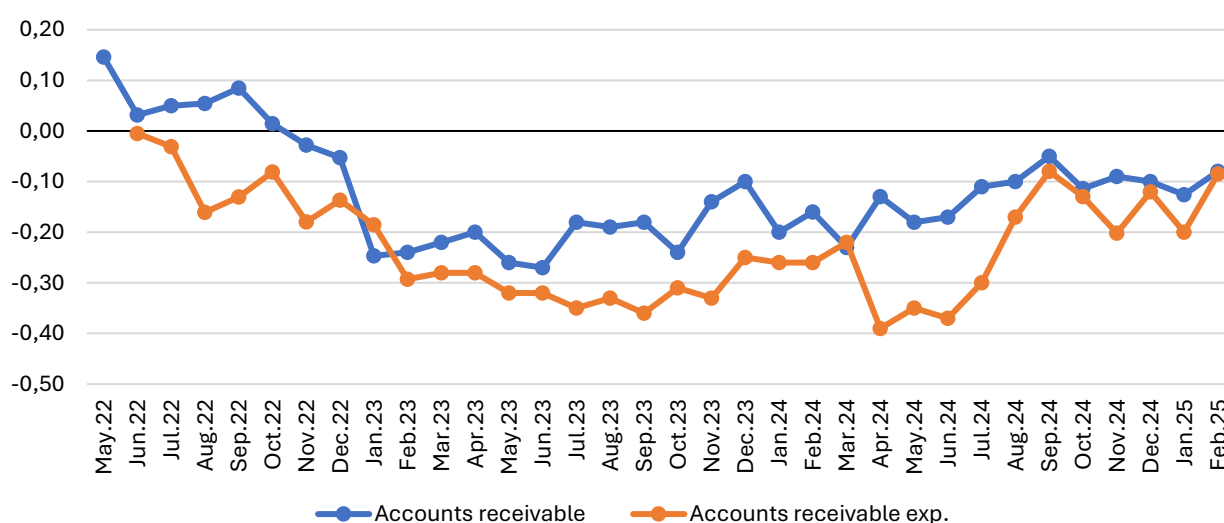
In the next three months, entrepreneurs expect a slowdown in the rate of debt accumulation. The INDEX OF EXPECTED CHANGES IN ACCOUNTS RECEIVABLE remained unchanged and is -0.15, as in the previous period. The share of respondents expecting debt accumulation increased slightly, from 4.7% to 6.2%, while the share of those expecting it to decrease did not change significantly and is 23.3% (it was 22%). The share of those who believe that nothing will change decreased slightly, from 73.3% to 70.5%.

Size. The best value of the indicator is for micro-enterprises, whose indicator is the lowest and is -0.27. The higher and approximately the same value of the indicator is for medium-sized (-0.21) and small enterprises (-0.20). The highest value of the indicator is for large (-0.06) enterprises.

Region. The highest and above zero values are for Vinnytsya (0.25) region and Kyiv city (0.20). The lowest is for the Sumy (-0.93) region.

Sector. The highest expectations regarding the accumulation of receivables are for printing, whose value is zero. The lowest indicator is in metalworking (-0.35).

Fig.23. Account receivables indices



ACCOUNT PAYABLES

Changes compared to the previous month

In March 2025, the indicator of the accumulation of accounts payable remained unchanged. The ACCOUNT PAYABLES INDEX is -0.11, the same as last month. There were no significant changes in the percentage distribution. The share of respondents who reported the accumulation of debt did not change significantly and is 6.9% (it was 6%). The share of those for whom accounts payable decreased is 20.1% (it was 20%). The share of those for whom nothing changed almost did not change and is 73.0% (it was 74%).

Size. The indicator of accounts payable of micro-enterprises is -0.23. Small (-0.18) and medium (-0.14) companies have significantly higher and approximately the same value. The highest value of the indicator is for large (-0.03) enterprises.

Region. Significant regional differences are recorded. The situation with the accumulation of accounts payable is worse in Kyiv city (0.21) and Kyiv and Odesa (0.10 each) regions. The best situation is in Sumy (-1.00) and Dnipropetrovsk (-0.80) regions.

Sector. The highest debt indicator is for the printing and woodworking industries, the values for which are the same and equal to zero. The lowest indicator is for metalworking (-0.22).

Expected changes in account payables

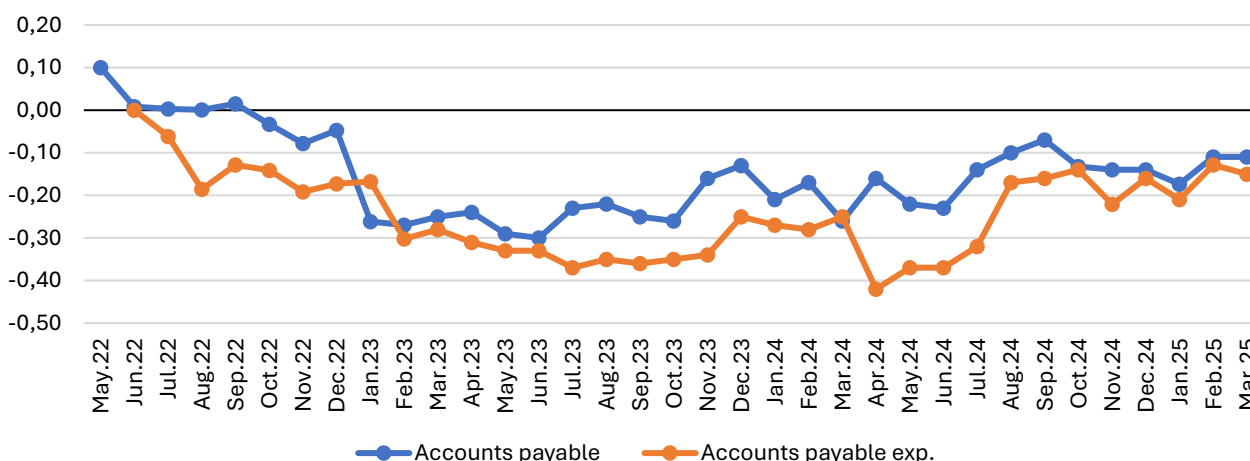
Entrepreneurs do not expect significant changes in the indicator for the next three months. The INDEX OF THE EXPECTED CHANGES IN ACCOUNT PAYABLES decreased slightly, from -0.15 to -0.17. There were no significant changes in the percentage distribution. The share of those who expect a reduction in the volume of payable debt increased slightly, from 18.8% to 22.6%. The share of those who expect it to accumulate did not change significantly and is 3.6% (it was 2%). The share of respondents who believe that nothing will change decreased from 79.2% to 73.8%.

Size. The expectation indicator for medium-sized (-0.26) enterprises is the lowest and has a better value. Small (-0.20) and micro-enterprises (-0.22) have a higher and approximately the same value of the indicator. Large (-0.08) enterprises have the highest value of the indicator.

Region. The expectation indicator for changes in payables for Vinnytsia (0.31) region and Kyiv city (0.16) is the highest and has positive values. The lowest is the expectation indicator for Sumy (-0.93), Dnipropetrovsk (-0.90), and Zhytomyr (-0.75) regions.

Sector. The highest is the indicator for printing, the value of which is zero. The lowest values are for metalworking (-0.35) and chemical (-0.29) industries.

Fig.24. Account payables indices



TAX ARREARS

Changes compared to the previous month

The indicator of the tax arrears rate accumulation has slowed down. The TAX ARREARS INDEX in March decreased slightly, from -0.12 to -0.15. Changes in the percentage distribution are insignificant. The share of enterprises that reported a reduction in tax arrears over the past month has increased slightly, from 17.2% to 19.5%. The share of respondents who indicated an increase in tax arrears has remained almost unchanged, at 3.1% (it was 4.1%). The share of those who believe that no changes have occurred has not changed significantly and is 77.5% (it was 78.7%).

Size. The tax arrears indicator is better and approximately the same for medium-sized (-0.21), small (-0.20) and micro-enterprises (-0.19). The highest value of the indicator is for large (-0.06) enterprises.

Region. There are significant differences in the value of this indicator by region. The highest and most positive value of the indicator is for Odesa (0.10) and Kyiv (0.07) regions. The lowest indicator is for Sumy (-1.00), Dnipropetrovsk (-0.80), and Zhytomyr (-0.47) regions.

Sector. The highest tax arrears indicator is for the woodworking (0.08) industry. The value for the chemical (-0.24) industry is the lowest.

Expected changes in tax arrears

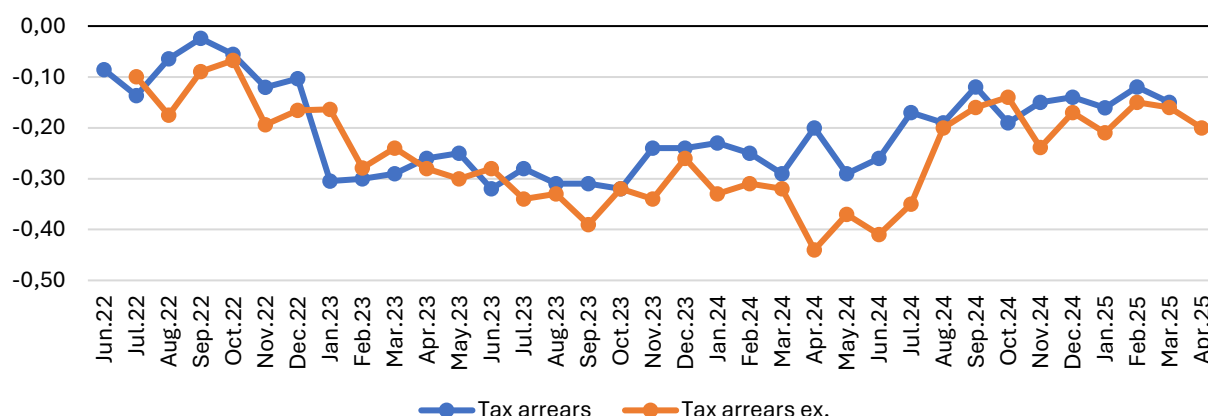
For the next three months, entrepreneurs expect the indicator to decrease. The INDEX OF THE EXPECTED CHANGES IN TAX ARREARS decreased from -0.16 to -0.20. The share of those who predict a reduction in tax arrears has increased slightly, from 20.5% to 23.1%. At the same time, the share of those who expect it to increase has not changed significantly and is 0.4% (it was 1.9%). The share of those who do not expect changes has not changed significantly and is 76.5% (it was 77.6%).

Size. The tax arrears expectation indicator is the lowest and approximately the same for small (-0.30), micro (-0.27), and medium (-0.25) enterprises. The indicator for large (-0.13) enterprises is significantly higher.

Region. The highest expectation indicator is for the Vinnytsya (0.13) region with a single positive value. The indicators for Sumy (-1.00) and Dnipropetrovsk (-0.90) regions are the lowest.

Sector. The highest tax arrears expectation indicator is for printing, for which the value is zero. The lowest indicator is for the construction materials production (-0.36).

