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Ukrainian Business in Wartime

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

Dear ladies and gentlemen, we present you with the **thirty-first 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.

Since August 2024, 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". 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.

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

The content of this publication is the sole responsibility of the Institute for Economic Research and Policy Consulting and does not necessarily represent the position of the European Union or the International Renaissance Foundation.

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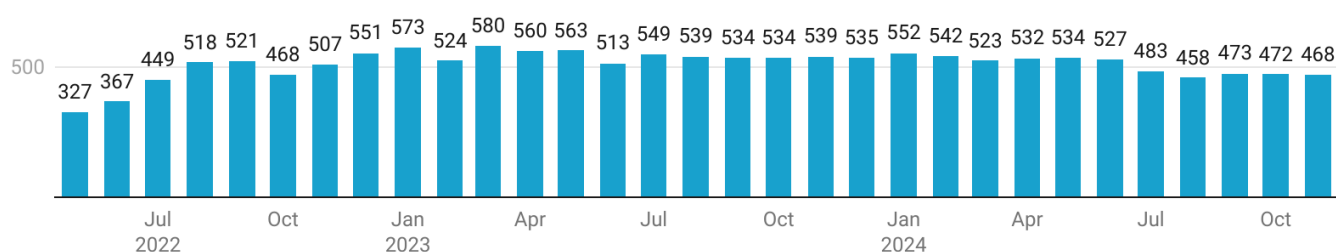
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PRACTICAL QUESTIONS AND ANSWERS TO HELP TO READ THIS REPORT

Who do we survey? This survey uses a panel sample; that means we survey the same business entities. During the thirty-first wave of the survey, the answers of 468 respondents were received.

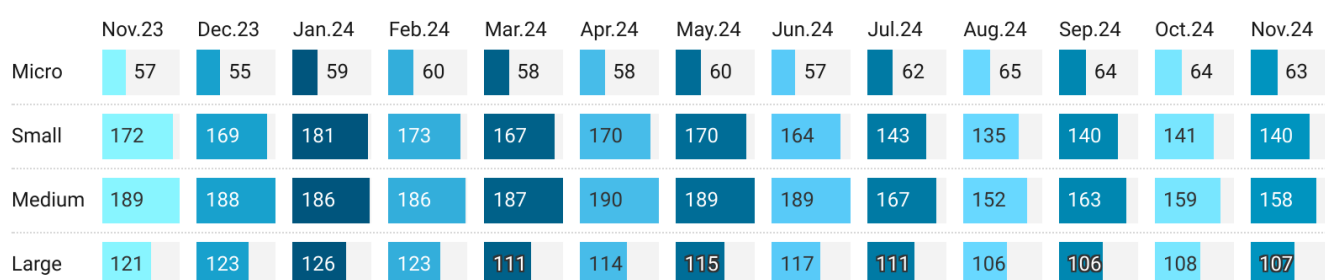
Fig. 1 Number of enterprises surveyed



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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, Khmelnytsky, 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 thirtieth wave lasted from October 18 to 29, 2024. The enterprises' managers compared the results of work in November 2024 with October 2024, assessed the state of the indicators at the time of the survey (November 2024) 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

Despite the challenges of the war, including power outages, optimism remains. Seasonal factors likely affected production, expectations, and the pace of recovery, which slowed in November but remained positive overall. Two-year plans are stable, while the shortage of skilled workers and the threat of war remain key challenges for businesses in Ukraine. Uncertainty in the long and medium term gradually decreases, while short-term uncertainty does not change significantly. For production indicators, there is some deterioration in results and expectations.

OVERALL INDICATORS OF BUSINESS CLIMATE AND ECONOMIC ENVIRONMENT

- The BUSINESS ACTIVITY RECOVERY INDEX in November 2024 broke a two-month upward trend, decreasing from 0.23 to 0.16.
- The INDEX OF CURRENT BUSINESS ACTIVITY AT THE ENTERPRISE has not changed significantly for four consecutive months and in November was 0.10 (it was 0.09 in October).
- Enterprises' expectations regarding changes in the business activity in the six-month perspective have significantly worsened, and the INDEX OF EXPECTED CHANGES IN THE BUSINESS ACTIVITY AT THE ENTERPRISE decreased from 0.33 to 0.21.
- The value of the OVERALL ECONOMIC ENVIRONMENT index in November slightly improved, increasing from 0.02 to 0.05.
- Expectations regarding changes in the overall economic environment in half a year interrupted the gradual growth trend, and the INDEX OF EXPECTED CHANGES IN THE OVERALL ECONOMIC ENVIRONMENT decreased by half, from 0.32 to 0.17.
- Two-year expectations regarding the prospects for expanding business activity remained unchanged. The EXPECTED BUSINESS ACTIVITY INDEX in November is 0.13 (it was 0.12).
- The level of uncertainty in the two-year horizon decreases for the second month in a row. Uncertainty in the six-month perspective decreased for both the overall economic environment in the country and the business activity at the enterprise. Uncertainty in the short-term perspective for production indicators has not changed significantly.

PRODUCTION

- In November 2024, the production decline rate accelerated: the PRODUCTION INDEX was 0.12 (it was 0.18 for two consecutive months).
- Expectations for the next three months have also worsened. The value of the INDEX OF EXPECTED CHANGES IN PRODUCTION has decreased and amounted to 0.30 (it was 0.30 for two months in a row).
- The value of the INDUSTRIAL CONFIDENCE INDICATOR in November did not change significantly compared to October; the indicator decreased slightly, from 0.10 to 0.08, while there is a trend towards a gradual deterioration of the indicator values.

DEMAND AND SALES

- The growth rate of sales and new orders has slowed down. The value of the SALES INDEX decreased from 0.19 to 0.14, and the value of the NEW ORDERS INDEX decreased from 0.11 to 0.06.
- Enterprises' expectations regarding the demand and new orders growth have worsened. The value of the EXPECTED CHANGES IN THE SALES INDEX is 0.31 (it was 0.38 for two consecutive months), and the VALUE OF THE EXPECTED CHANGES IN THE NEW ORDERS INDEX also decreased slightly, from 0.35 to 0.32.

PRICES

- In November, the upward trend in price continued while expectations stopped growing. The PURCHASE PRICE INDEX increased from 0.29 to 0.36. The INDEX OF EXPECTED CHANGES IN PURCHASE PRICE decreased from 0.49 to 0.44.
- The DOMESTIC SALES PRICE INDEX increased from 0.27 to 0.34. The INDEX OF EXPECTED CHANGES IN DOMESTIC SALES PRICE decreased slightly, from 0.46 to 0.44.

DEBTS

- In November, compared to October, the indicators of debt accumulation slightly increased. The receivables indicator increased from -0.11 to -0.09, and the payables indicator did not change significantly and is -0.14 (it was -0.13). The tax arrears indicator increased from -0.19 to -0.15.
- In the three months, savings are expected to increase. The INDEX OF EXPECTED CHANGES IN ACCOUNTS RECEIVABLE increased from -0.20 to -0.12. The expectations indicator for payables increased from -0.22 to -0.16. The INDEX OF EXPECTED CHANGES IN TAX ARREARS also increased from -0.24 to -0.17.

EMPLOYMENT

- The NUMBER OF WORKERS INDEX decreased slightly and is -0.08 (it was -0.05 for two consecutive months).
- THE INDEX OF EXPECTED CHANGES IN THE NUMBER OF WORKERS is gradually increasing, and the indicator increased from 0.06 to 0.08.
- The INDEX OF THE NUMBER OF WORKERS ON FORCED LEAVE increased slightly, from zero to 0.02. In the next three months, company managers expect a significant reduction in the number of such workers, and the expected changes index decreased from 0.12 to zero.
- In November, difficulties in finding skilled workers increased again. The INDEX OF DIFFICULTIES IN FINDING SKILLED WORKERS increased from 0.48 to 0.58. The INDEX OF DIFFICULTIES IN FINDING UNSKILLED WORKERS is 0.33 for the second month in a row.

AVAILABILITY OF ORDERS

- In November 2024, the order portfolio among the surveyed enterprises changed slightly compared to October: the average term of new orders was 7 months, in October the average term of orders was 8 months.
- The share of enterprises with orders for a year or more has exceeded 20% for the third month in a row. At the same time, the share of enterprises with orders for no more than 2 months was 53%.

OBSTACLES TO DOING BUSINESS IN WARTIME

- In November 2024, the most acute obstacle to business caused by the full-scale Russian invasion was again the lack of labor due to conscription or worker migration - 64%.
- With a difference of 10%, the second place in the ranking of obstacles to business in November was obtained by work hazards. 54% of enterprises faced this problem.
- The problem of rising prices for raw materials and supplies took 3rd place and is -48%.

PRODUCTION CAPACITIES DURING THE WAR PERIOD

- In November 2024, only 10% of enterprises reported operating at full capacity (100% or more), which is approximately the same as in previous months (11% in October and 9% in September).
- One in five (21%) enterprises operated at less than half capacity or were not operating at all compared to pre-war times
- In November 2024, capacity utilization increased for all business size categories except microenterprises. The share of small enterprises operating at almost full and full capacity increased from 31% in October to 41% in November, medium-sized enterprises from 51% to 60%, and large enterprises from 54% to 63%.
- The share of microenterprises with high capacity utilization decreased from 26% in October to 22% in November.
- The food industry remains the leader in the recovery of the processing industry. In November 2024, 64% of food industry enterprises were operating at almost full and full capacity (57% in October).
- The lowest capacity utilization remains in metallurgy and metalworking (only 22% were operating at high capacity in November).

POWER OUTAGES EFFECT

- In October 2024, 39% of businesses temporarily suspended operations due to power outages (25% in September and 66% in August):

- 29% of enterprises suspended operations for only 1-10% of working hours, and 8% for 11-25% of working hours.
- In October 2024, enterprises lost 6% of their total working hours due to power outages. It is slightly higher than in September (4%), but the level of losses is low compared to the massive outages in the summer.
- Micro and small enterprises suffered more losses (on average 7% of working hours).
- Among the industries, the chemical industry (13% of working hours) and metallurgy (10%) have the highest time losses.

EXPORTING ENTERPRISES

- In November 2024, 62% 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 November 2024, 80% of respondents indicated that enterprises exported before the war and continued to export over the past 12 months. That is, the indicator is approximately at the level of previous months (It was, on average, 80% - 84% over the past year).
- Some businesses cannot overcome new challenges for export activity. As of November 2024, 19% of enterprises exported before the war but were unable to resume exports over the past 12 months. Similar results over the past year confirm the stagnation of the restoration of export activity.

GOVERNMENT POLICY

- In November, the share of positive assessments of the government's business support policy was 4%. This share has been unchanged for two consecutive months.
- The share of neutral assessments of the policy increased from 53% in October to 56% in November, while the share of negative assessments decreased again from 29% to 27%.

ENTERPRISE PERFORMANCE INDICATORS AND SHORT-TERM EXPECTATIONS

BUSINESS ACTIVITY RECOVERY INDEX

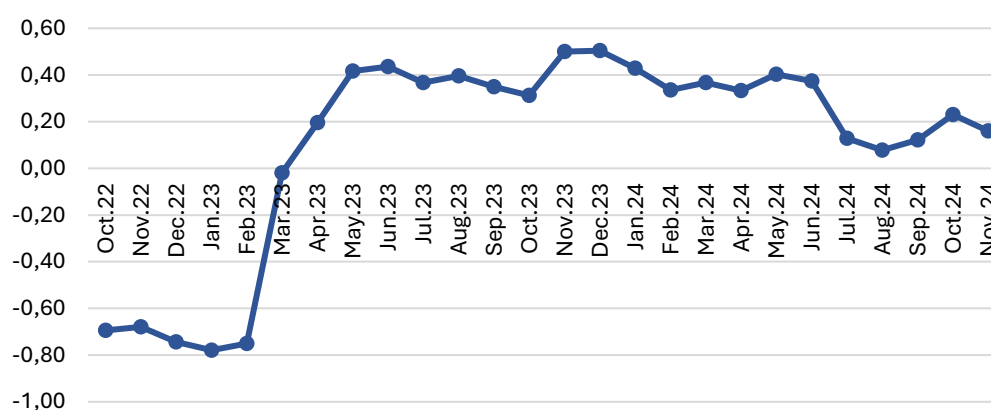
In November 2024, the trend towards the recovery of business activity was interrupted. The BUSINESS ACTIVITY RECOVERY INDEX (YEAR TO YEAR) decreased from 0.23 to 0.16. The share of respondents who indicated a deterioration in the situation increased (from 15.7% to 18.7%), while the share of those whose situation became better than a year ago decreased from 38.4% to 34.3%. The share of those who believe nothing has changed compared to last year increased slightly, from 45.8% to 47%.

Size. The recovery of business activity significantly depends on the size of the enterprise. Large enterprises, whose index is 0.36, are doing best compared to last year. The index of medium-sized enterprises is significantly lower and is 0.23, and the index of small enterprises is 0.12. The lowest and negative value of the indicator is for micro-enterprises (-0.25).

Region. The highest indicator is for Cherkasy (1.00), Zakarpattya (0.86), and Vinnytsia (0.72) regions. The lowest indicators are for the Ternopil (-1.00) and Sumy (-0.65) regions.

Sector. The highest index value is recorded for the chemical (0.33) industry, construction materials production, and the food industry (0.30 for each). The lowest indicator is for metalworking with a single negative value (-0.12).

Fig.3. Business Activity Recovery Index



INDICATORS AND EXPECTATIONS FOR THE HALF-YEAR PERIOD

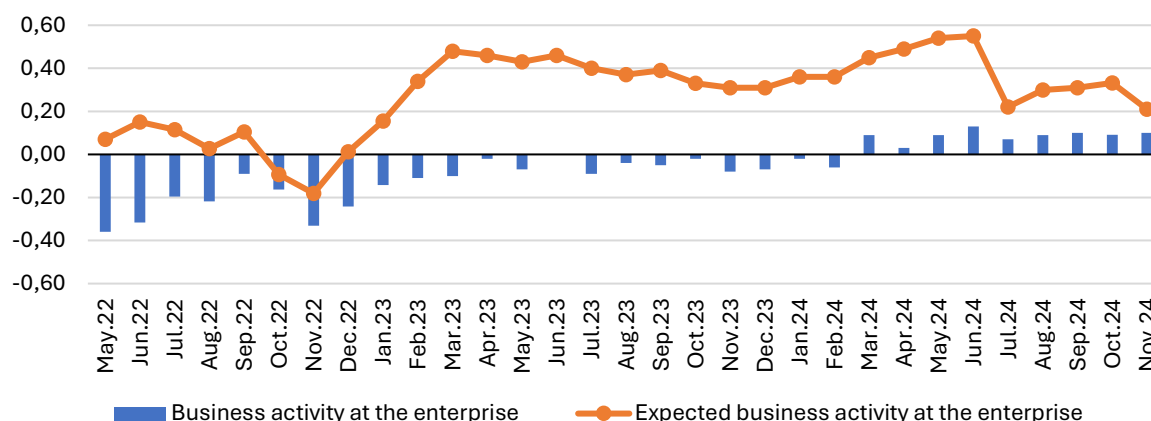
BUSINESS ACTIVITY AT THE ENTERPRISE

Assessments of the business activity for half a year have not changed significantly for four consecutive months. The CURRENT BUSINESS ACTIVITY INDEX is 0.10 (0.09 in October and 0.10 in September). The share of those who assess the business activity at the enterprise is 17.7% (it was 16.5%). At the same time, the share of respondents who give negative assessments has slightly decreased, from 13.1% to 11.9%. The share of those who consider the business activity at the enterprise to be satisfactory has not changed, and, like last month, is 70.4%.

Expectations for the future have deteriorated significantly over the past six months, although everyone remains optimistic. The value of the INDEX OF EXPECTED CHANGES IN BUSINESS ACTIVITY decreased from 0.33 to 0.21. The share of "optimists" has significantly decreased (from 39.9% to 29.9%), while the share of those who expect a deterioration has not changed significantly and is 12.5% (it was 11%). The share of those who do not expect changes has increased from 49% to 57.6%.

The share of those who could not give a forecast for the next six months has decreased from 23.1% to 19.9%.

Fig.4. Business activity at the enterprise, indices



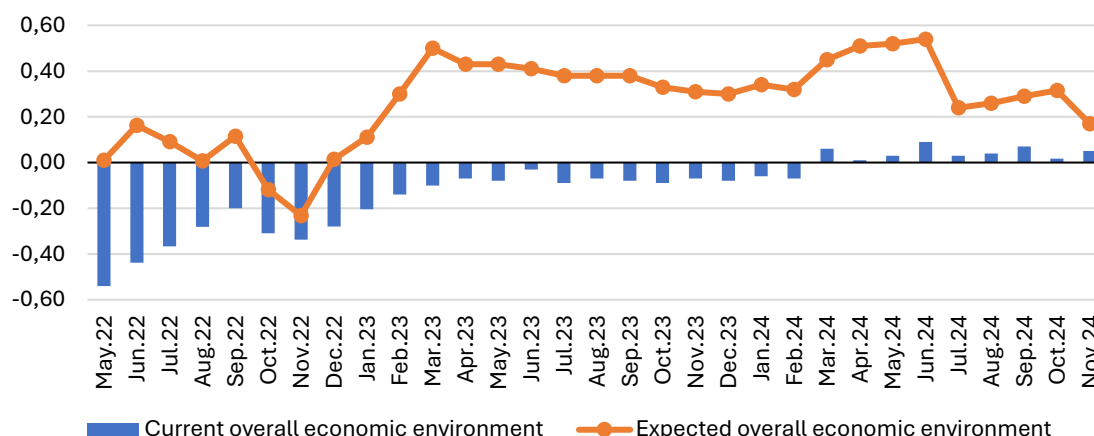
OVERALL ECONOMIC ENVIRONMENT

Assessments of the overall economic environment, although insignificantly improved. The value of the corresponding INDEX in November increased from 0.02 to 0.05. The share of those who assess the overall economic environment as bad decreased (from 21% to 18.8%). At the same time, the share of those who give positive assessments did not change significantly, and the indicator is 18.3% (it was 17%). The share of those who consider the overall economic environment satisfactory did not change significantly, and the indicator is 62.9% (it was 62%).

Enterprise forecasts regarding changes in the overall economic environment for the next six months interrupted the trend of gradual improvement: the INDEX OF EXPECTED CHANGES IN THE OVERALL ECONOMIC ENVIRONMENT deteriorated significantly, halving from 0.32 to 0.17. The share of "optimists" regarding changes in the overall economic environment decreased from 38.4% to 27.7%, while the share of "pessimists" increased slightly, from 12.6% to 15.5%. The share of those who believe the overall economic environment will not change over the next six months increased from 48.9% to 56.9%.

The share of those unable to make predictions regarding the overall economic environment decreased from 26.1% to 23.3%.

Fig.5. Overall economic environment, indices



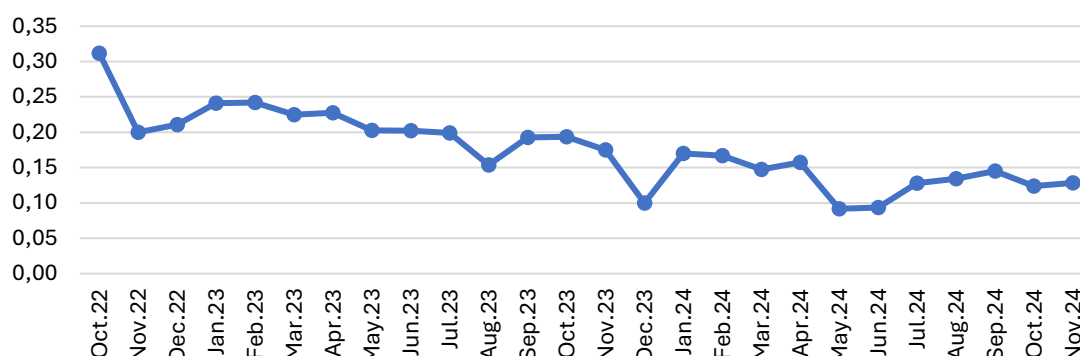
EXPANSION PLANS FOR THE NEXT TWO YEARS

Business activity expectations remained unchanged. The INDEX OF THE EXPECTED CHANGES IN BUSINESS ACTIVITY is 0.13 (was 0.12). There were no significant changes in the percentage distribution. The share of those planning to expand

their activities is 16.6% (it was 17.2%), and the share of those planning to reduce their activities is 3.8% (it was 4.9%). The share of those planning to remain at the current level has increased slightly, from 77.9% to 79.6%.

The percentage of those who could not give a forecast for such a long term has decreased from 37.5% to 35%.

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



Size. Among enterprises of all sizes, large (0.17), medium (0.16), and micro enterprises (0.13), whose indicators are higher and approximately the same have the most optimistic plans for the future. Small enterprises have the lowest indicators (0.06).

Region. Significant regional differences are registered. The highest expectations indicators are those of enterprises in Cherkasy (1.00) and Zakarpattia (0.75) regions. The lowest and negative values of the indicator are those of Sumy, (-0.22) and Dnipropetrovsk (-0.11) regions.

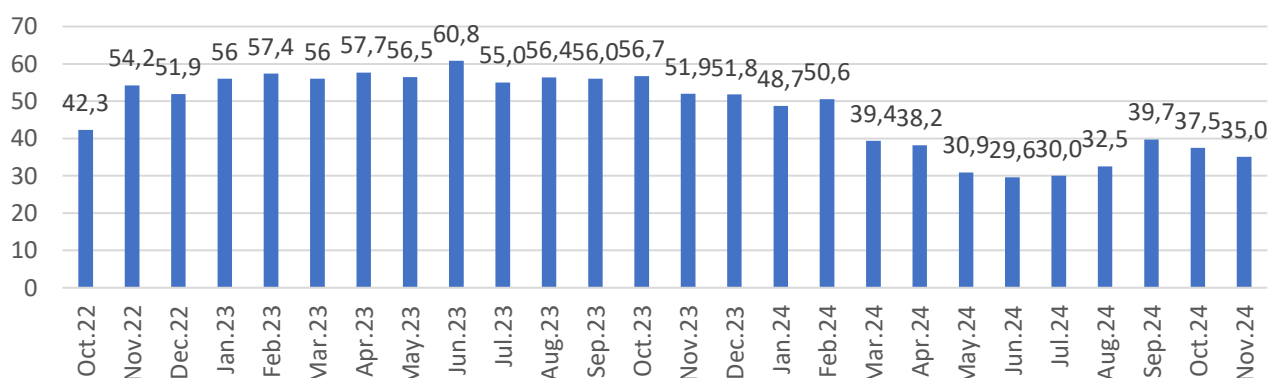
Sector. Expectations depend on the industry. Chemical and woodworking industries (0.25 each) have the highest values of the indicator. The indicator of the production of construction materials has the lowest and only negative value (-0.13).

UNCERTAINTY

Two-year expectations

The level of uncertainty regarding companies' plans for the next two years has decreased for the second month in a row. 35% of respondents were unable to provide an answer regarding the prospects for the next two years in September (37.5% in October).

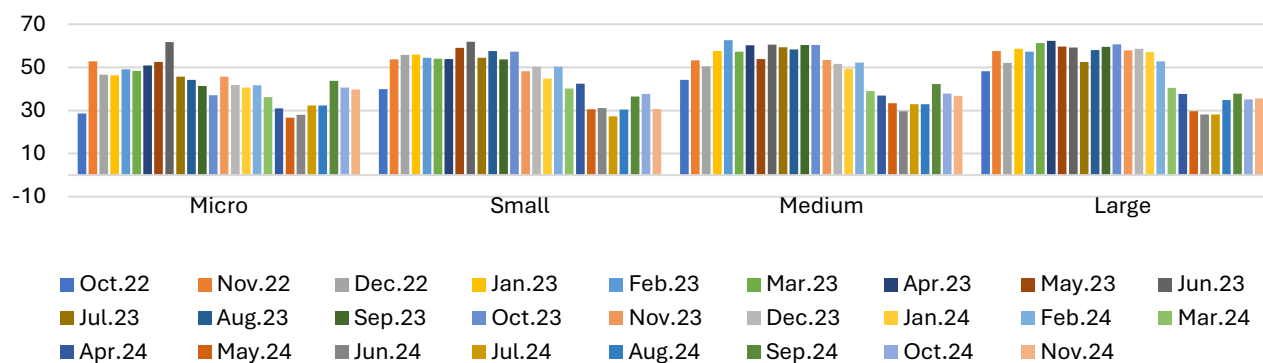
Fig.7. The level of uncertainty regarding the company's activities in the two-year horizon, % of respondents



The level of uncertainty regarding plans for the two years depends on the size of the enterprise. In November, the uncertainty indicator remains the highest for micro-enterprises and the indicator has not changed significantly and is 40% (it was 41). The indicator has also not changed significantly for large (36%) and medium-sized (37%)

enterprises (35% and 38%, respectively, in October). The lowest uncertainty for the two-year perspective is for small enterprises, where the value decreased from 38% to 31%.

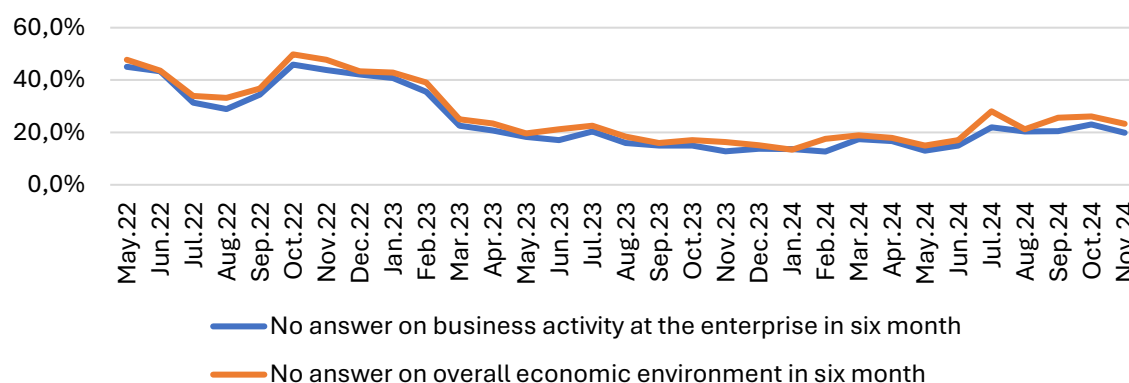
Fig.8. The share of respondents who could not answer the question about the changes for the next two years, by size of the enterprise



Half-year expectations

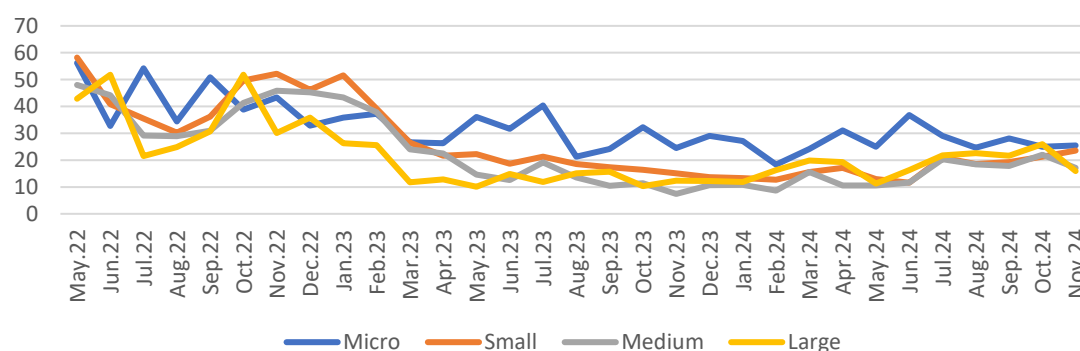
The level of uncertainty in the forecasts for the six months decreased for both the business activity at the enterprise and for the overall economic environment in the country. Uncertainty for the business activity, although insignificant, decreased from 23.1% to 19.9%. The share of respondents who were unable to give a forecast regarding changes in the overall economic environment decreased from 26.1% to 23.3%.