Fig.25. Tax arrears indices



NUMBER OF WORKERS

Changes compared to the previous month

The rate of reduction in the number of workers has accelerated. The NUMBER OF WORKERS INDEX decreased slightly, from -0.03 to -0.07. The share of respondents reporting a reduction in the number of workers increased slightly, from 6.8% to 9.5%. The share of those who indicated an increase did not change significantly and is 2.2% (it was 3.5%). The share of those for whom nothing changed almost did not change and is 88.4% (it was 89.7%).

Size. The largest number of workers reported to be downsizing is in medium-sized (-0.06) and large (-0.05) enterprises. The indicator for small enterprises is -0.09. The indicator for micro-enterprises (-0.12) is the lowest.

Region. The highest and most positive values of the indicator are for Khmelnytsky (0.14), Rivne (0.10) and Ternopil (0.09) regions. The most frequently reported workers downsizing is in Sumy and Dnipropetrovsk (-0.40 each) and Chernihiv (-0.31) regions.

Sector. The indicator for printing is the highest and equals zero. The lowest indicator is for the construction materials production (-0.17).

Expected changes in the number of workers

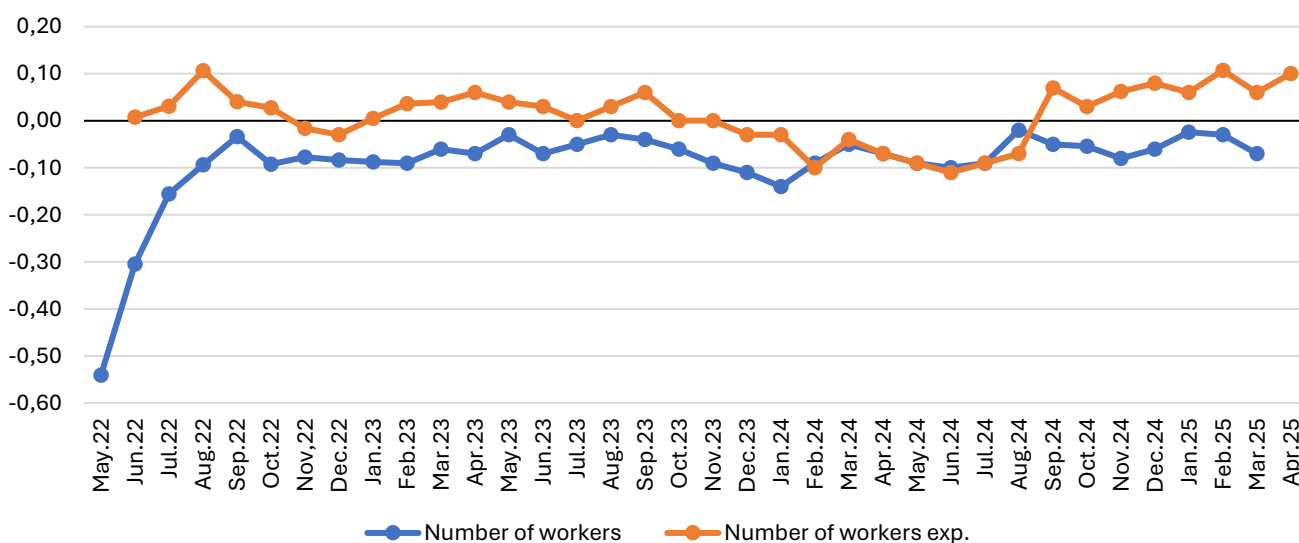
The indicator of expectations for an increase in the number of workers has increased slightly: the INDEX OF EXPECTED CHANGES IN THE NUMBER OF WORKERS has increased from 0.06 to 0.10. The share of respondents who plan to increase the number of workers has increased slightly, from 14.5% to 16.4%. At the same time, the share of those who expect a reduction in the number of workers has decreased slightly, from 7% to 5.1%. The share of those who do not plan changes is 78.5%, as in the previous period.

Size. The expectation index for the number of workers is the highest for small (0.20) enterprises. The indicator for medium-sized (0.09) enterprises is significantly lower. The lowest and the same is the indicator for large and micro enterprises, which is 0.07.

Region. The value of the index of expected changes in the number of workers significantly depends on the region of the enterprise's location. The highest value of the indicator is in Cherkasy (0.93) and Zakarpattya (0.80) regions. The lowest values of the indicator are in Dnipropetrovsk (-0.40) and Zhytomyr (-0.33) regions.

Sector. The highest expectation index is for the printing industry (0.25). The expectation index for mechanical engineering, food, and light industries is the lowest and the same and is 0.07.

Fig.26. Number of workers indices



WORKERS ON FORCED LEAVE

Changes compared to the previous month

The rate of reduction in the number of workers on forced leave has slowed down. The NUMBER OF WORKERS ON FORCED LEAVE did not change, and is 0.03, as in the previous month. There were no significant changes in the percentage distribution. The share of those who increased the number of such workers did not change significantly, and is 4.4% (it was 5.3%). The share of those who reduced their number also did not change significantly and is 1.8% (it was 2.1%). The share of those for whom nothing changed over the past month is 93.8% (it was 92.6%).

Size. The microenterprises indicator (-0.03) is the lowest with a negative value. The medium-sized enterprises' indicator is 0.01. The indicator for large and small enterprises is higher and of equal value, as it is 0.04.

Region. The largest increase in the indicator among different regions is observed for enterprises in Sumy (0.33) and Ternopil (0.09) regions and the decrease in the number of workers on forced leave is most often reported in Chernihiv (-0.08) region and Kyiv city (-0.06).

Sector. The highest indicators regarding the number of workers on forced leave are in construction materials production (0.16). The indicator for light industry (-0.03) is the lowest.

Fig. 27. Number of workers on forced leave indices



Expected changes in the number of workers on forced leave

Enterprises having workers on forced leave do not expect any changes in the next three months. The INDEX OF EXPECTED CHANGES IN THE NUMBER OF WORKERS is 0.05 (it was 0.04). The share of enterprises at which an increase in the number of workers on forced leave is expected is 6.6% (it was 7.1%). The share of those who believe that the number of such workers at their enterprise will decrease has also almost not changed and is 1.4% (it was 2.3%). The share of those who believe that no changes will occur has not changed significantly and is 92% (it was 90.6%).

Size. The indicator for micro-enterprises (0.08) is the highest. The indicators for large and medium-sized enterprises are the same and are 0.06. Small enterprises (0.02) have a slightly lower indicator.

Region. The indicator of expectations for Cherkasy (0.50) and Ternopil (0.27) regions is the highest. The indicator for Sumy (-0.15) region and Kyiv city (-0.15) has the lowest and negative values.

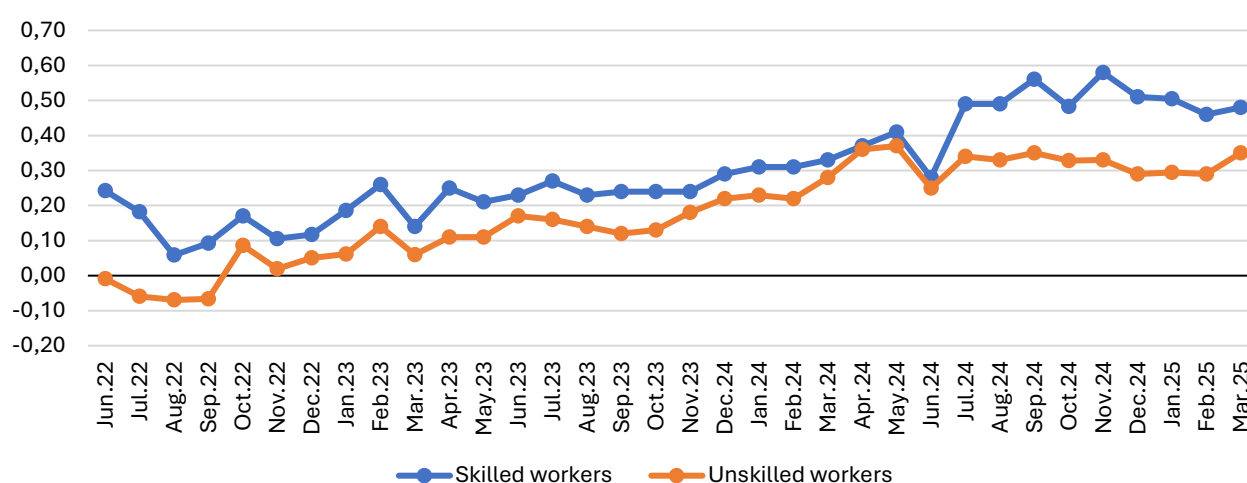
Sector. The indicator of expectations for the increase in the number of workers on forced leave for construction materials production is the highest (0.24). The indicator for metalworking and mechanical engineering is the lowest, the value of which is zero.

SKILLED AND UNSKILLED WORKERS

In March 2025, the difficulty in finding skilled workers remains high, and the indicator has increased slightly, while the indicator for unskilled workers has increased significantly. The INDEX OF FINDING SKILLED WORKERS has increased slightly, from 0.46 to 0.48. The INDEX OF FINDING UNSKILLED WORKERS is 0.35 (for three consecutive months, the indicator was 0.29).

The share of business managers who indicated that it is more difficult to find skilled workers has not changed significantly and is 46.1% (it was 46.4%); the share of those who find it more difficult to find unskilled workers has increased from 32% to 36.1%. The percentage of those who find it easier to find skilled workers is 0.2% (it was 1.1% for two consecutive months), and the share of those who find it easier to find unskilled workers is 3.4% (it was 4.6%). The share of those who do not feel any changes in the search for skilled workers has not changed significantly and is 53.7% (it was 52.5%), and for unskilled workers, this share has slightly decreased, from 63.3% to 60.5%.

Fig.28. Skilled and unskilled workers indices



Skilled workers

Size. It is most difficult to find workers for large (0.52) enterprises. The indicator for small (0.47) and medium (0.46) enterprises is somewhat lower and approximately the same. It is easiest to find skilled workers for micro-enterprises (0.30).

Region. Significant regional differences in the labor market are recorded. It is most difficult to find skilled workers in Poltava (1.00), Dnipropetrovsk, and Zhytomyr (0.95 each) regions. It is easiest to find skilled workers in the Sumy region, whose indicator is zero.

Sector. It is the most difficult to find skilled workers in the printing (0.71) and woodworking (0.51) industries. It is the easiest to find skilled workers in the chemical (0.35) industry.

Unskilled workers

Size. The indicator of difficulty in finding unskilled workers is approximately the same for large (0.37), medium (0.35), and small (0.33) enterprises. It is easiest to find unskilled workers for micro-enterprises, whose indicator is 0.10.

Region. It is most difficult to find unskilled workers in Poltava (1.00), Dnipropetrovsk, and Zhytomyr (0.95 each) regions. It is easiest to find such workers in Sumy (-0.59) region, whose indicator has a single negative value.

Sector. The highest indicators of finding unskilled workers are observed in the food industry (0.41), mechanical engineering (0.39), and metalworking (0.38). It is the easiest to find unskilled workers in the chemical (0.18) industry.

SPECIAL PART OF THE SURVEY

THE IMPACT OF WAR ON ENTERPRISES

Challenges for businesses in wartime

In March 2025, the most acute obstacle to business caused by a full-scale Russian invasion was again the **labor shortage due to conscription or worker migration** - 65%. From June 2024 to December 2024, there is a gradual increase in the labor shortage due to conscription or worker migration. The indicator increased from 42% in June to 64% in November, decreased slightly to 61% in December, and in January - March, it fluctuated within 64-65%.