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



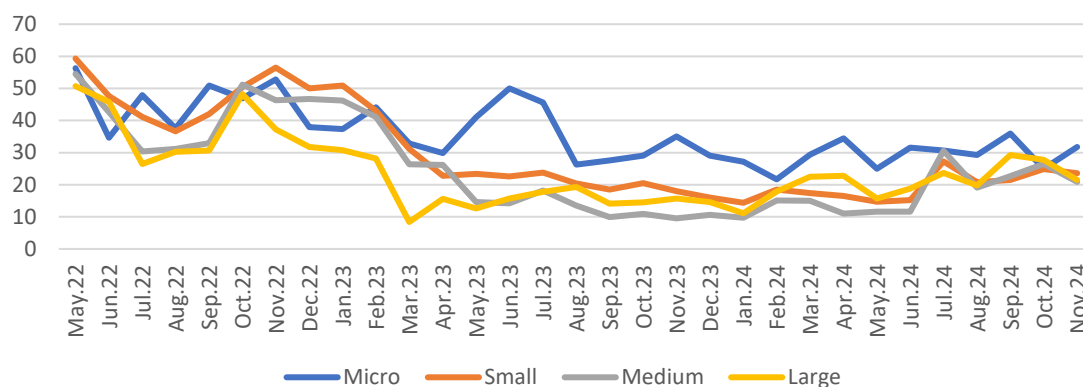
The level of uncertainty regarding the business activity at the enterprise and its dynamics depends on the size of the enterprise. The highest level of uncertainty for the six-month horizon, with an unchanged value, is for micro-enterprises (as in the previous month, the indicator is 25%). Uncertainty for small enterprises increased slightly, from 21% to 24%. The indicator decreased for medium-sized (from 22% to 17%) and large ones (from 26% to 16%).

Fig.10. The share of respondents unable to answer the question about the changes in the 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**. With an increase in the value from 25% to 32%, uncertainty is highest for micro-enterprises. The indicator for small enterprises has not changed significantly and was 24% (25% in October). With a decrease in the value, the uncertainty indicator is the lowest and the same for medium-sized and large enterprises and is 21% (26% and 28% in October).

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 November 2024, the uncertainty indicator in the short term for production indicators did not change significantly or decrease. The uncertainty for the three months remains the highest and has not changed significantly for debts and is 29.3% for accounts payable (it was 28.4%), 29.1% for accounts receivable (it was 29.4%), and 28.6% for tax arrears (27.3% in October).

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

	Jul.24	Aug.24	Sep.24	Oct.24	Nov.24
Accounts payable	14.3	20.3	25.8	28.4	29.3
Accounts receivable	12.8	20.3	24.5	29.4	29.1
Tax arrears	12.8	17.7	24.5	27.3	28.6
Export	11.8	11.8	11.6	13.3	12.4
New orders	12	10.9	7.4	8.5	9.8
Purchase price	18.6	13.8	8.7	11.7	9.4
Number of workers	6.8	5.9	7.2	8.1	8.8
Workers on forced leave	6.8	10	7.6	7.8	8.8
Domestic sale price	16.4	11.4	8	8.9	8.3
Stocks of finished goods	8.3	5.5	4.4	4	5.1
Sales	8.7	5.2	3.8	4.4	4.7
Production	8.3	5.2	3.8	4.4	4.5
Stocks of raw materials	7.2	5.5	4.2	4.2	4.3

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The three-month uncertainty indicator decreased the most for purchase prices, from 11.7% to 9.4%. The uncertainty indicator remained unchanged and is the lowest for production (4.5%) and raw materials stocks (4.3% in November).

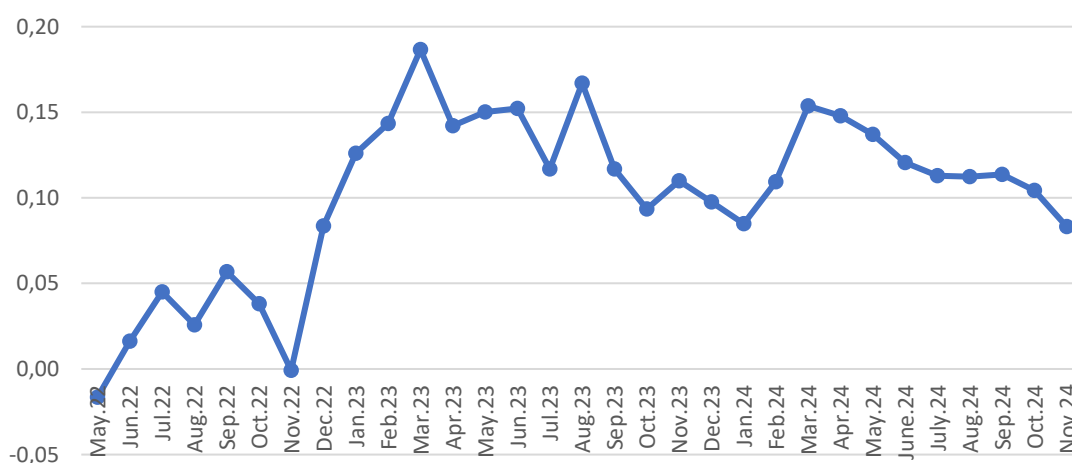
ENTERPRISE PERFORMANCE INDICATORS AND SHORT-TERM EXPECTATIONS

INDUSTRIAL CONFIDENCE INDICATOR

The value of the Industrial Confidence Indicator (ICI) has not changed significantly in November (0.08) compared to October (0.10), but there is a certain trend for the indicator to deteriorate.

In November 2024, the changes occurred mainly due to a deterioration in the value of one of the three components of the indicator: (1) *production expectations* for the next 3-4 months decreased significantly, from 0.38 to 0.30. (2) The *new order portfolio* estimates did not change significantly and the indicator is -0.10 (it was -0.09), (3) *estimates of finished goods stocks* maintained a gradual decrease trend and in November, compared to October, the indicator decreased from -0.03 to -0.05.

Fig.13. Industrial confidence indicator



PRODUCTION

Changes compared to the previous month

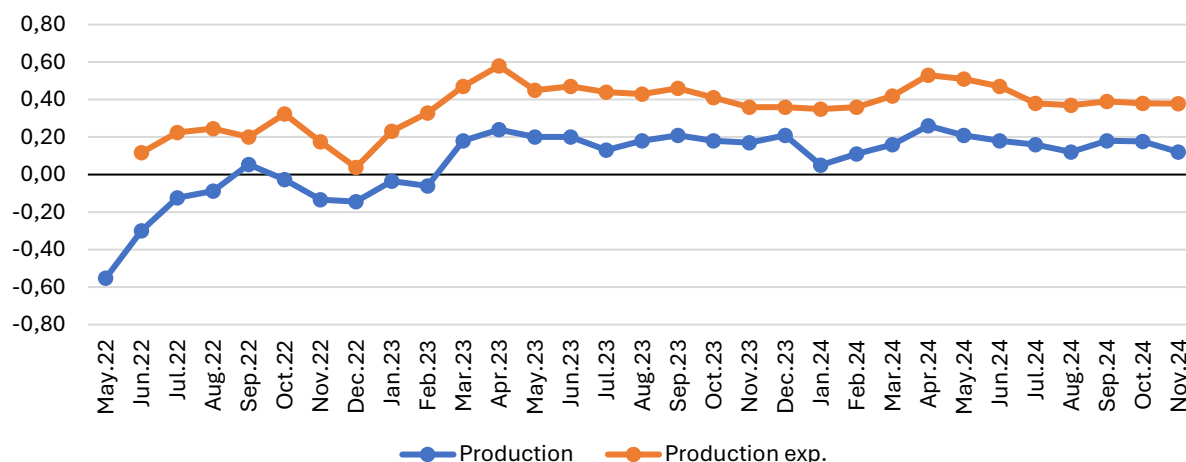
In November 2024, compared to October, the production reduction rate accelerated. The PRODUCTION INDEX decreased and is 0.12 (it was 0.18 for two consecutive months). The share of enterprises that reduced production volumes increased slightly, from 14.6% to 16.7%. At the same time, the share of enterprises that increased production volumes decreased (from 25.6% in October to 20.9% in November). The share of enterprises that did not experience changes increased from 59.7% to 62.4%.

Size. Among enterprises of different sizes, large (0.35) enterprises have the best results. The indicator of medium-sized enterprises is much smaller and is 0.04, but still has a positive value. The indicator of small enterprises is -0.06. The lowest value is for micro-enterprises, whose indicator is -0.22.

Region. Regional differences are very significant (the highest indicator is 0.96, and the lowest is -0.60). The best results were achieved by enterprises in Poltava (0.96), Rivne (0.50), and Kyiv (0.35) regions. The lowest index values were recorded for enterprises in Sumy (-0.60), Lviv (-0.47) and Ternopil (-0.30) regions.

Sector. The index values vary across sectors and industries. The best situation was in the food (0.15) and woodworking (0.12) industries. The lowest indicators were in metalworking (-0.15) and mechanical engineering (-0.12).

Fig.14. Production indices



Expected changes in production

Expectations for production growth remain positive but have decreased after several months of stability. The INDEX OF EXPECTED CHANGES IN PRODUCTION decreased to 0.30 (for two months in a row the indicator was 0.38). The share of those planning to increase production decreased (from 40.8% to 33.3%), while the share of those planning to reduce it did not change significantly and is 8.1% (it was 7.3%). The share of those who do not expect changes increased from 51.9% to 58.6%.

Size. Expectations for production depend on the size of enterprises. The large enterprises have the most optimistic indicator (0.38). The indicator of medium-sized (0.30) and small (0.19) enterprises is significantly lower. The lowest indicator is for micro-enterprises (0.07).

Region. Enterprises' plans significantly depend on the region of location. The most optimistic plans for production growth are in Poltava (1.00), Cherkasy (0.89) and Zakarpattya (0.83) regions. The lowest values of the indicator are in Volyn (-0.13), Ternopil (-0.13), and Kharkiv (-0.05) regions.

Sector. Production expectations for three months depend on the industry. The highest expectations are in the food (0.36) and woodworking (0.33) industries. The lowest value of the indicator is in metalworking (-0.11).

SALES

Changes compared to the previous month

In November, the growth rate of sales volumes slowed down. The SALES INDEX decreased from 0.19 to 0.14. The share of those who reduced sales volumes increased slightly, from 14.7% to 17.4%. The share of enterprises that did not experience changes did not change significantly and is 59.1% (it was 58%). The share of enterprises that increased sales volumes decreased from 27.4% to 23.4%.

Size. The SALES INDEX of large (0.35) enterprises is the highest. The indicator of medium-sized enterprises is significantly lower (0.09), although it still remains positive. The indicator of small enterprises is significantly lower and negative (-0.06). The lowest value of the indicator is for micro-enterprises (-0.24).

Region. The highest SALES INDEX was recorded in Poltava (0.96), Rivne (0.60), and Kyiv (0.40) regions. The lowest indicator is in Sumy (-0.60), Lviv (-0.47), and Ternopil (-0.30) regions.

Sector. The highest SALES INDEX is in the woodworking (0.24) and food (0.16) industries. The lowest the indicator is in the construction materials production (-0.15) and metalworking (-0.15).

Expected changes in sales

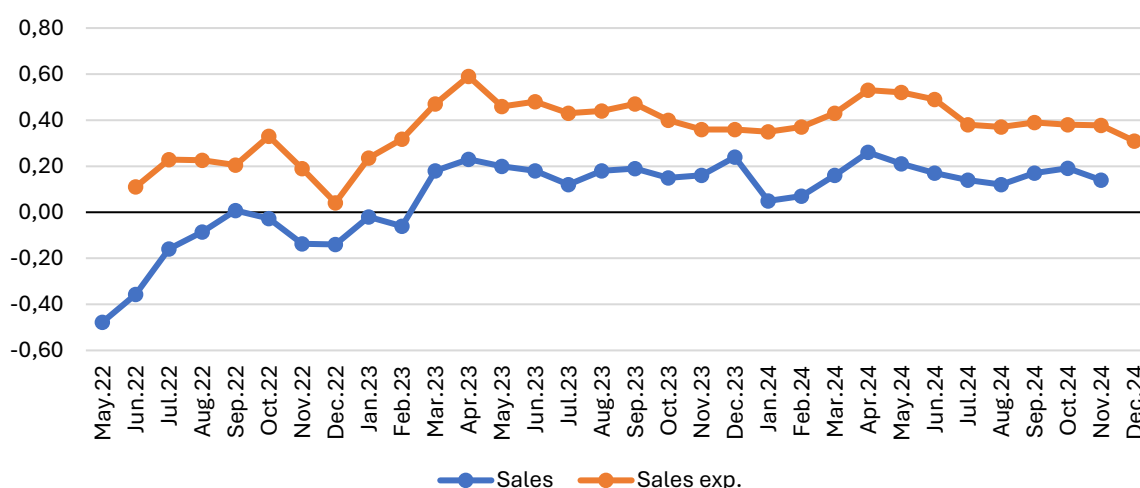
Sales expectations remain have also deteriorated. The INDEX OF EXPECTED CHANGES IN SALES is 0.31 (it was 0.38 for two consecutive months). The share of those planning to reduce sales has not changed significantly and is 8.6% (it was 7.8%), and the share of those planning to increase them has decreased from 41.8% to 34.9%. The percentage of respondents who believe nothing will change has increased from 50.4% to 56.5%.

Size. The expectation indicator for large (0.39) enterprises is the highest. The indicator of medium (0.30) and small (0.20) enterprises is significantly lower. The expectation indicator for microenterprises is the lowest and amounts to 0.09.

Region. The best expectations are recorded in Poltava (1.00), Cherkasy (0.93), and Zakarpattya (0.90) regions. The expectations indicator for Volyn (-0.21), Ternopil (-0.10), Sumy, and Kharkiv (-0.05 each) regions is the lowest.

Sector. The highest expectation indicators for sales are in the food (0.40) and woodworking (0.33) industries. The sales growth indicator for metalworking (-0.15) is the lowest.

Fig.15. Sales indices



EXPORT

Changes compared to the previous month

Export growth rates continue to slow down. The EXPORT INDEX has not changed significantly and is 0.12 (it was 0.11). The share of respondents whose export volumes have decreased has not changed significantly and is 15.8% (it was 15%), while the share of enterprises that increased exports slightly increased from 19.9% to 21.5%. The share of enterprises whose export volumes have remained unchanged has decreased from 65.2% to 62.7%.

Size. The EXPORT INDEX is highest for large (0.25) enterprises. The indicator for medium-sized enterprises (0.05), although significantly lower, still remains positive. The indicator for small enterprises is -0.10. The indicator for microenterprises is significantly worse and lowest, which is -0.30.

Region. The highest indicator is in Poltava (0.88) region. The lowest indicator is in the Sumy (-1.00) region.

Sector. The EXPORT INDEX is best for the food (0.22) industry. The lowest values of the indicator are for the production of building materials (-0.11) and mechanical engineering (-0.16).

Expected changes in export

For the next three months, entrepreneurs expect the indicator to deteriorate. The INDEX OF THE EXPECTED CHANGES IN EXPORTS decreased from 0.35 to 0.27. The share of those planning to increase exports decreased from 36.6% to

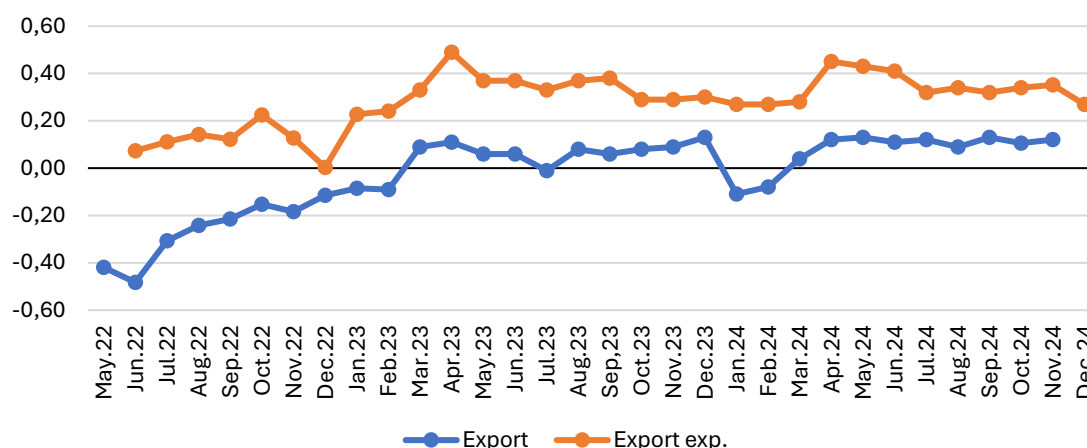
30.6%. The share of those planning to reduce them increased slightly, from 6.8% to 9%. The share of those not expecting changes increased from 56.6% to 60.4%.

Size. The highest and approximately equal indicator of export expectations is for large (0.33) and medium-sized (0.26) enterprises. The indicator for small (0.10) enterprises is significantly lower. The micro-enterprises have the lowest and negative indicator (-0.14).

Region. The highest value of the INDEX OF THE EXPECTED CHANGES IN EXPORTS was recorded for enterprises in Poltava and Zakarpattya (0.92 each) regions. The worst expectations are those of business representatives in the Volyn (-0.26) region, Kyiv city (-0.23), and Chernihiv (-0.20) region.

Sector. The highest value of the INDEX OF THE EXPECTED CHANGES IN EXPORTS is in the food (0.32) and light (0.27) industries. The lowest value of the indicator is in metalworking (-0.14).

Fig.16. Export indices



STOCKS OF RAW MATERIALS

Changes compared to the previous month

The rate of reduction in raw material stocks accelerated. The INDEX OF STOCKS OF RAW MATERIALS in November compared to October decreased from 0.11 to 0.03. The share of respondents who reported the accumulation of raw material stocks over the past month decreased from 18.7% to 13.4%. At the same time, the share of respondents who indicated their reduction increased slightly, from 11.4% to 15.3%. The share of entrepreneurs who did not change anything compared to the previous month increased slightly, from 69.9% to 71.3%.

Size. The INDEX OF STOCKS OF RAW MATERIALS is the highest with the only positive value for large (0.18) enterprises. The indicator for medium (-0.03) and micro enterprises (-0.07) is significantly lower and approximately the same. The indicator for small enterprises is the lowest (-0.14).

Region. The most frequently reported raw material stock accumulation is in Poltava (1.00), Ternopil (0.33), and Khmelnytsky (0.30) regions. The indicators of Kyiv (-0.60), Vinnytsia (-0.32), and Zhytomyr (-0.23) regions are the lowest.

Sector. The food industry has the only positive indicator (0.08). The indicator of mechanical engineering (-0.16) is the lowest.

Expected changes in stocks of raw material

For the next three months, entrepreneurs expect further reduction in stocks: the INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS decreased from 0.26 to 0.17. The share of respondents expecting the accumulation of raw material stocks decreased slightly from 32.3% to 26.5%. The share of those who believe that raw material stocks

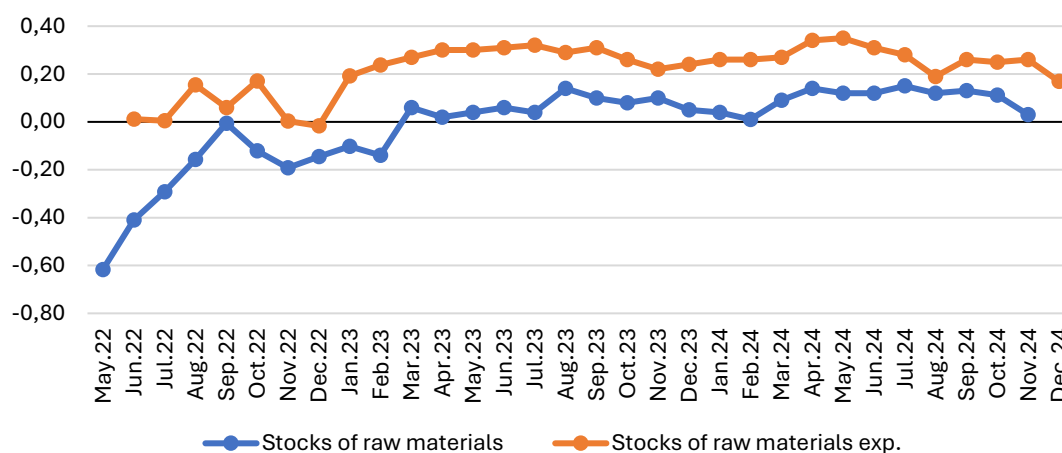
will decrease increased from 10.5% to 14.4%. The share of those who do not expect changes increased slightly, from 57.2% to 59.1%.

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 (0.26) and micro-enterprises (0.14) is significantly lower and approximately the same. The indicator for small enterprises is the lowest and is 0.07.

Region. The highest INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS is for Cherkasy (0.89), Poltava (0.88), and Zakarpattya (0.83) regions. The lowest index value is in Kyiv city (-0.50), Sumy (-0.40), Vinnytsia, and Kharkiv (-0.15 each) regions.

Sector. The INDEX OF EXPECTED CHANGES IN STOCKS OF RAW MATERIALS is in the woodworking (0.19), food, and chemical (0.17 each) industries. Metalworking has the lowest and negative index (-0.04).

Fig.17. Stocks of raw material indices

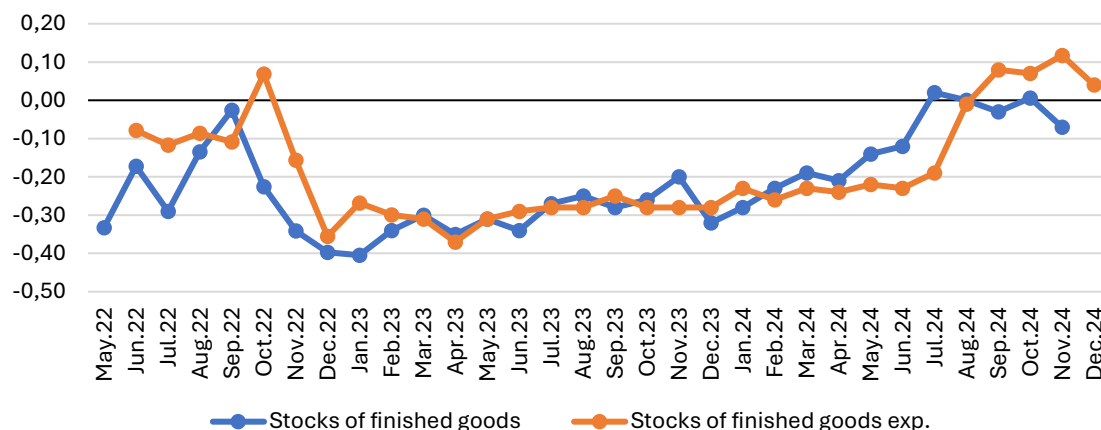


STOCKS OF FINISHED GOODS

Changes compared to the previous month

The rate of reduction in finished goods stocks has accelerated. The value of the corresponding INDEX has decreased from 0.01 to -0.07. The share of respondents who reported a reduction in finished goods stocks has increased from 11.5% to 16%, while the share of respondents whose stocks have increased has decreased from 10.4% to 7%. The share of respondents who did not experience any changes has not changed significantly and is 77% (it was 78.1%).

Fig.18. Stocks of finished goods indices



Size. The index value is higher for large (-0.01) and small (-0.08) enterprises. The reduction of finished goods stocks is more often reported at medium-sized (-0.13) and micro-enterprises (-0.14).

Region. The index value depends on the region. The accumulation of finished goods stocks is most often reported at enterprises in Ternopil (0.30), Khmelnytsky (0.26), and Kyiv (0.06) regions. The lowest index is in Kyiv city (-0.75) and Dnipropetrovsk (-0.55) region.

Sector. The lowest values are for mechanical engineering (-0.24). The highest value is in the chemical industry (0.17)

Expected changes in stocks of finished goods

In the future, business managers expect a reduction in finished goods stocks. The INDEX OF EXPECTED CHANGES IN STOCKS OF FINISHED GOODS decreased from 0.12 to 0.04. The share of respondents who believe finished goods stocks will decrease in the next three months increased from 13.3% to 17%. The share of those who expect them to accumulate decreased from 21.3% to 17.5%. The percentage of those who believe that nothing will change has not changed significantly and is 65.6% (it was 65.3%).

Size. The value of the indicator depends on the size of the enterprise. The index is the lowest with the only negative value for microenterprises (-0.21). The indicator for small (0.02) and medium (0.03) enterprises is significantly higher and approximately the same. The large enterprises have the highest indicator (0.07).

Region. Cherkasy (0.89) and Zakarpattia (0.87) regions have the highest indicators. The lowest indicator is for Kyiv, Zhytomyr (0.73 each), and Dnipropetrovsk (-0.60) regions.

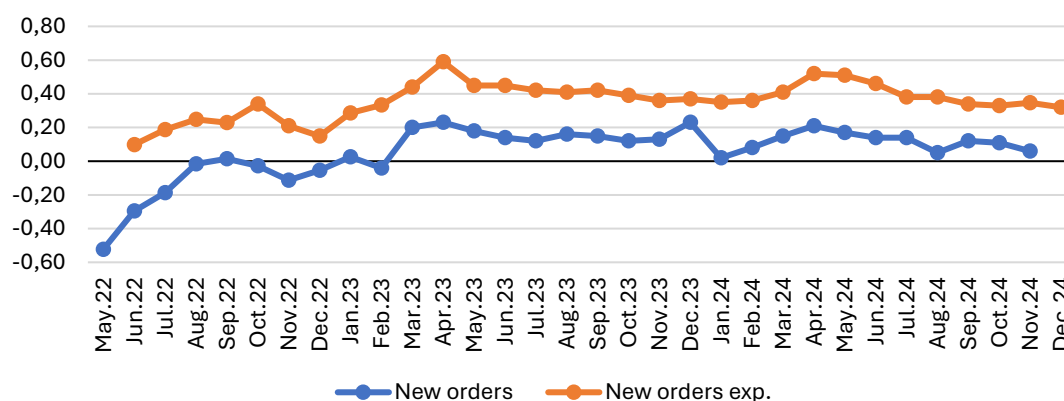
Industry. The index value is highest for woodworking (0.19) industry and construction materials production (0.08). The lowest is for metalworking and light industry (-0.04 each).

NEW ORDERS

Changes compared to the previous month

The growth rate of new orders has slowed down. The NEW ORDERS INDEX in November, compared to October, decreased almost by half, from 0.11 to 0.06. The share of those whose order volume increased dropped (from 20.7% to 18%). At the same time, the share of those whose order volume decreased increased slightly, from 14.7% to 17.8%. The share of those who did not experience changes did not change significantly and is 64.2% (it was 64.5%).

Fig.19. New orders indices



Size. The increase in orders is reported more by large (0.22) enterprises. The indicator for medium-sized enterprises, although significantly lower, still has a positive value of 0.01. The indicator for small enterprises is -0.07. The lowest value of the indicator is for micro-enterprises (-0.23).

Region. New orders grew the most in Poltava (0.96), Zakarpattya (0.40), and Cherkasy (0.32) regions, while in Sumy (-0.53), Lviv (-0.47) and Ternopil (-0.30) regions, the volume of new orders decreased the most.

Sector. The best situation with new orders in the previous month was for the woodworking (0.21) and food (0.09) industries. Construction materials production has the lowest indicator (-0.21).

Expected changes in new orders

In the next three months, entrepreneurs expect a slight decrease in the indicator. The VALUE OF THE INDEX OF EXPECTED CHANGES IN THE NEW ORDERS has slightly decreased, from 0.35 to 0.32. The share of respondents expecting an increase in new orders has slightly decreased, from 38.1% to 35.4%. The share of respondents expecting a decrease in the volume of new orders has not changed significantly and is 8.3% (it was 8.6%). The share of those who do not expect any changes in the next three months has increased slightly, from 53.4% to 56.3%.