Work hazards are in the second rung in the ranking of obstacles to business caused by a full-scale war. 53% of enterprises faced this problem. The indicator practically did not change compared to the previous month.

The problem of rising prices for raw materials and supplies, with a difference of 5%, was in third place in the ranking of obstacles to business in March. This obstacle was relevant for 48% of enterprises. The problem of rising prices for raw materials and supplies increased significantly from July to November (from 32% to 48%, respectively), but in December, this problem decreased to 42%. In February 2025, the highest figure for the entire survey period was recorded - 56%.

Decreasing demand for products/services obtained fourth place in the ranking of obstacles. This problem was experienced by 32% of enterprises, which is only 3% more than in February 2025, when this share was 29%.

Difficulties transporting raw materials or goods across the territory of Ukraine were reported by 18% of respondents in March, as a result of which this obstacle took fifth place in the ranking of obstacles. The share of enterprises that encountered difficulties in transporting raw materials or goods across the territory of Ukraine decreased from 32% in March 2024 to 16% in July 2024, which indicates a gradual improvement in the situation. However, after July, there is an increase up to October - 17%. In November, we observe a sharp decrease to 12%. However, in December and January, we returned to the previous indicators. In March, the situation remains unchanged.

The sixth place is occupied by the problem of **supply chain disruptions** – 12% of enterprises indicated this obstacle in March 2025. This indicator has not changed since the beginning of 2025.

The seventh place in the ranking of obstacles is occupied by the **lack of working capital** – 10%. The problem remains at the level of 9-11% throughout the period.

In March, the problem of **power, water, or heating supplies outages** was in eighth place in the ranking of obstacles to business caused by the full-scale Russian invasion. It turned out to be a problem for 9% of enterprises, this indicator has changed compared to all previous months. The worst situation was in the summer (in July -78%, in August and June -65%) when the problem reached its peak due to massive shelling of infrastructure. Currently, this problem concerns a small number of enterprises.

The ninth place is occupied by **the problem of corruption** – 6%. The problem of corruption remains at the level of 3-7% throughout the entire period of the survey.

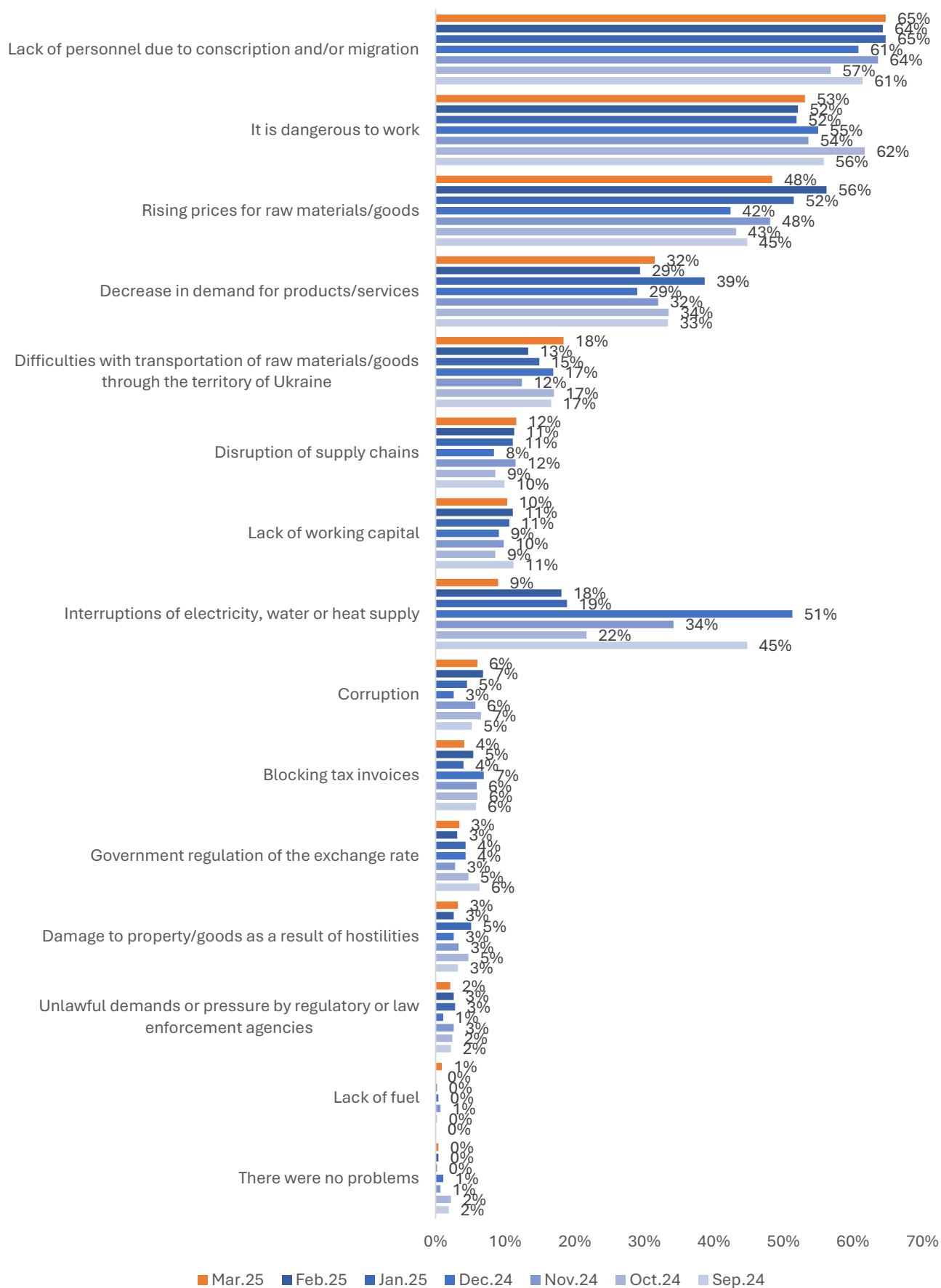
The tenth place is occupied by the problem of **blocking tax invoices**. It was indicated by 4% of surveyed enterprises in March.

The two obstacles - **state regulation of the exchange rate** and damage to **property or goods due to military actions**, shared the eleventh place. These problems were indicated by 3% of surveyed enterprises in March 2025.

The problem of **fuel shortage** was mentioned by 1% of enterprises in March.

In addition, no enterprise in March 2025 said that they had not encountered any obstacles.

Fig.29. The most important problems for the surveyed businesses



Challenges for businesses by sector. In March, large enterprises most often reported such an obstacle as a lack of labor - 73%, also 47%, 61%, and 68% of micro, small, and medium-sized enterprises, respectively, reported this problem. Large enterprises also often reported such a problem as work hazards - 67%. While 32%, 53%, and 52%, respectively, of micro, small, and medium-sized enterprises indicated this problem.

Micro enterprises are most affected by the increase in price for raw materials and supplies - 61%, while among small, medium, and large companies, 46%, 47%, and 47%, respectively, faced this obstacle. Also, microenterprises are most affected by the lack of working capital - 26%, while among small, medium, and large businesses, this share is 15%, 6%, and 3%, respectively.

Challenges for businesses by sector. Businesses operating in the metallurgy (52%), chemical industry (71%), mechanical engineering (61%), and food industry (60%) most often reported that it is unsafe to work.

All sectors, namely the woodworking industry, food industry, light industry, mechanical engineering, chemical industry, construction materials production industry, and metal and metalworking industry, reported a labor shortage due to mobilization or worker migration (more than 54%).

In light industry, the most common complaint is about rising prices for raw materials and supplies – 58%. Food industry and construction materials enterprises also complain about rising prices for raw materials and supplies (53% and 46%, respectively).

Companies in the metallurgy industry most often reported a decrease in demand for products/services in March (52%)³.

Challenges for businesses by region. The highest shares of businesses that faced the problem of work hazards were recorded in Vinnytsya, Zaporizhzhya, Kyiv, Odesa, Poltava, Kharkiv, and Cherkasy regions – more than 70%. The increase in price for raw materials and supplies was most often mentioned by enterprises in Dnipropetrovsk, Zhytomyr, Kyiv, Lviv, Poltava, Sumy, Ternopil regions and Kyiv city (more than 70%).

All surveyed enterprises in the Poltava region complain about the lack of labor due to the full-scale war. This problem is also acute in Vinnytsya, Dnipropetrovsk, Zhytomyr, Zakarpattya, Lviv, Ternopil, Cherkasy, Chernivtsi regions (more than 70%).

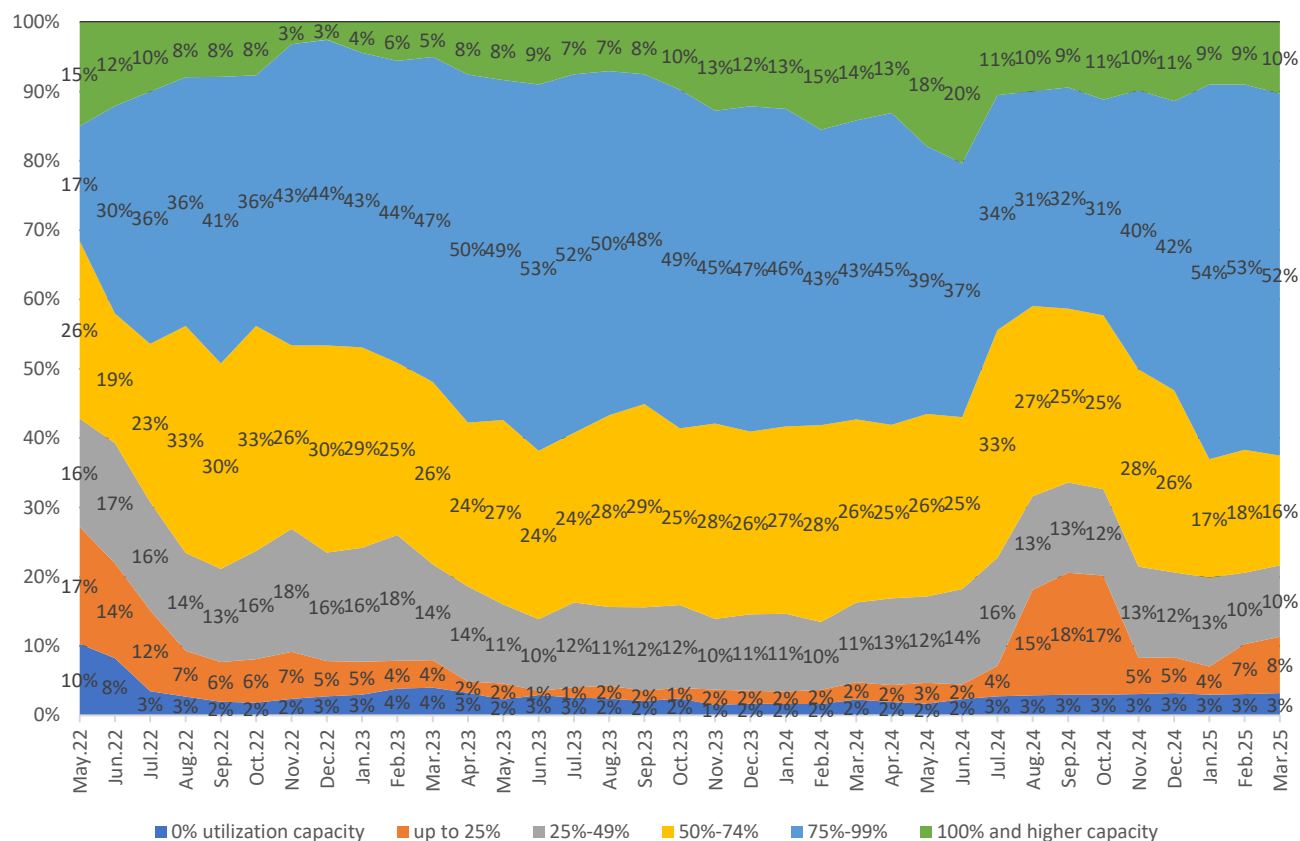
The war impact on capacity/production volumes

In March 2025, only 10% of enterprises reported they were operating at full capacity (100% or more), which is slightly higher than the previous month (9% in February). At the same time, the share of enterprises operating at almost full capacity (75% - 99%) was 52% (53% in February). As a result, **the total share of enterprises operating at almost full and full capacity was 63%**, which repeats the highest figure for all waves of the survey (in January, it was also 63%, and in February – 62%).