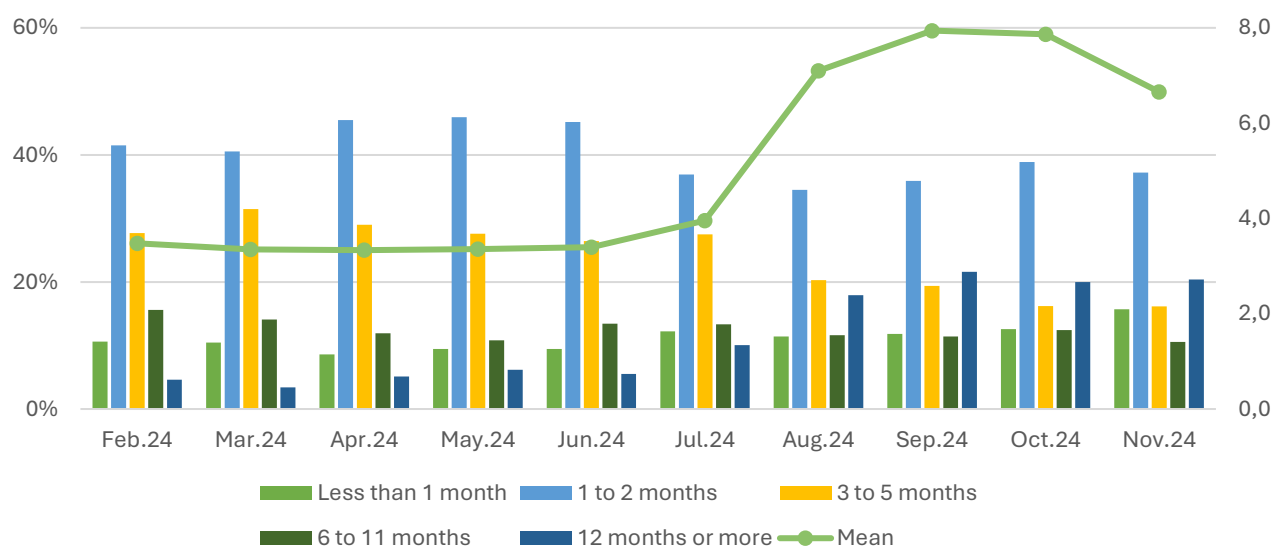
Size. The expectation indicator is lowest for micro (0.15) and small (0.17) enterprises. The indicator for medium-sized (0.30) enterprises is significantly higher. The highest expectation indicator is for large enterprises (0.43).

Region. The index values have significant regional differences. In Zakarpattya (1.00), Cherkasy (0.93), and Poltava (0.92) regions, businesses expect an increase in new orders to a greater extent than in other regions. At the same time, the indicators of Sumy (-0.25) and Ternopil (-0.22) regions have the lowest values.

Availability of orders

In November 2024, the average period of new orders availability for the surveyed enterprises increased compared to the previous year. It was 7 months, the same value was in August of the same year. The share of enterprises with orders for a year and more in advance is more than 20% for the third month in a row. Compared to the beginning of the year (5% in February 2024), this indicator has increased fourfold, 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 53%.

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



Size. Availability of orders increases with the increase in the size of enterprises. Thus, micro-enterprises are on average provided with new orders for 2.5 months (median value), while small businesses – for 4.9 months, medium – for 8.4 months and large – for 8.3 months.

79% of micro- and 63% of small enterprises have orders for only up to two months. At the same time, 40% of large enterprises and 38% of medium-sized enterprises are provided with orders for 6 months or more.

Sector. In November 2024, the relatively longest average terms of new orders were recorded in the woodworking industry (10.8 months), and chemical industry (7.6 months)¹. The shortest average terms of new orders are observed in the metal production and metalworking sector (3.2 months) and the mechanical engineering sector (6.1 months). At the same time, it is worth noting that 44% of enterprises in the woodworking industry have orders for six months or more, and a large proportion of enterprises in this sector (41%) reported that they have orders for only up to two months. While 69% of enterprises in the metal production and metalworking sector have orders for up to two months and only 19% have orders for a period of six months or more. Also, short-term orders for a period of up to 2 months are held by enterprises in the construction materials production - 62%, light industry - 56%, mechanical engineering - 54% and food industry - 51%.

Region. There are differences in the availability of orders between enterprises in different regions². The average order availability period is the longest for enterprises in the Cherkasy region, where it averaged 30 months, and for Zakarpattia region – 26 months. Also, the terms of available orders are relatively high for enterprises in Rivne, Odesa, Poltava, and Kyiv regions (5 months and more). On the other hand, the shortest average order availability period – up to two months – is recorded in Vinnytsya, Zhytomyr, Lviv, Chernivtsi, Chernihiv, Kharkiv, Dnipropetrovsk regions and Kyiv city.

PURCHASE PRICES

Changes compared to the previous month

The growth rate of purchase prices continues to accelerate. The PURCHASE PRICE INDEX increased from 0.29 to 0.36. The share of enterprise managers who indicated an increase in price in November increased from 31.3% to 38.5%. The share of those who believe prices have not changed compared to the previous month decreased from 66.4% to 58%. The share of those who say that prices for raw materials and supplies have decreased has not changed significantly and is 3.5% (it was 2.4%).

Size. Depending on the size of the enterprise, the increase in price for raw materials and supplies is most often reported by managers of small (0.41) and large (0.39) enterprises, whose indicator is the highest and approximately the same. The indicator for microenterprises is 0.33. The lowest value of the indicator is for medium-sized (0.28) enterprises.

Region. Significant regional differences are recorded. The index value is higher for Poltava (1.00) and Sumy (0.89) regions. The indicators for the Zaporizhzhya and Rivne regions have the lowest value, which is zero.

Sector. The PURCHASE PRICE INDEX is highest for the woodworking and light (0.45 for each) industries. The lowest index is for the chemical industry (0.17).

Expected changes in the purchase prices

In the short term, the business expects a slight slowdown in price growth. The INDEX OF EXPECTED CHANGES IN THE PURCHASE PRICE decreased slightly, from 0.49 to 0.44. The share of respondents who believe that there will be no changes increased from 51.2% to 55.7%. The share of those who expect prices to increase decreased slightly, from 46.9% to 42.1%. The share of those who believe that prices for raw materials and supplies will decrease in the next three months did not change significantly and is 2.1% (it was 1.9%).

Size. The expectation index of large (0.47) and medium (0.41) enterprises is higher and approximately the same. The value for small enterprises is 0.39. The lowest value of the index is for micro-enterprises (0.24).

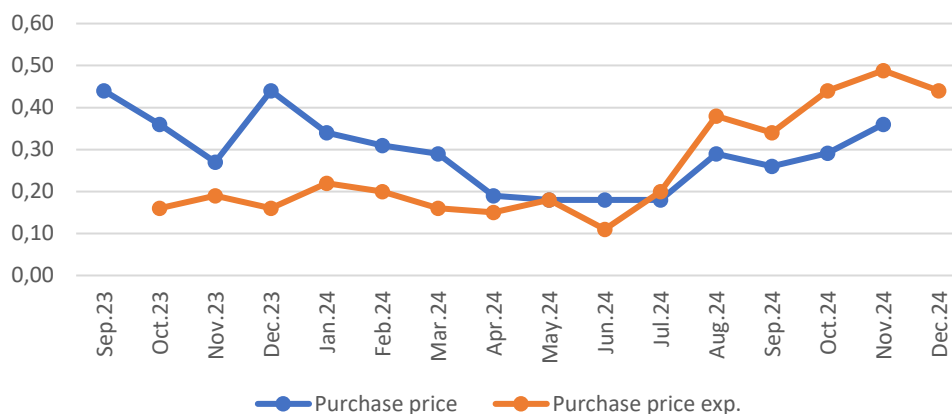
¹ Median values are given. This analysis does not consider enterprises in the sectors of agriculture, construction, trade, and services, as well as enterprises included in the category "Other production." Enterprises in the printing industry are also not considered due to the insufficient sample in this industry for the analysis.

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.

Region. The most talk about a possible increase in price for raw materials and supplies is in Poltava (0.92), Cherkasy (0.82), and Ternopil (0.78) regions. The indicator of the Chernivtsi (-0.06) region is the lowest with the only negative value.

Sector. The highest index value is in the food industry (0.49). The lowest indicator is in the production of construction materials (0.29).

Fig.21. Purchase prices indices



DOMESTIC SALES PRICES

Changes compared to the previous month

The growth rate of prices for finished goods continues to accelerate. The DOMESTIC SALES PRICE INDEX increased from 0.27 to 0.34. The share of enterprise managers who indicated an increase in price in October increased from 27.1% to 35.4%. The share of those who believe prices have not changed compared to the previous month has slightly decreased, from 70.9% to 61.4%. The share of respondents who say that prices have decreased has slightly increased, from 1.9% to 3.2%.

Size. Small and large enterprises are most likely to report an increase in domestic sales prices, whose index is the highest, the same, and is 0.38. The index for medium-sized enterprises is 0.27. Microenterprises are least likely to report an increase in price for finished goods, whose index is the lowest and is 0.21.

Region. Significant regional differences were recorded. The index is highest for Poltava (0.96) and Sumy (0.95) regions. The indicators of Zaporizhzhya and Rivne regions are the lowest and their value is zero.

Sector. The value of the DOMESTIC SALES PRICE INDEX is highest for woodworking (0.39), light (0.38), and food (0.35) industries. The lowest index is for metalworking (0.11).

Expected changes in the domestic sales prices

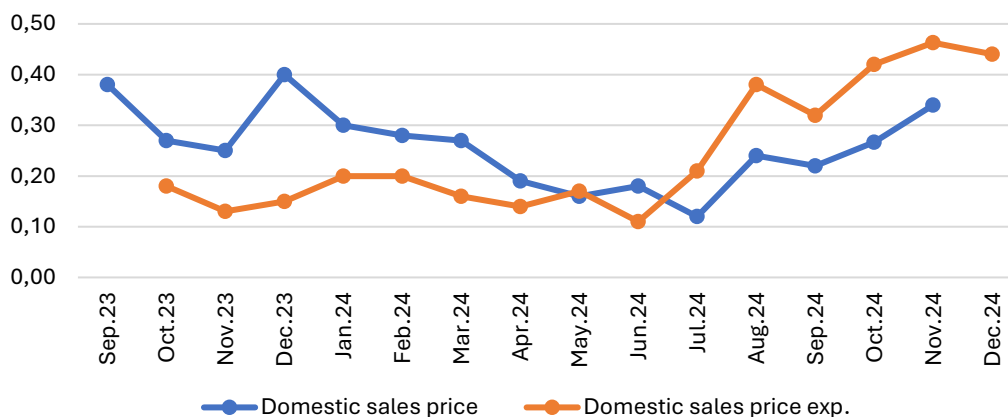
In the near future, business managers expect a slight slowdown in the rate of price growth. The INDEX OF EXPECTED CHANGES IN DOMESTIC SALES PRICES decreased from 0.46 to 0.44. The share of respondents who do not plan changes increased from 53.2% to 56%. The share of respondents who plan to increase prices in the next three months decreased from 45% to 41.7%. The share of those who believe that prices will decrease in the next three months has not changed significantly and is 2.3% (it was 1.9%).

Size. Depending on the size of the enterprise, large (0.47) and medium (0.43) enterprises expect the highest increase in prices for finished goods. The indicator for small enterprises is 0.39. The lowest value of the indicator is for microenterprises (0.16).

Region. The most talk about a possible increase in sales price is in Poltava (0.92), Cherkasy (0.89), and Zakarpattya (0.83) regions. The indicator of Chernivtsi (-0.06) regions is the lowest with the only negative value.

Sector. The highest index is in the food (0.50) and woodworking (0.45) industries. The lowest expectation indicator is in the light industry (0.26).

Fig.22. Domestic sales prices indices



ACCOUNT RECEIVABLES

Changes compared to the previous month

The rate of debt accumulation has accelerated. The ACCOUNT RECEIVABLES INDEX in November compared to October increased slightly, from -0.11 to -0.09. There were no significant changes in the percentage distribution. The share of those who reported a reduction in debt decreased slightly, from 24.6% to 22%. The share of those who accumulated debt remained almost unchanged - 11.9% (it was 11.2%). The share of those for whom nothing has changed has increased slightly, from 64.2% to 66.2%.

Size. The situation with receivables is better for small (-0.17) and medium-sized (-0.13) enterprises, whose indicators are significantly lower. The indicator for large enterprises is -0.03. The highest value of the indicator is in microenterprises (0.02).

Region. Significant regional differences in the indicator are recorded. The highest positive value of the indicator is recorded in Kyiv city (0.35), Volyn (0.32) and Kyiv (0.30) regions. At the same time, the indicator is the lowest in Sumy (-0.93) and Dnipropetrovsk (-0.80) regions.

Sector. The highest indicator of receivables is in the light industry (0.03). The lowest indicator is in the production of construction materials (-0.29).

Expected changes in account receivables

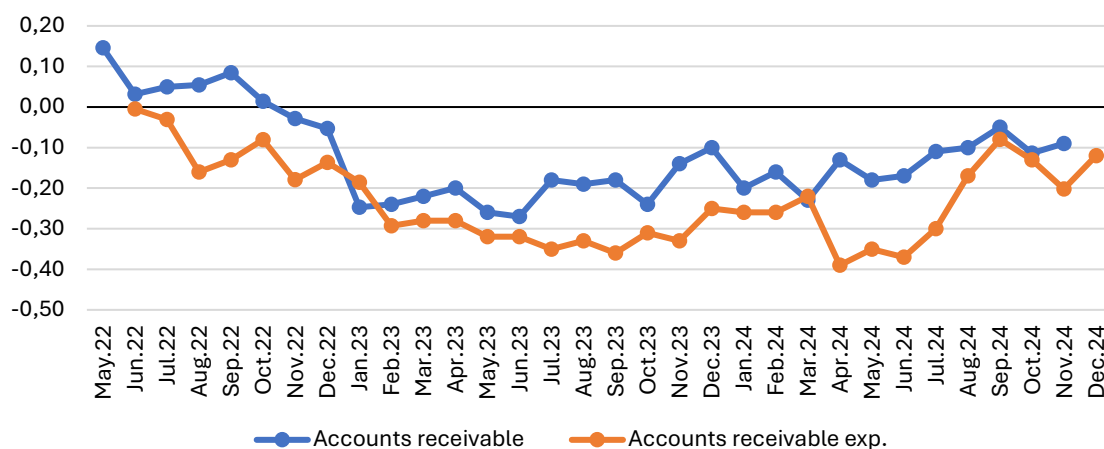
In the three months, entrepreneurs expect the indicator to increase. THE INDEX OF EXPECTED CHANGES IN ACCOUNTS RECEIVABLE increased from -0.20 to -0.12. The share of respondents who expect debt accumulation has increased slightly, from 2.5% to 6.3%. At the same time, the share of those who expect it to decrease has dropped from 25.4% to 22.3%. The share of those who believe that nothing will change has not changed significantly and is 71.4% (it was 72.1%).