In March 2025, 3% of surveyed enterprises reported that they had ceased their activities during the war. This figure has remained low since July 2022, in the range of 2% - 4%. Only 8% of enterprises operated at less than 25% of pre-war production capacities in March (7% in February). In addition, 10% of enterprises operated at 25% - 49% of pre-war production capacities in March (10% in February). **As a result, in March, approximately one in five (22%) enterprises operated at less than half of their pre-war capacity or did not operate at all compared to pre-war times.**

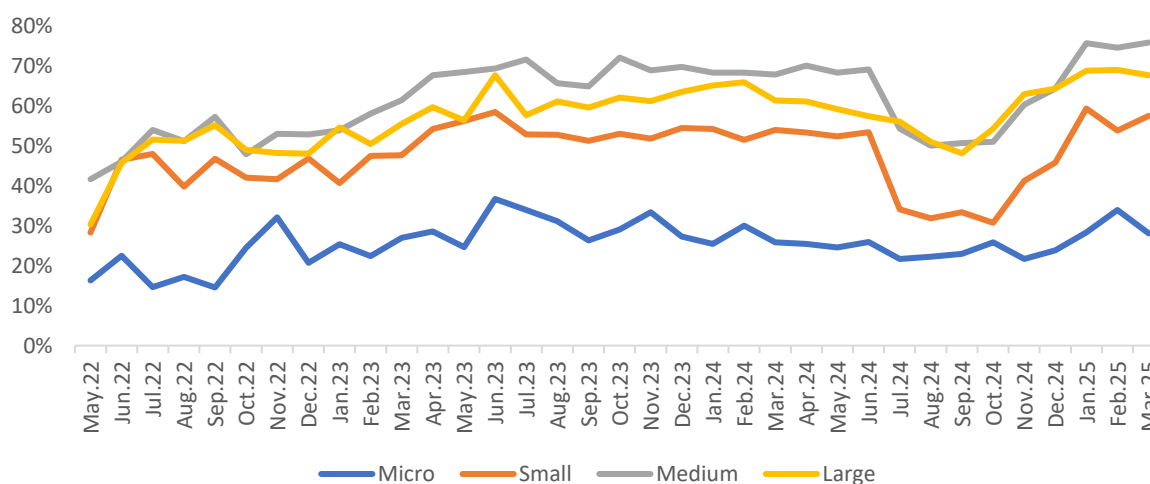
³ This analysis does not consider enterprises in the sectors of agriculture, construction, trade, and services, and enterprises included in the category "Other production." Enterprises in the printing industry are also not considered due to the insufficient sample in this sector for the analysis.

Fig.30. The impact of the war on the work of enterprises (% of respondents)



Results for business by size. In March 2025, the level of capacity utilization decreased for micro and large enterprises but increased for small and medium-sized enterprises. The share of microenterprises operating at almost full and full capacity decreased from 34% in February to 28% in March, and the share of large enterprises decreased from 69% to 68%. In contrast, the indicator for small enterprises increased from 54% in February to 57% in March and for medium-sized enterprises - from 75% to 76%.

Fig.31. The share of enterprises operating almost at full and full capacity (75 - 99%, 100%, and more) compared to the pre-war period (by enterprise size, %)

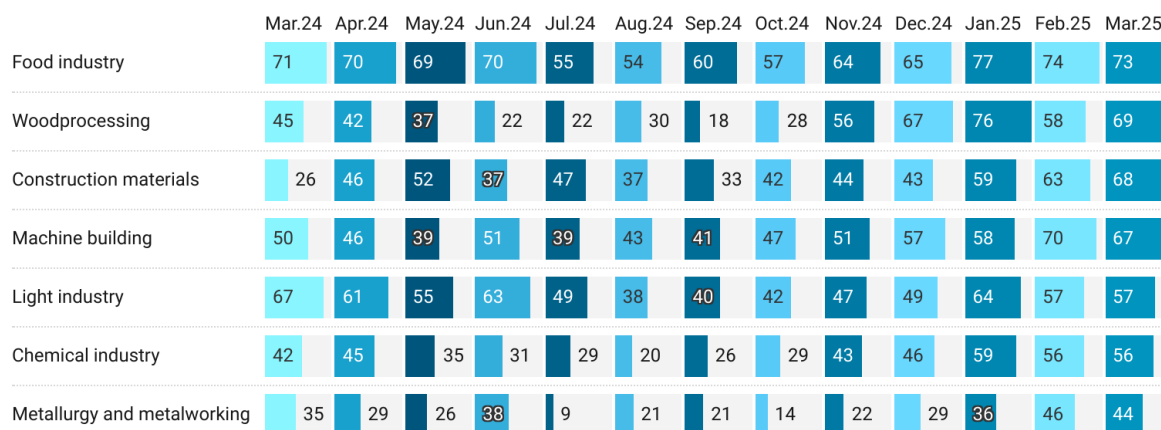


As of March 2025, 16% of microbusiness representatives were not working, which is at the level of previous months. Also, 4% of small and 1% of medium-sized enterprises were not working. At the same time, all large enterprises

were working. Thus, **microbusinesses remain more sensitive to the challenges of wartime throughout all waves of the survey.**

Results for business by sector. The food industry remains on the first rung, with 73% of enterprises operating at almost full or full capacity (74% in February). The woodworking industry rose to the second rung with an indicator of 69% (58% in February). Construction materials production with 68% (63% in February) is in the third rung. At the same time, mechanical engineering dropped to fourth place, although the absolute value of the indicator decreased only slightly - from 70% in February to 67% in March. The lowest level of production capacity utilization remains in metallurgy and metalworking (44% in March worked at a high level of utilization).

Fig.32. The share of industrial enterprises operating almost at full and full capacity (75 - 99%, 100% and more) compared to the prewar period, % of respondents by sector



Created with Datawrapper

Results for business by sector. In March, most regions experienced low capacity utilization. However, all or almost all enterprises in Lviv (93%), Vinnytsya (96%), Zakarpattia (100%), Poltava (100%), Rivne (100%), and Cherkasy (100%) regions continued to operate at almost full capacity in December. The situation remains difficult in the front-line Zaporizhzhya region, where there were no enterprises operating at high capacity utilization.

THE WAR IMPACT ON THE ENTERPRISES' EXPORT ACTIVITIES

In the thirty-fifth wave of the survey, **63% of respondents were or are exporters.** At the same time, 29% of enterprises have never exported, and 9% could not answer the question.

Fig.33. The impact of the war on export activity (% of the exporters surveyed)

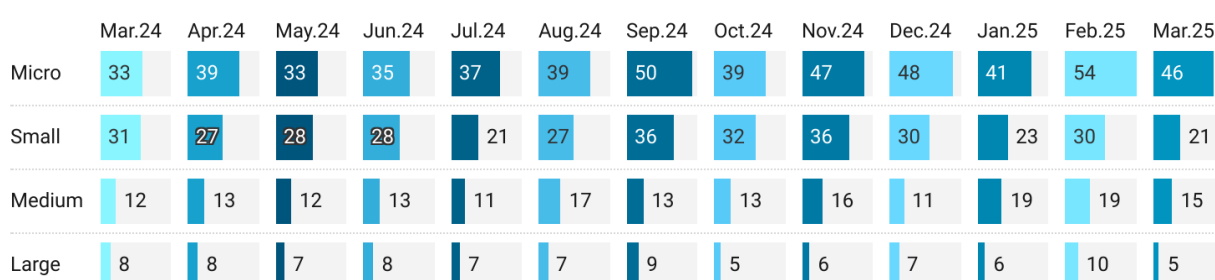


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As of March 2025, **85% of exporters surveyed indicated that they exported before the war and continued to export during the last 12 months**. Another 1% of enterprises first started exporting during the war (during the last 12 months). At the same time, 14% of enterprises exported before the war but had no exports during the last 12 months. Ukrainian businesses have reached a certain level of export recovery, as some businesses cannot overcome new challenges to resume exports.

Results for business by size. According to the results of March 2025, a pattern was again recorded regarding the state of export activity, depending on the size of the enterprise. Among microbusinesses, 46% of enterprises exported before the war but had no export activity during the last 12 months. There is also a high share of enterprises that cannot resume exports among small businesses – 21%. The situation is somewhat better among medium-sized exporters: 15% of respondents have not exported in the last 12 months. The best situation is among large businesses, for which the corresponding indicator was only 5%. Thus, large enterprises are traditionally leaders in the restoration of export activity.

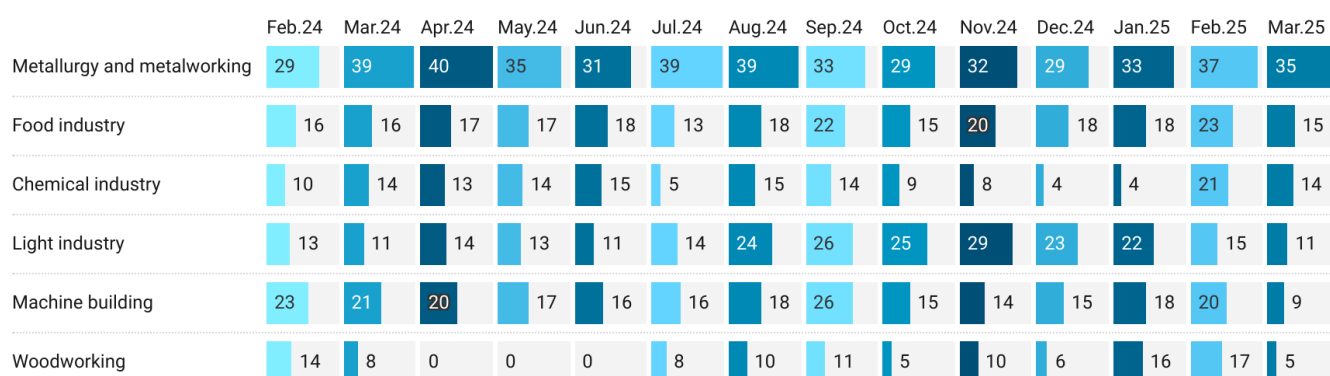
Fig.34. Share of exporters who did not export during the last 12 months, by size of enterprises (% of exporters surveyed)



Created with Datawrapper

Results for business by sector. According to March 2025 data, the most difficult situation with export recovery remains in metallurgy and metalworking. In particular, 35% of enterprises in the industry indicated that they exported before the full-scale invasion but had no exports over the past 12 months. In the food industry, which is generally the leader in the recovery, the corresponding figure is 15%. At the same time, the lowest share of enterprises that did not have exports over the specified period is in the woodworking industry – 5%.

Fig.35. Share of exporters who did not export during the last 12 months, by industry (% of surveyed exporters)⁴



Created with Datawrapper

Results by region. Throughout all waves of the monthly survey, the available data do not allow conclusions about clear regional patterns due to insufficient coverage of subsamples in certain regions. However, in some regions, all enterprises (among those that were able to respond) resumed exports, in particular in Vinnytsya, Zakarpattia, Kyiv, Odesa, Poltava, Rivne, Cherkasy and Chernivtsi regions. The most difficult situation remains in Dnipropetrovsk and

⁴ In March 2025, data on exports of construction materials manufacturers is unavailable due to insufficient coverage of the subsample.

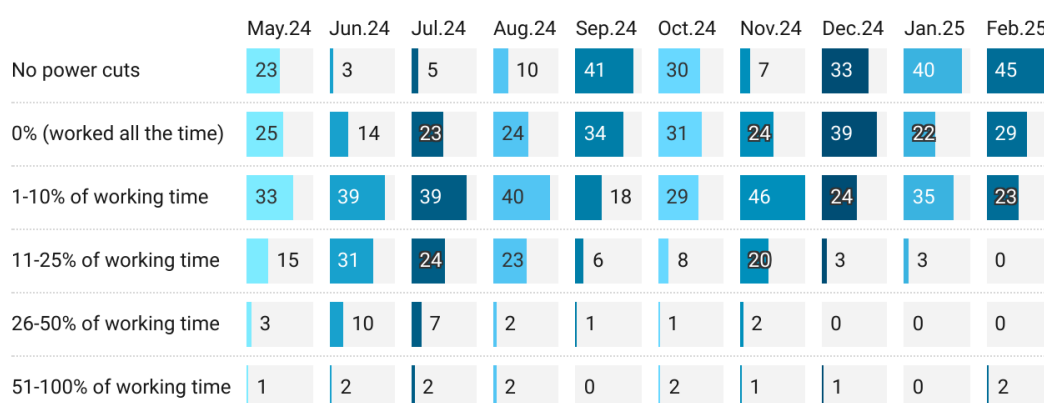
Zhytomyr regions, where 72% and 50%, respectively, did not export during the last 12 months, although they had it before the war.

IMPACT OF POWER OUTAGES

During the thirty-fifth wave of the survey, industrial enterprises were again asked to assess the impact of power supply problems on their operations. **In February 2025⁵ power outages have become more problematic for businesses compared to the previous month. In particular, in February, 26% of enterprises temporarily suspended work due to power outages (for comparison, 38% in January).** At the same time, 45% of enterprises did not have any outages (40% in January). In addition, 29% of enterprises worked all the time, even if there were outages. At the same time, 23% of enterprises stopped operating for only 1-10% of working hours. **2% of enterprises had the most critical losses (more than half of working hours).**

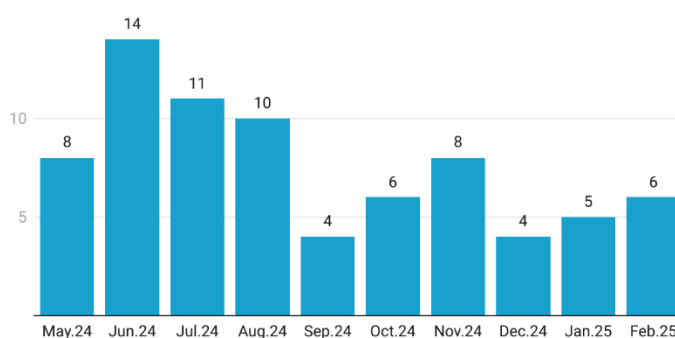
As a result, on average, businesses lost 6% of their total working hours due to power outages in February 2025. It is slightly higher than in January (5%). However, the situation varies slightly depending on the size of the business, industry, and region.

Fig. 36. Impact of power outages on the enterprise work, % of respondents



Created with Datawrapper

Fig. 37. Average % of time losses due to power outages, by month



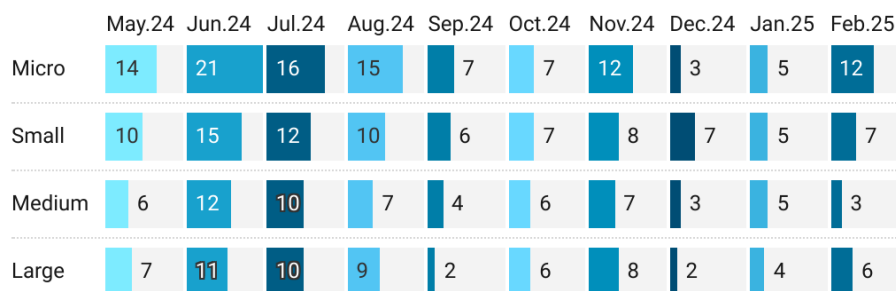
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Business results by size. The situation is different for enterprises of different sizes. For example, there were no outages in 57% of micro-, 44% of small, 39% of medium-sized, and 50% of large enterprises. At the same time, 22% of micro-, 32% of small, 33% of medium-sized, and 23% of large enterprises continued to work even during outages.

⁵ As part of the survey, the question about lost working time is asked about the previous month that has already ended. That is, in February, respondents were asked about the loss of working time in January.

In February 2025, the difference in losses of enterprises of different sizes increased again. In February, micro-enterprises lost an average of 12% of working time, small - 7%, medium - 3%, and large businesses - 6%.

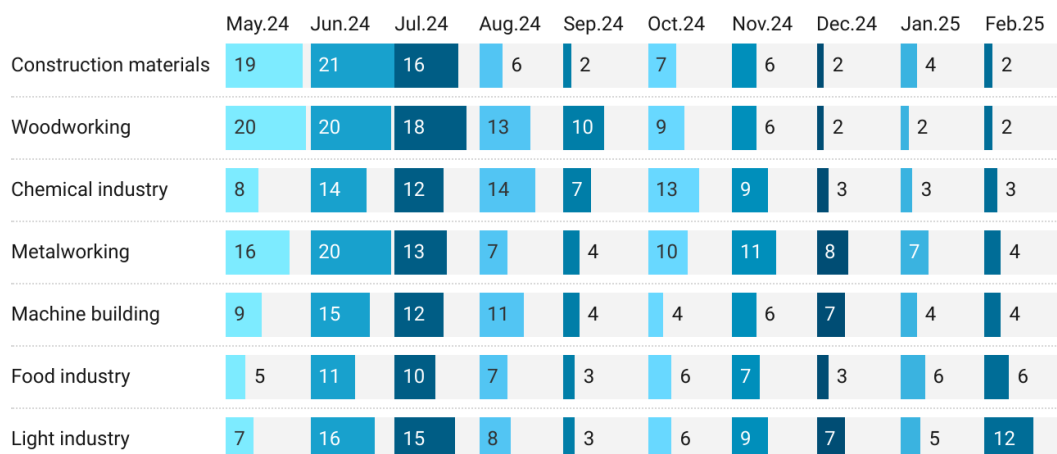
Fig. 38. Average % of enterprises' time losses (by size), % of respondents



Created with Datawrapper

Business results by sector. The lowest average loss of working time due to power outages was recorded in woodworking and construction materials production (2%). However, the situation is somewhat worse in some industries. In light industry, the average loss of time was 12%. So are relatively higher losses in the food industry (6%).

Fig. 39. Average % of enterprises' time losses (by sector), % of respondents



Created with Datawrapper

Business results by region. The survey results again confirm a certain regional specificity of the negative impact of power outages. The highest average time losses were recorded in Chernivtsi (37%) and Kharkiv (26%) regions. At the same time, the loss indicator is calculated only among those enterprises that had outages. In most regions, the average losses are below 5% or are absent.

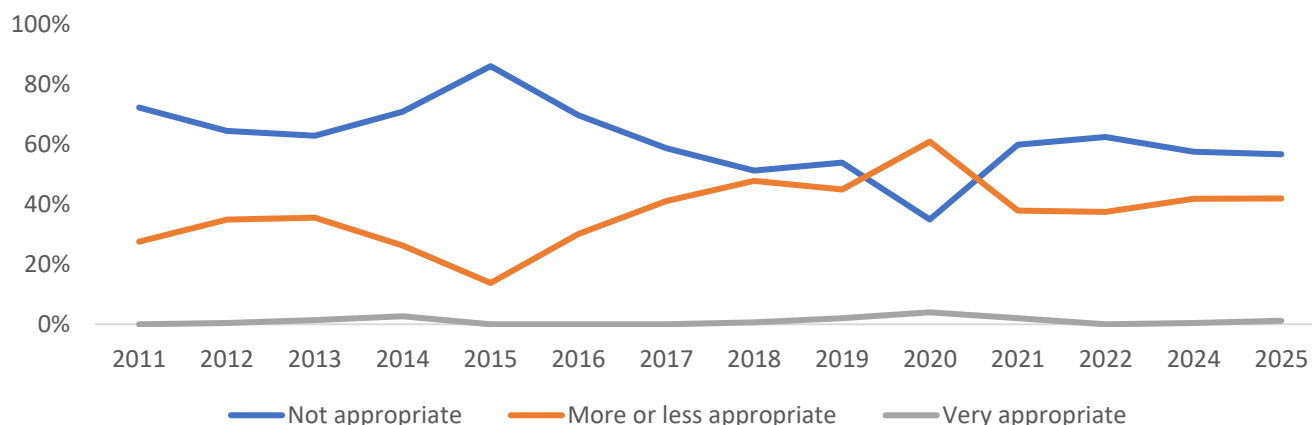
INVESTMENTS

In March 2025, respondents were asked to answer the questions of the annual investment test. According to the results, **42% of the business representatives who answered the question believe that now is a more or less favorable time for investing in equipment.**

This indicator was at the same level in 2024. However, only 1% of respondents consider the time to be very favorable for equipment investments (0% in the previous year). In contrast, **more than half of respondents (57%) believe that now is an unfavorable time to purchase equipment.** In addition, 11% of respondents were unable to provide an assessment, indicating significant long-term uncertainty, although the level of uncertainty has decreased (25% in 2024).

It should be noted that over the past decade and a half, positive assessments had outweighed negative ones only in early 2020 before the COVID-19 pandemic began. It may be a result of optimism after the 2019 parliamentary and presidential elections. At the same time, the maximum share of “unfavorable” responses was in early 2015, under the influence of the beginning of Russian aggression.