Size. Micro-enterprises have the best value of the indicator (-0.27). The indicator of small (-0.22) and medium-sized (-0.17) enterprises is slightly higher. The indicator of large (-0.03) enterprises has the highest value.

Region. The highest and above zero indicators are in Kyiv city (0.16), Kirovohrad (0.13), and Poltava (0.12) regions. The lowest indicator is in the Sumy (-1.00) region.

Sector. The highest expectations regarding the accumulation of receivables are in the woodworking industry, for which the value is zero. The lowest indicator is in the construction materials production (-0.44).

Fig.23. Account receivables indices



ACCOUNT PAYABLES

Changes compared to the previous month

In November, the indicator of the accumulation of accounts payable did not change significantly. The ACCOUNT PAYABLES INDEX is -0.14 (it was -0.13). Both the share of respondents who reported the accumulation of debts (from 9.3% to 5.3%) and the share of those for whom accounts payable decreased (from 25.2% to 22.9%) dropped. The share of those for whom nothing changed over the past month increased from 65.5% to 71.8%.

Size. The indicator of accounts payable for small (-0.28) enterprises is significantly better and the lowest. The indicator for micro (-0.19) and medium (-0.17) enterprises is higher. The highest value of the indicator is for large (-0.04) enterprises.

Region. Significant regional differences were recorded. The situation with the accumulation of accounts payable is worse in Kyiv region (0.20), Kyiv city (0.10) and Volyn (0.04) regions. The best situation is in Sumy (-1.00), Dnipropetrovsk (-0.70) and Zhytomyr (-0.68) regions.

Sector. The highest debt indicator is for the woodworking industry, the value of which is zero. Construction materials production (-0.41) has the lowest indicator.

Expected changes in account payables

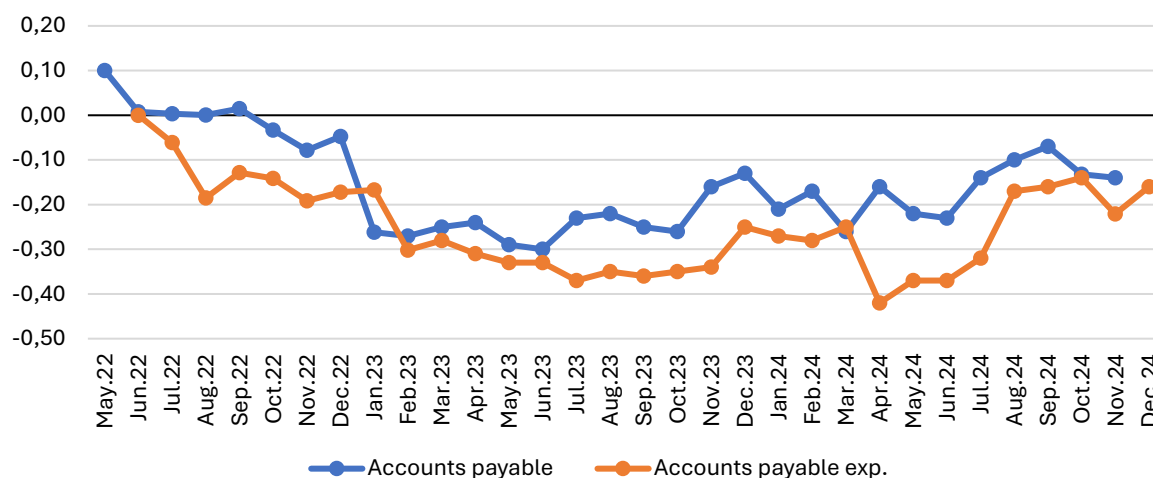
Entrepreneurs expect the indicator to deteriorate in the next three months. The INDEX OF THE EXPECTED CHANGES IN ACCOUNT PAYABLES increased significantly, from -0.22 to -0.16. The share of those who expect a reduction in the volume of payable debt decreased from 25.5% to 21.3%. The share of those who expect its accumulation has not changed significantly and is 2.2% (it was 0.9%). The share of respondents who believe that nothing will change has increased from 73.6% to 76.5%.

Size. The indicator of expectations for small enterprises (-0.28) is the best and has the lowest value. The indicator for micro (-0.21) and medium (-0.19) enterprises is slightly higher and approximately the same. The highest value is for large (-0.08) enterprises.

Region. The indicator of expectations regarding changes in payables in Kyiv region and Kyiv city (0.5 each), Poltava (0.04) and Kirovohrad (0.03) regions is the highest. The indicator of expectations is the lowest in Sumy (-1.00), Dnipropetrovsk (-0.85) and Zhytomyr (-0.68) regions.

Sector. Among the industrial sectors, the indicator of woodworking (-0.11) is the highest. Construction materials production (-0.44) and metalworking (-0.35) have the lowest indicators.

Fig.24. Account payables indices



TAX ARREARS

Changes compared to the previous month

The indicator of tax arrears accumulation has worsened. The TAX ARREARS INDEX increased from -0.19 to -0.15 in November. The share of enterprises that reported a reduction in tax arrears over the past month has not changed significantly and is 22.5% (it was 22.2%). The share of respondents who indicated an increase in tax arrears has increased slightly, from 1.9% to 4.2%. The share of those who believe no changes have occurred has decreased from 75.9% to 73.3%.

Size. The tax arrears indicator is better for small (-0.26) enterprises. The indicator for medium (-0.20) and micro enterprises (-0.18) is slightly higher and approximately the same. The highest indicator is for large (-0.07) 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 Khmelnytskyi (0.24), Kyiv (0.07) and Kirovohrad (0.02) regions. The lowest one is for Sumy (-1.00), Zhytomyr (-0.63) and Kharkiv and Dnipropetrovsk (-0.60 each) regions.

Sector. The highest tax arrears indicator is for the woodworking industry, whose value is zero. The value for mechanical engineering (-0.32) is the lowest.

Expected changes in tax arrears

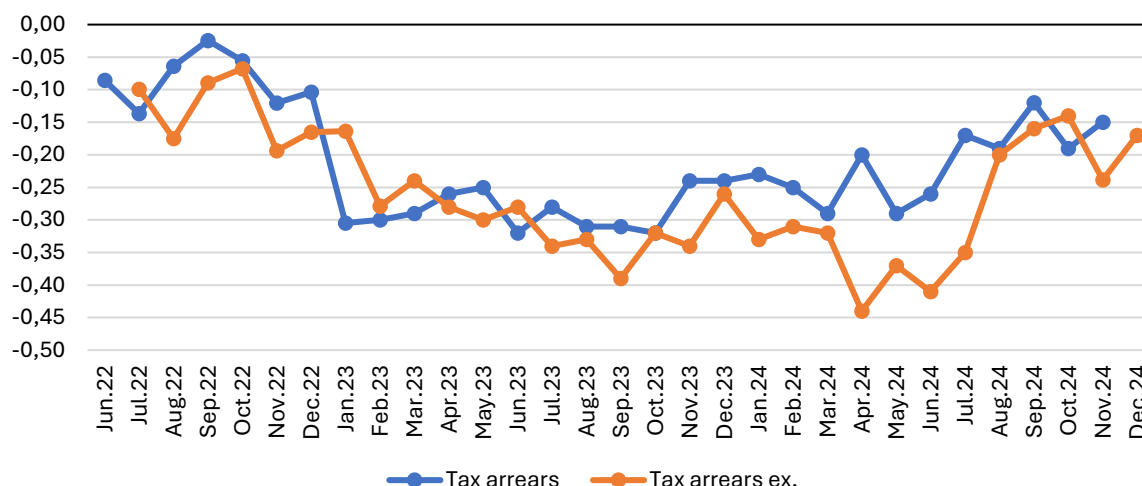
For the next three months, entrepreneurs expect the indicator to deteriorate further. The INDEX OF THE EXPECTED CHANGES IN TAX ARREARS increased from -0.24 to -0.17. The share of those who predicted a reduction in tax arrears decreased from 27.2% to 21.4%, while the share of those who expected it to increase did not change significantly and is 1.7% (it was 2.2%). The share of those who do not expect changes increased from 70.6% to 76.9%.

Size. The indicator of tax arrears expectations is the lowest and approximately the same for small (-0.26), micro (-0.24), and medium (-0.20) enterprises. The indicator for large (-0.09) enterprises is significantly higher.

Region. The highest expectation indicator with the only positive value is for the Kirovohrad (0.03) region. The indicator of Sumy (-1.00), Dnipropetrovsk (-0.70), and Zhytomyr (-0.63) regions is the lowest.

Sector. The highest expectation indicator of tax arrears is for light (-0.10) and woodworking (-0.12) industries. The lowest indicator is for the production of construction materials (-0.35).

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 slightly. The NUMBER OF WORKERS INDEX has decreased and is -0.08 (for two months in a row, the value was -0.05). The share of respondents reporting a reduction in the number of workers has increased slightly, from 9.4% to 12%. The share of those who indicated an increase has also almost not changed and is 1.5% (it was 2.8%). The share of those for whom nothing has changed is 86.5% (it was 87.8%).

Size. The least number of workers reduction is reported in large (-0.05) and medium (-0.08) enterprises. The indicator for small (-0.17) and micro-enterprises (-0.14) is significantly lower.

Region. The highest and most positive value of the indicator is in Ternopil (0.10) and Zakarpattya (0.03) regions. The most frequent reductions in employment are reported in Sumy (-0.50) and Volyn (-0.30) regions.

Sector. The indicator for metalworking and food processing (-0.07 each) is the highest. The indicator for the construction materials production is the lowest (-0.24).

Expected changes in the number of workers

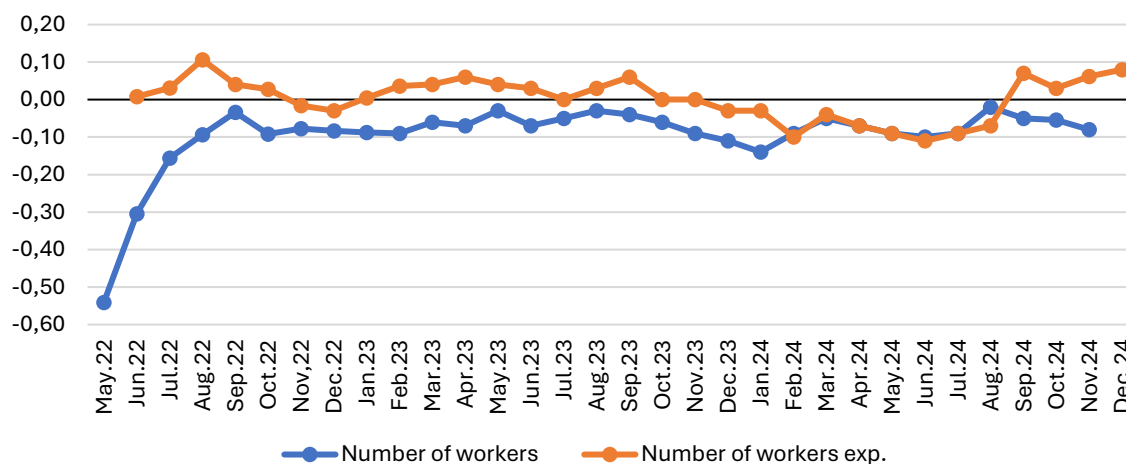
The indicator of expectations regarding the number of workers is gradually increasing: the INDEX OF EXPECTED CHANGES IN THE NUMBER OF WORKERS increased slightly, from 0.06 to 0.08. There were no significant changes in the percentage distribution. The share of respondents who plan to increase the number of workers has not changed significantly and is 14.1% (it was 13.8%), and the share of those who expect a reduction in the number of workers has also remained unchanged, at 6.8% (it was 6.9%). The share of those who do not plan changes is 79.2% (it was 79.3%).

Size. The least talk about further reductions in the number of workers is in microenterprises (0.04). The indicator of large enterprises is 0.07. The indicator of small and medium-sized enterprises is the same and is 0.08.

Region. The value of the index of expected changes in the number of workers depends significantly on the region of location of the enterprise. The highest value of the indicator is in Zakarpattya (0.90) and Cherkasy (0.89) regions. The lowest values of the indicator are in Zhytomyr (-0.32) and Dnipropetrovsk (-0.35) regions.

Size. The highest index of expectations is for woodworking (0.18) and light (0.14) industries. The expectation index for metalworking (-0.18) is the lowest.

Fig.26. Number of workers indices



WORKERS ON FORCED LEAVE

Changes compared to the previous month

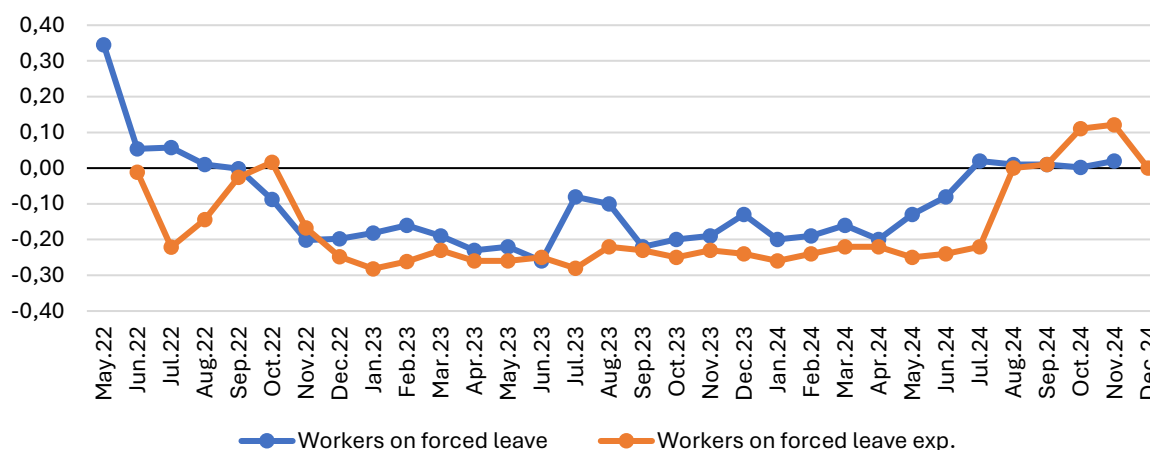
The rate of reduction in the number of workers on forced leave is slowing down. The NUMBER OF WORKERS ON THE FORCED LEAVE index in November compared to October did not change significantly and is 0.02 (zero in October and 0.01 in September and August). There were no significant changes in the percentage distribution. The share of those who increased the number of such workers increased slightly, from 3.9% to 5.4%. The share of those who reduced their number did not change significantly and is 3.9% (it was 4.1%). The share of those for whom nothing changed over the past month decreased slightly, from 92.3% to 90.5%.

Size. The indicator of microenterprises (-0.12) is the lowest with the only negative value. The indicator of large (0.00) and medium (0.02) enterprises is approximately the same. The indicator of small enterprises has the highest value, which is 0.06.

Region. The highest increase in the indicator among different regions is observed for enterprises in Sumy (0.71), Ternopil (0.10), and Chernihiv (0.09) regions, and the decrease in the number of workers on forced leave is most often reported in Kharkiv (-0.15) and Chernivtsi (-0.11) regions.

Sector. The highest indicators of the number of workers on forced leave are in the chemical industry (0.07) and metalworking and construction materials production (0.05 for each sector). The indicator of the mechanical engineering and woodworking industry (-0.04 for each sector).

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 expect a significant decrease in their numbers in the next three months. The INDEX OF EXPECTED CHANGES IN THE NUMBER OF WORKERS ON FORCED LEAVE has decreased significantly, from 0.12 to zero. The share of enterprises that expect an increase in the number of workers on forced leave has dropped from 14.4% to 4.2%. The share of those who believe that the number of such workers at their enterprise will decrease has increased slightly, from 3% to 5%. The share of those who believe no changes will occur has increased from 82.6% to 90.8%.

Size. The indicator for micro (-0.03) and large (-0.02) enterprises has a negative value. The indicator for small and medium-sized enterprises is the same and equals zero.

Region. The expectations indicator for Sumy (0.54), Ternopil (0.11), and Vinnytsya (0.08) regions is the highest. The indicator for Kharkiv (-0.15) and Chernivtsi regions (-0.12) has the lowest value.

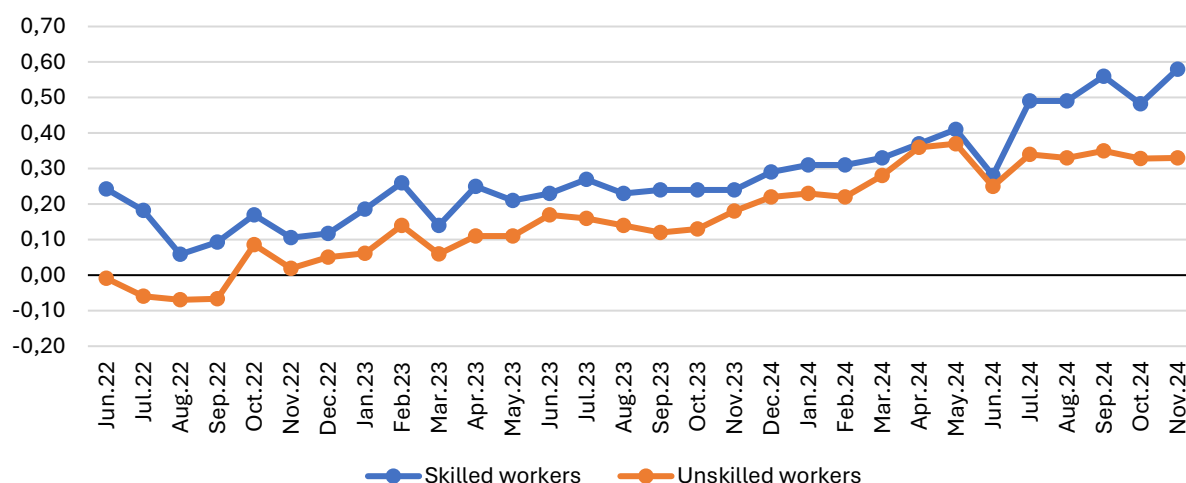
Sector. The highest is the indicator of expectations regarding the increase in the number of workers on forced leave for light industry (0.06) and metalworking (0.05). The lowest is the indicator for mechanical engineering (-0.09).

SKILLED AND UNSKILLED WORKERS

In November 2024, the difficulty in finding skilled workers increased, while the indicator for unskilled workers has not changed significantly for several months in a row. The value of the INDEX OF FINDING SKILLED WORKERS increased from 0.48 to 0.58. The value of the INDEX OF FINDING UNSKILLED WORKERS did not change, and for the second month in a row, the indicator is 0.33.

The share of enterprise managers who indicated that it is more difficult to find skilled workers has increased slightly (from 51.9% to 55.5%), and the share of those who find it more difficult to find unskilled workers has also increased slightly (from 34.8% to 38.9%). The share of those who find it easier to find skilled workers has decreased (from 3.7% to zero), and the share of those who find it easier to find unskilled workers has increased (from 4.3% to 9.2%). At the same time, the share of those who do not feel any changes in the search for skilled workers has not changed significantly and is 44.5% (it was 44.4%), and for unskilled workers, this percentage has decreased from 61.0% to 51.9%.

Fig.28. Skilled and unskilled workers indices



Skilled workers

Size. Depending on the size, it is most difficult to find such workers for large (0.71) enterprises. The indicator for small enterprises is 0.58. The indicator for medium-sized (0.47) and micro-enterprises (0.44) is significantly lower and approximately the same.

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

Sector. Metalworking and mechanical engineering have the greatest difficulties in finding skilled workers (0.64 for each industry). It is easiest to find skilled workers for the chemical (0.28) industry.

Unskilled workers

Size. It is more difficult to find unskilled workers for large (0.44) enterprises. The indicator for medium (0.27) and small (0.26) enterprises is much lower and approximately the same. It is easiest for small (0.18) enterprises to find unskilled workers.

Region. It is most difficult to find unskilled workers in Dnipropetrovsk, Zhytomyr, and Poltava (1.00 for each) regions. It is easiest to find such workers in Sumy (-0.56), Zakarpattya (-0.47), and Cherkasy (-0.25) regions, whose indicators have a negative value.

Sector. The highest indicators for finding unskilled workers are observed for the food (0.45) industry and mechanical engineering (0.38). It is easiest to find unskilled workers for the woodworking (0.03) industry.

SPECIAL PART OF THE SURVEY

THE IMPACT OF WAR ON ENTERPRISES

Challenges for businesses in wartime

In November 2024, the most acute obstacle to business caused by the full-scale Russian invasion was again the lack of labor due to **conscription or worker migration** - 64%. The share of enterprises facing this problem increased significantly in autumn (in September -61%, in October -57%), returning to the values of August - 63%. This may be a sign of increased mobilization processes and the moving of employees abroad.

The second place in the rating of obstacles to business in November was taken by the **work hazards**, with a difference of 10%. 54% of enterprises faced this problem; in October, the percentage was slightly higher when it was indicated by 62% of respondents.

The third place in the rating of obstacles to business caused by the full-scale Russian invasion in November was taken by such a problem as the **increase in price for raw materials and supplies**. This obstacle was relevant for 48% of enterprises, which is the highest value for 2024.

Power, water, or heating supply outages ranked fourth in the ranking of obstacles to business caused by a full-scale war. This was a problem for 34% of enterprises, which is significantly more than in October 2024, when this share was 22%. The worst situation was in the summer (in July -78%, in August and June -65%) when the problem reached peak values due to massive shelling of infrastructure.

The problem of **reduced demand for products/services** ranked fifth in the ranking of obstacles. This problem was experienced by 32% of enterprises, which is slightly less than in October 2024, when this share was 34%.

Difficulties transporting raw materials or goods across the territory of Ukraine were reported by 12% of respondents in November, as a result of which this obstacle took sixth place in the ranking of obstacles. The share of enterprises that encountered difficulties 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 and including October: in August, this indicator rose to 21%; in September, it was 17%, and in October, it also remained at 17%. The problem of **supply chain disruption** is also in sixth place - 12%.

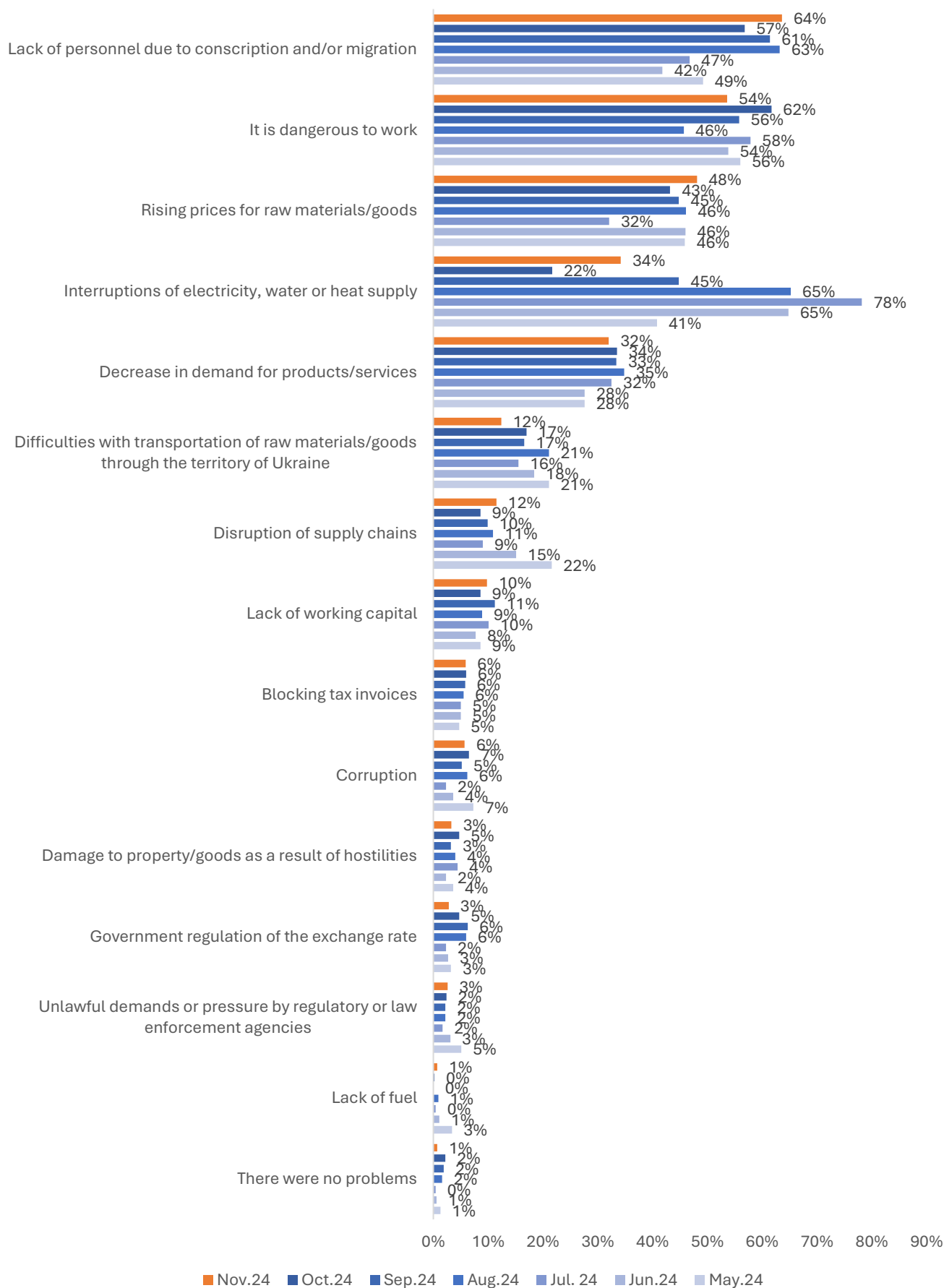
The seventh most common problem is a **lack of working capital**, reported by 10% of businesses in November. The problem remained at 9–11% throughout the period.

The eighth place in this ranking was shared between such obstacles as **blocking tax invoices** and **corruption**, reported by 6% of enterprises each.

The tenth place in the ranking of obstacles in November was shared by three problems: **damage to property or goods as a result of military actions**, **state regulation of the exchange rate**, and **unlawful demands or pressure from regulatory or law enforcement agencies**. Each of them was indicated by 3% of respondents. Only 1% of enterprises reported such obstacle as a lack of fuel.

In addition, 1% of enterprises surveyed in November 2024 said they did not encounter any obstacles.

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



Challenges for businesses by sector. In November, large enterprises most often reported such an obstacle as a lack of labor - 72%; and 44%, 58%, and 70% of micro, small, and medium-sized enterprises, respectively, reported this problem. Large enterprises also often reported work hazards - 72%. While 37%, 45%, and 54%, respectively, of micro, small, and medium-sized enterprises reported this problem.

Micro enterprises are most affected by the increase in price for raw materials and supplies - 65%, while 50%, 44%, and 44%, respectively, of small, medium, and large companies faced this obstacle. Also, micro-enterprises are most affected by the decrease in demand for products/services - 42%, while among small, medium, and large enterprises, this share is 34%, 34%, and 22%, respectively.