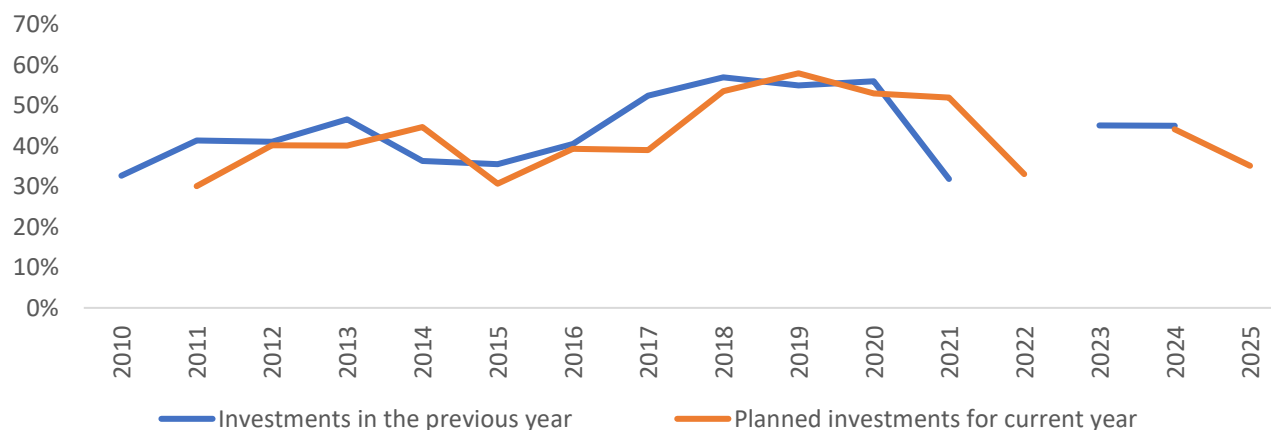
Fig. 40. Is the time favorable for purchasing equipment, % enterprise ⁶



In 2024, 45% of the surveyed companies made investments. The share is higher compared to 2021, which was affected by COVID, but lower than in 2017-2020. The probability of investment increases with the size of the enterprise: 12% of microenterprises and 37% of small enterprises against 52% of medium-sized and 64% of large enterprises. In terms of sector, investments were most often made in the food industry (54%) and mechanical engineering (52%).

35% of respondents plan to invest in 2025.

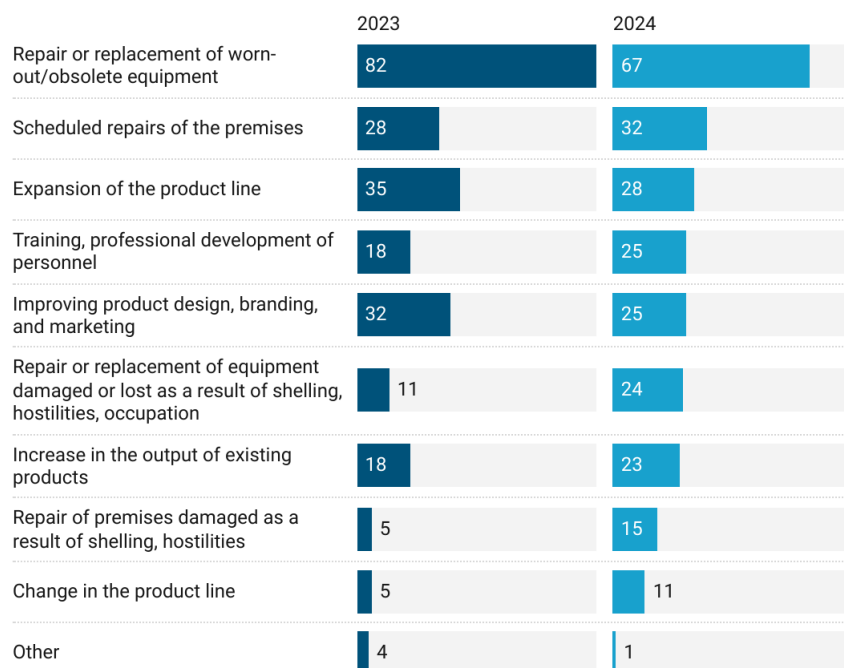
Fig. 41. Investment activity, by year (% of respondents)



Investment areas. The vast majority of respondents in 2024 invested in repairing or replacing worn-out or obsolete equipment (67%). Next, with a large margin in the 2nd and 3rd positions, are planned repairs of premises (32%) and measures to expand the product range (28%). 4th place is occupied by personnel training (25%) and improving product design, branding, and marketing (25%). Part of the investment is related to the elimination of the consequences of the war: 24% repaired or replaced equipment and 15% renovated premises.

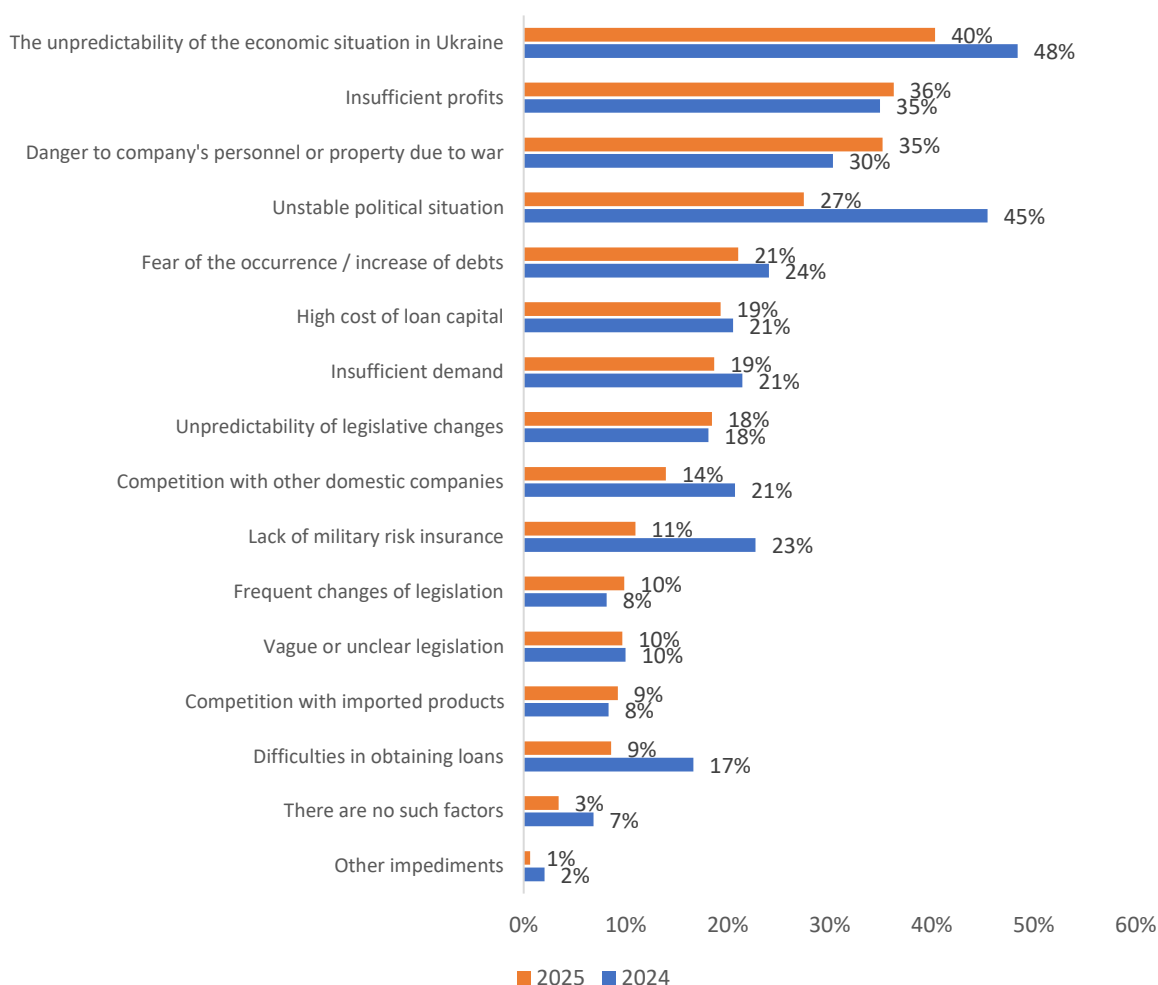
⁶ Note: This question was usually asked at the beginning of each year during investment surveys, but was eliminated in 2023.

Puc. 1. Investment directions at the enterprise in 2023–2024, % of respondents



Created with Datawrapper

Fig. 43. Top 10 obstacles to investment in 2025, % of respondents



Barriers to investment. The main barriers to investment in 2025 are economic uncertainty (40%), insufficient profits (36%), and danger to the company's personnel or property (35%). Companies are concerned about the unstable political situation (27% and 4th place). Lack of war risk insurance is a barrier to investment for 11% of respondents (top 10 barriers). The barriers also include traditional obstacles to doing business for Ukrainian businesses, such as insufficient demand (19%), expensive debt capital (19%), and unpredictability of changes in legislation (18%). Only 3% of companies do not experience any barriers to investment in 2025 (7% in 2024).

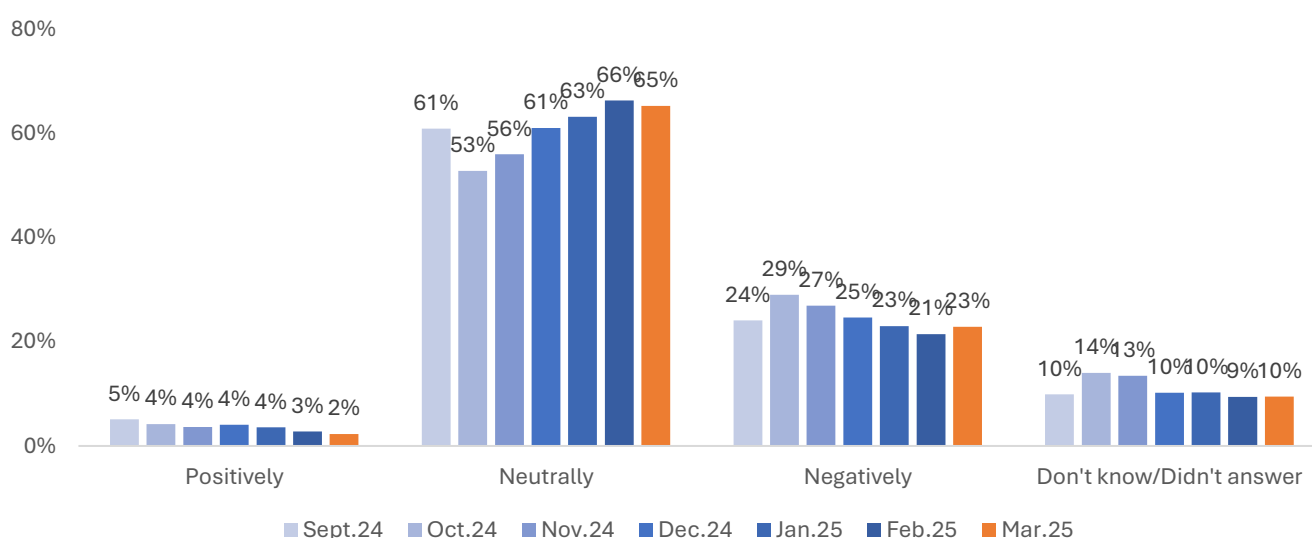
GOVERNMENT POLICY

Assessment of government policy to support business

In March, the share of positive assessments of the government's business support policy was 2%. The assessment has been quite low for a long time. The level of positive assessments of this policy has not exceeded 8% for about a year, and the share of 2% recorded in March was the lowest indicator for the entire period of this study, the first wave of which was conducted in May 2022.

The share of neutral assessments of this policy decreased from 66% in February to 65% in March, while the share of negative assessments increased: from 22% to 23%. The remaining 10% of respondents were unable to assess this policy. This share has not changed for the past four months.

Fig.40. Assessment of government policy to support business



Assessment of government policy to support business by business size. Against the background of the low level of positive assessments of the government policy on business support in general, the assessments improve somewhat with the increase in the size of enterprises, although the difference between them is insignificant. Thus, among large enterprises, this policy was positively assessed by 5% of respondents, while among micro-businesses, no enterprises.

In addition, representatives of micro-enterprises negatively assess the government policy on business support more often than representatives of the rest of the business. In particular, 37% of these respondents gave negative assessments of the policy, while among respondents representing small, medium, and large businesses, the corresponding share is 28%, 22%, and 11%.

Assessment of government policy on business support by sector. Representatives of the woodworking industry are most likely to give positive assessments of government policy to support business (6%)⁷.

However, one of the highest shares of negative assessments is recorded among enterprises in the woodworking industry (30%). This policy is also often negatively assessed by enterprises producing construction materials - 27%.

Assessment of government policy on business support by region. The highest level of positive assessments of government policy on business support in March 2025 was recorded in the Kirovohrad region (14% of respondents). At the same time, the highest shares of negative assessments were among businesses in the Ternopil region - 82% and Kyiv city - 65%.

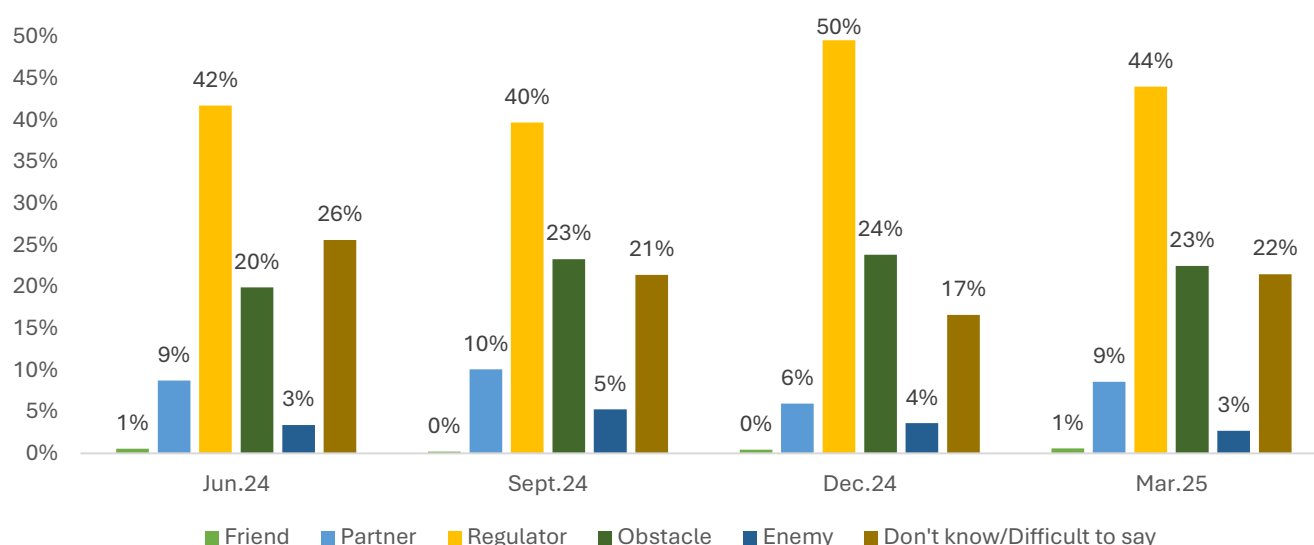
Vision of the government's role in conducting business

In March 2025, for the seventh time as part of this survey, we asked business representatives about how they see the role of the state (government) for business in Ukraine today. The concepts of "friend", "partner", "regulator", "obstacle" and "enemy" were proposed as options. The same question was previously asked in the September, December 2023, and March and June, September and December 2024 waves of this survey⁸.

Businesses surveyed in March most often referred to the state as a regulator (44%) or an obstacle (23%). Both shares decreased slightly compared to December 2024, when they were 50% and 24%, respectively.

At the same time, in March, the state was called a friend and partner more often than three months ago: 1% and 9% of respondents, respectively. For comparison, in December, there were 0% and 6%. The share of those who considered the state an enemy of business has practically not changed over the previous three months, and in March was 3%. In addition, 22% of respondents could not determine the state's role in Ukraine for doing business, which is higher than in the previous wave of the survey, where there were 17% of such respondents.

Fig. 41. Vision of the role of the state (government) for business



The vision of the government's role in conducting business by the size of the enterprise. Large enterprises are more likely to consider the state (government) as a partner for their business than smaller enterprises. Among small and medium-sized enterprises, the share of those who call the state a business partner does not exceed 5%, and

⁷ This analysis does not consider enterprises in the sectors of agriculture, construction, trade, and services, and enterprises included in the category "Other production." Enterprises in the printing industry are also not considered due to the insufficient sample in this sector for the analysis.

⁸ In the September 2023 survey, there was no "obstacle" option among the response options, it was added starting in December 2023 to balance the positive and negative characteristics.

among large enterprises, this share was 18%. It is worth noting that among the surveyed micro-enterprises, only one enterprise called the state a friend or business partner.

In contrast, micro- and small enterprises are more likely to say that the state hinders business. It was called an obstacle or enemy for business by 32% and 29% of such enterprises, respectively, while among medium-sized and large enterprises, these shares are smaller: 19% and 14%, respectively.

The vision of the government's role in conducting business by sector. In the chemical industry and mechanical engineering, the role of the state (government) for business is spoken about positively more often than in others: 15% and 11% of enterprises, respectively, call the state a friend or partner for business. In the remaining industries represented in this survey, this share does not exceed 9%⁹.

In contrast, in the construction materials and metallurgy industries, 35% and 32% of enterprises, respectively, called the state an obstacle or enemy to business. This is more than in other industries, where this share of respondents ranges from 0% to 27%.

The vision of the government's role in conducting business by region. The role of the state for business is relatively often positively characterized in Zaporizhzhya, Kyiv, Kirovohrad, Odesa, and Rivne regions, where the shares of assessments of the role of the state as a friend or partner for business were 20% and more.

At the same time, the highest shares of enterprises whose representatives call the state an obstacle or enemy for business are recorded in Vinnytsya, Zhytomyr, Dnipropetrovsk, Sumy, Kharkiv, Khmelnytsky, and Cherkasy regions (more than 35%).

⁹ This analysis does not consider enterprises in the sectors of agriculture, construction, trade, and services, and enterprises included in the category "Other production." Enterprises in the printing industry are also not considered due to the insufficient sample in this sector for the analysis.

SURVEY METHODOLOGY

This report presents the results of the 35th new monthly survey “Ukrainian Business in the Wartime”. The data was collected using a combination of several methods of data collection: a telephone interview of business representatives filling their responses into the online checklist by the interviewers, and in a small number of cases, self-completion of the checklist by representatives of enterprises who, during the previous telephone contact, expressed a desire to independently enter data in the online checklist. All responses (filled by the respondents themselves and provided to the interviewers) were collected in one database. After the survey, IER experts monitored and cleaned up the data and analyzed the responses.

In this survey, we continue examining the indicators of the business climate and conditions studied by the IER in the quarterly surveys of industrial enterprises within the project “Business Survey”. It includes indices that in numerical terms show monthly changes in such important business indicators as production and sales, exports, raw materials and supplies stocks, the new orders number, etc., and business expectations for their changes for the next three- and six-month periods.

These indices are calculated according to a single methodology. We count responses as +1 when the company responds that the rate has increased, 0 if it has not changed, and -1 if it has decreased. For example, if out of 100 respondents, 20 indicated an increase in production, 50 respondents its reduction, and 30 said that everything remained unchanged, the corresponding value of the index will be -0.30. A positive (negative) index value means that the share of enterprises where production has increased is larger (smaller) than the number of those where production has decreased. For a more accurate measurement at the micro-data level, each answer is weighted, taking into account the enterprise size by the number of workers.

With the help of such indices, you can track the dynamics of changes in these indicators, compare them over time, and quickly assess the general direction of changes in business conditions and the situation at enterprises.

The field phase of the survey lasted from March 18 to 31, 2025.

SAMPLE

A total of 475 enterprises were surveyed in the 35th wave. They are located in Vinnytsya, Volyn, Dnipropetrovsk, Zakarpattia, Zaporizhzhya, Zhytomyr, Ivano-Frankivsk, Kyiv, Kirovohrad, Lviv, Odesa, Poltava, Rivne, Sumy, Ternopil, Kharkiv, Khmelnytskyi, Cherkasy, Chernivtsi and Chernihiv regions and in Kyiv city. In each of these regions, from 4 to 43 enterprises were surveyed¹⁰.

The majority of the sample consisted of industrial enterprises – 411 enterprises or 87% of the sample. Among them, the food industry and light industry, and engineering prevail. 12 enterprises belong to the agricultural sector (3 % of the sample) and 29 to trade (6% of the sample). 18 enterprises, or 4% of the sample, work in the service sector. And five enterprises (1%) belong to the construction sector.

These are companies of various sizes, determined by the number of workers among the enterprises surveyed. Among them: micro-enterprises (up to 10 workers) – 60 or 13% of the sample, small (from 11 to 50 workers) – 142 or 30% of the sample, medium-sized (from 51 to 250 workers) – 161 or 34% of the sample, and large (more than 250 workers) – 112 or 24% of the sample.

¹⁰ The survey indicated the region in which the enterprise was located at the time of the survey.

APPENDIX 1. Survey results in figures

Sample

Enterprises' size

	Number	Share of sample
Micro-	60	13%
Small	142	30%
Medium	161	34%
Large	112	24%
TOTAL	60	13%

Sector/ industry

	Number	Share of sample
Agriculture	12	3%
Metal production and metalworking	25	5%
Chemical industry	34	7%
Mechanical engineering	57	12%
Woodworking industry	33	7%
Construction materials production	26	5%
Food industry	143	30%
Light industry	52	11%
Printing industry	8	2%
Other industries	33	7%
Construction	5	1%
Trade	29	6%
Services	18	4%
TOTAL	475	100%

Performance indicators of enterprises and business environment by size, indices (March 2025)

	Total	Micro	Small	Medium	Large
Production	0,13	-0,09	-0,01	0,08	0,28
Expected changes in production	0,41	0,19	0,38	0,37	0,50
Sales	0,16	-0,05	0,01	0,10	0,34
Expected sales changes	0,45	0,20	0,42	0,40	0,54
Export	0,10	-0,36	-0,06	0,08	0,18
Expected changes in exports	0,43	0,07	0,27	0,38	0,52
Account receivables	-0,08	-0,21	-0,12	-0,10	-0,02
Expected changes in account receivables	-0,15	-0,27	-0,20	-0,21	-0,06
Account payables	-0,11	-0,23	-0,18	-0,14	-0,03
Expected changes in accounts payable	-0,17	-0,22	-0,20	-0,26	-0,08
Tax arrears	-0,15	-0,19	-0,20	-0,21	-0,06

	Total	Micro	Small	Medium	Large
Expected changes in tax arrears	-0,20	-0,27	-0,30	-0,25	-0,13
Stocks of raw materials	0,04	0,02	-0,09	-0,04	0,22
Expected changes in stocks of raw material	0,21	0,00	0,04	0,16	0,39
Stocks of finished goods	-0,05	0,00	-0,12	-0,08	0,01
Expected changes in stocks of finished goods	0,06	-0,12	0,02	0,11	0,06
New orders	0,12	-0,11	-0,01	0,09	0,29
Expected changes in new orders	0,38	0,18	0,36	0,31	0,49
Purchase prices	0,30	0,33	0,33	0,23	0,36
Expected changes in purchase prices	0,30	0,33	0,39	0,28	0,28
Domestic sales prices	0,32	0,25	0,34	0,29	0,35
Changes in the domestic sales prices	0,34	0,27	0,42	0,36	0,30
Number of workers	-0,07	-0,12	-0,09	-0,06	-0,05
Expected changes in the number of workers	0,10	0,07	0,20	0,09	0,07
Number of workers on forced leave	0,03	-0,03	0,04	0,01	0,04
Expected changes in the number of workers on forced leave	0,05	0,08	0,02	0,06	0,06
Skilled workers	0,48	0,30	0,47	0,46	0,52
Unskilled workers	0,35	0,10	0,33	0,35	0,37
Business activity assessment	0,04	-0,37	0,04	0,06	0,05
Expected changes in business activity	0,26	-0,02	0,25	0,25	0,31
Assessment of the business environment	0,02	-0,38	-0,07	0,01	0,14
Expected changes in the business environment	0,24	-0,03	0,19	0,20	0,33
Do you plan to expand your company's activities in the next two years	0,11	0,16	0,06	0,09	0,15
How do you assess your company's business activity in the current month, compared to the same period last year in 2024?	0,17	-0,26	0,08	0,17	0,30

Performance indicators of enterprises and business environment by sector, indices (March 2025)

	Total	Metal production and metalworking	Chemical Industry	Engineering	Woodworking industry
Production	0,13	-0,12	0,06	-0,02	0,09
Expected changes in production	0,41	0,04	0,27	0,48	0,37
Sales	0,16	-0,16	0,09	0,04	0,16

	Total	Metal producti on and metalw orking	Chemical Industry	Engineer ing	Woodwor king industry
Expected sales changes	0,45	0,08	0,33	0,50	0,39
Export	0,10	-0,14	0,00	-0,02	0,06
Expected changes in exports	0,43	0,15	0,35	0,34	0,41
Account receivables	-0,08	-0,22	-0,14	-0,13	0,06
Expected changes in account receivables	-0,15	-0,35	-0,23	-0,03	-0,24
Account payables	-0,11	-0,22	-0,14	-0,15	0,00
Expected changes in accounts payable	-0,17	-0,35	-0,29	-0,06	-0,17
Tax arrears	-0,15	-0,23	-0,24	-0,23	0,08
Expected changes in tax arrears	-0,20	-0,32	-0,22	-0,10	-0,20
Stocks of raw materials	0,04	-0,16	0,03	0,00	0,00
Expected changes in stocks of raw material	0,21	-0,16	0,21	0,19	0,13
Stocks of finished goods	-0,05	-0,20	-0,03	-0,08	-0,06
Expected changes in stocks of finished goods	0,06	-0,04	0,03	0,07	0,17
New orders	0,12	-0,20	-0,03	-0,06	0,09
Expected changes in new orders	0,38	0,13	0,24	0,36	0,37
Purchase prices	0,30	0,12	0,21	0,31	0,28
Expected changes in purchase prices	0,30	0,14	0,29	0,31	0,48
Domestic sales prices	0,32	0,12	0,18	0,33	0,31
Changes in the domestic sales prices	0,34	0,14	0,34	0,33	0,52
Number of workers	-0,07	-0,08	-0,09	-0,07	-0,06
Expected changes in the number of workers	0,10	0,08	0,13	0,07	0,17
Number of workers on forced leave	0,03	0,00	0,10	0,06	0,00
Expected changes in the number of workers on forced leave	0,05	0,00	0,11	0,00	0,04
Skilled workers	0,48	0,48	0,35	0,50	0,57
Unskilled workers	0,35	0,38	0,18	0,39	0,31
Business activity assessment	0,04	-0,12	0,09	-0,09	0,03
Expected changes in business activity	0,26	0,04	0,26	0,27	0,23
Assessment of the business environment	0,02	-0,12	0,03	-0,09	0,00
Expected changes in the business environment	0,24	0,00	0,17	0,16	0,27
Do you plan to expand your company's activities in the next two years	0,11	0,05	0,10	0,08	0,25

	Total	Metal producti on and metalw orking	Chemical Industry	Engineerin g	Woodwor king industry
How do you assess your company's business activity in the current month, compared to the same period last year in 2024?	0,17	-0,09	0,27	0,13	0,19

	Total	Construc tion material s producti ons	Food Industry	Light industry	Printing industry
Production	0,13	0,09	0,17	0,10	0,13
Expected changes in production	0,41	0,32	0,39	0,31	0,50
Sales	0,16	0,17	0,22	0,06	0,13
Expected sales changes	0,45	0,30	0,43	0,40	0,50
Export	0,10	-0,12	0,15	-0,04	-0,20
Expected changes in exports	0,43	0,25	0,46	0,43	0,20
Account receivables	-0,08	-0,13	-0,06	-0,17	0,00
Expected changes in account receivables	-0,15	-0,13	-0,09	-0,24	0,00
Account payables	-0,11	-0,07	-0,12	-0,18	0,00
Expected changes in accounts payable	-0,17	-0,07	-0,15	-0,25	0,00
Tax arrears	-0,15	-0,07	-0,19	-0,23	0,00
Expected changes in tax arrears	-0,20	-0,36	-0,22	-0,26	0,00
Stocks of raw materials	0,04	-0,04	0,04	0,00	-0,12
Expected changes in stocks of raw material	0,21	0,22	0,23	0,13	-0,25
Stocks of finished goods	-0,05	-0,09	-0,06	0,00	0,00
Expected changes in stocks of finished goods	0,06	0,14	0,05	0,02	0,00
New orders	0,12	0,13	0,20	0,08	0,00
Expected changes in new orders	0,38	0,36	0,41	0,27	0,50
Purchase prices	0,30	0,35	0,31	0,35	0,13
Expected changes in purchase prices	0,30	0,18	0,37	0,28	0,25
Domestic sales prices	0,32	0,41	0,36	0,37	0,00
Changes in the domestic sales prices	0,34	0,33	0,40	0,28	0,25
Number of workers	-0,07	-0,17	-0,08	-0,08	0,00
Expected changes in the number of workers	0,10	0,14	0,07	0,07	0,25

	Total	Construction materials productions	Food Industry	Light industry	Printing industry
Number of workers on forced leave	0,03	0,16	0,00	-0,03	0,14
Expected changes in the number of workers on forced leave	0,05	0,24	0,05	0,07	0,14
Skilled workers	0,48	0,50	0,47	0,43	0,71
Unskilled workers	0,35	0,30	0,41	0,24	0,29
Business activity assessment	0,04	-0,09	0,09	-0,04	-0,12
Expected changes in business activity	0,26	0,05	0,31	0,28	0,17
Assessment of the business environment	0,02	-0,14	0,09	-0,06	-0,25
Expected changes in the business environment	0,24	0,18	0,28	0,26	0,14
Do you plan to expand your company's activities in the next two years	0,11	0,08	0,07	0,19	0,17
How do you assess your company's business activity in the current month, compared to the same period last year in 2024?	0,17	0,09	0,17	0,15	0,00

The impact of war

Challenges faced by business in wartime

Challenges faced by the business during wartime, by business size

	Total	Micro	Small	Medium	Large
Labor shortage due to conscription and/or migration	65%	47%	61%	68%	73%
Unsafe to work	53%	32%	53%	52%	67%
Rising prices for raw materials/supplies/goods	48%	61%	46%	47%	47%
Decrease in demand for products/services	32%	37%	34%	37%	19%
Difficulties transporting raw materials/goods across the territory of Ukraine	18%	21%	20%	17%	27%

Challenges facing business in wartime, by sector

	Metal production and metalworking	Chemical Industry	Engineering	Woodworking industry
Labor shortage due to conscription and/or migration	60%	65%	54%	78%
Unsafe to work	52%	71%	61%	28%

	Metal production and metalworking	Chemical Industry	Engineering	Woodworking industry
Rising prices for raw materials/supplies/goods	32%	35%	48%	41%
Decrease in demand for products/services	52%	21%	41%	25%
Difficulties transporting raw materials/goods across the territory of Ukraine	12%	18%	20%	22%

Challenges facing business in wartime, by sector(continued)

	Construction materials production	Food industry	Light industry
Labor shortage due to conscription and/or migration	83%	73%	58%
Unsafe to work	38%	60%	34%
Rising prices for raw materials/supplies/goods	46%	53%	58%
Decrease in demand for products/services	33%	24%	44%
Difficulties transporting raw materials/goods across the territory of Ukraine	25%	17%	14%

Assessment of the government policy on business support

Assessment of the government policy on business support, by business size

	Total	Micro	Small	Medium	Large
Positive	2%	0%	2%	1%	5%
Neutral	65%	57%	57%	68%	77%
Negative	23%	37%	28%	22%	11%
Don't know / Didn't answer	10%	7%	13%	9%	7%

Оцінка державної політики з підтримки бізнесу, за сектором

	Metal production and metalworking	Chemical Industry	Engineering	Woodworking industry
Positive	0%	6%	0%	6%
Neutral	68%	65%	79%	48%
Negative	20%	18%	18%	30%
Don't know / Didn't answer	12%	12%	4%	15%

Assessment of the government policy on business support, by sector (continued)

	Construction materials production	Food industry	Light industry
Positive	4%	1%	2%
Neutral	62%	70%	56%

Negative	27%	24%	23%
Don't know / Didn't answer	8%	5%	19%

Availability of orders

Availability of orders, by business size

	Total	Micro	Small	Medium	Large
Less than 1 month	18%	29%	24%	15%	8%
1-2 months	31%	52%	33%	28%	22%
3-5 months	16%	14%	15%	16%	16%
6-11 months	16%	6%	9%	16%	31%
12 months or more	20%	0%	18%	25%	23%

Availability of orders, by sector

	Metal production and metalworking	Chemical Industry	Engineering	Woodworking industry
Less than 1 month	8%	9%	23%	19%
1-2 months	54%	31%	25%	28%
3-5 months	17%	16%	12%	9%
6-11 months	13%	25%	31%	9%
12 months or more	8%	19%	10%	34%

Availability of orders, by sector (continued)

	Construction materials production	Food industry	Light industry
Less than 1 month	24%	16%	18%
1-2 months	33%	29%	42%
3-5 months	14%	16%	12%
6-11 months	10%	18%	8%
12 months or more	19%	21%	20%