Micro enterprises also face **disruption of supply chains** (16.9%) and **blocking of tax invoices** (13.6%).

Challenges for businesses by sector. Businesses operating in the metallurgy (67%), chemical industry (64%), machine building (66%), and food industry (62%) most often reported that it was unsafe to work.

In the woodworking industry, food industry, construction industry, light industry, and metal and metalworking industries, labor shortages due to mobilization or worker migration are reported much more often than among other industrial enterprises (more than 60%). This problem is also acutely felt in the construction materials production and chemical industries (more than 50%).

Woodworking and light industry enterprises complain more often than other enterprises about rising prices for raw materials and supplies (more than 50%).

In November, machine building, food industry, construction materials production, and metallurgy enterprises most often reported the negative impact of power, water, or heat supply outages on their activities (more than 35%)³.

Challenges for businesses by region. Electricity, water, or heat supply outages in November were a particularly acute problem for businesses in Dnipropetrovsk, Poltava, Ternopil, Chernihiv, and Kharkiv regions and Kyiv city (more than 50% of respondents)⁴.

All surveyed enterprises in the Lviv region (100%) complain about the shortage of labor due to the full-scale war. In addition, more than 80% of enterprises in Dnipropetrovsk, Zhytomyr, Zakarpattya, Poltava, Volyn, Chernivtsi, and Cherkasy regions reported this problem.

The highest shares of businesses that faced rising prices for raw materials and supplies were recorded in Zhytomyr, Chernivtsi regions, and Kyiv city - more than 80%. Enterprises in Dnipropetrovsk, Zaporizhzhya, and Poltava regions most often said that working was dangerous (more than 90%).

The war impact on capacity/production volumes

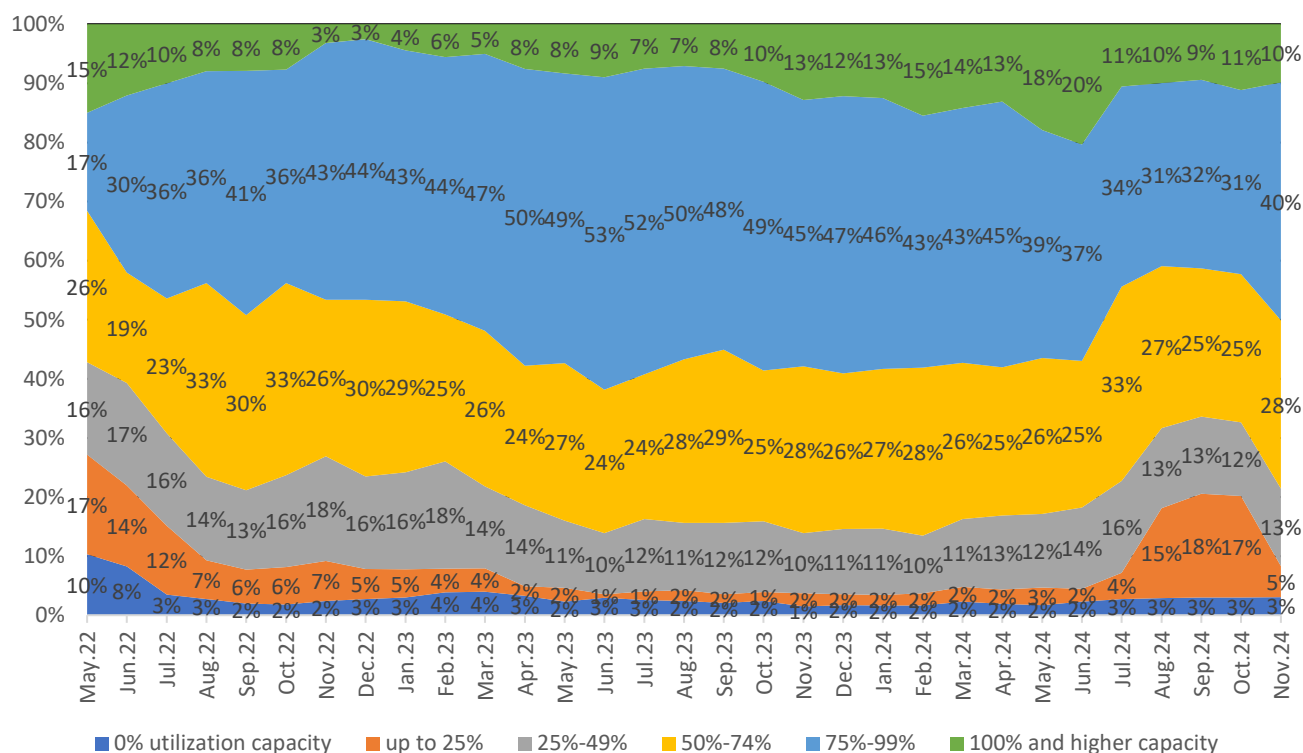
In November 2024, only 10% of enterprises reported operating at full capacity (100% or more), which is approximately at the level of previous months (11% in October and 9% in September). At the same time, the share of enterprises operating at almost full capacity (75% - 99%) was 40% (31% in October).

As a result, the **total share of enterprises operating at almost full and full capacity was only 50%** (42% in October, 41% in September). **That is, the situation has improved compared to several previous months but remains worse compared to spring and early summer (in particular, it was 57% in June).** For comparison, the corresponding indicator was the highest for all waves of the survey in June 2023 – 62%.

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.

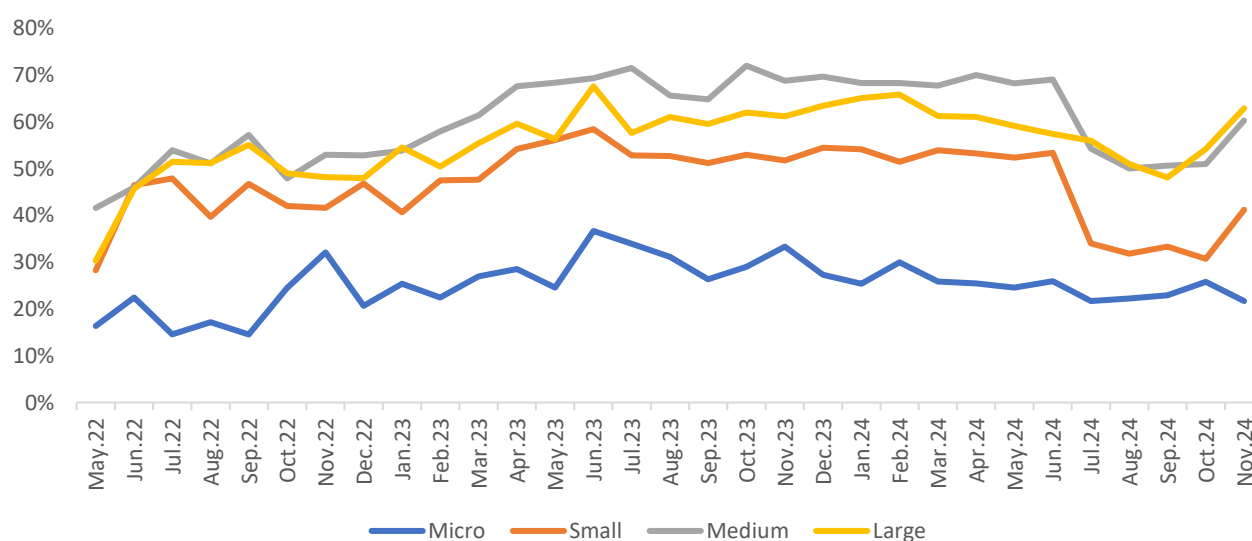
⁴ Regions in which no enterprises were surveyed are not included in the comparison (for more details, see the "Sample" section) and Ivano-Frankivsk region, where the number of respondents was insufficient for a comparative analysis.

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



In November, 3% of surveyed enterprises reported that they had ceased their activities during the war. This indicator has remained low since July 2022, in the range of 2% - 4%. Only 5% of enterprises operated at less than 25% of pre-war production capacity in November, while in October, the figure was 17%. In addition, 13% of enterprises operated at 25% - 49% of pre-war production capacities in November (12% in October). **As a result, in November, every fifth (21%) enterprise operated at less than half of its capacity or did not operate at all compared to pre-war times.**

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, %)



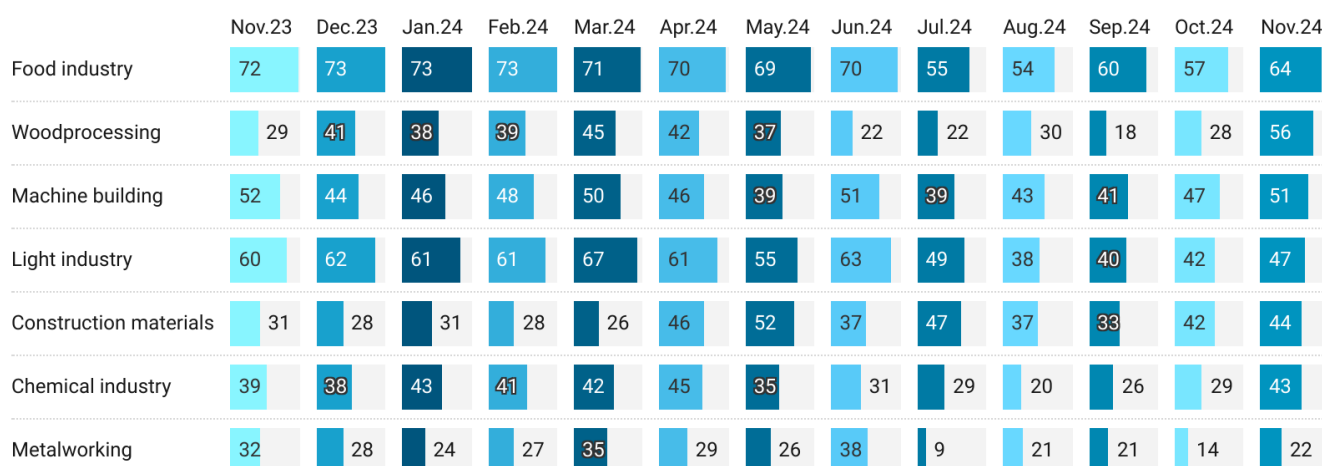
Results for business by size. In November 2024, the level of capacity utilization increased for all business size categories except microenterprises. The share of small enterprises operating at near-full and full capacity increased from 31% in October to 41% in November. Among medium-sized enterprises, the figure increased to 60% (from

51% in October), and among large enterprises, it increased to 63% (from 54%). At the same time, for microenterprises, the corresponding figure decreased from 26% in October to 22% in November.

As of November 2024, 13% of microbusiness representatives were not working, which is at the level of September-October (13%). Also, 4% of small enterprises 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 the leader in the recovery of the processing industry. In November 2024, 64% of food industry enterprises worked at almost full and full capacity (57% in October). The woodworking industry is in second place with a record level of utilization - 56% of enterprises at full and almost full capacity, which is twice as high as in October (28%). The previous highest result of the industry was in February 2024 - 45%. Due to the faster growth of woodworking, mechanical engineering was in third place - the corresponding figure was 51% (it was 47% in October). The light industry is in fourth place: 47% of enterprises were at a high level of utilization in October (42% in October). At the same time, the lowest level of production capacity utilization remains in metallurgy and metalworking (only 22% in November worked at a high capacity).

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



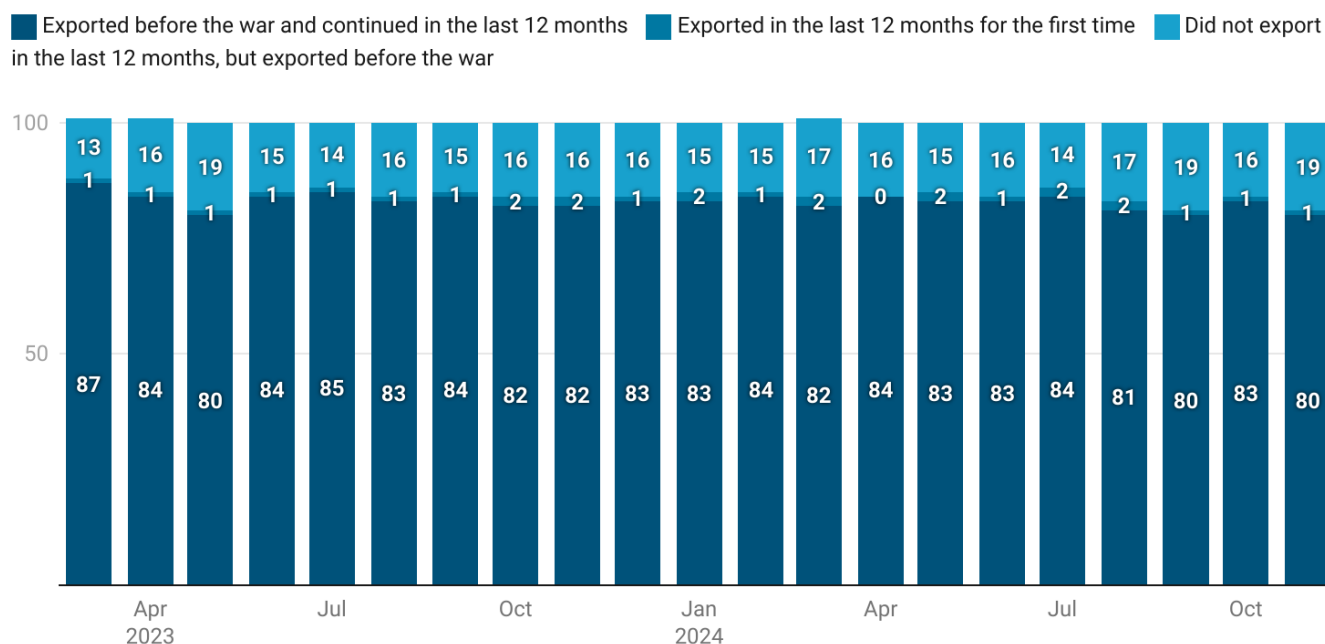
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Results by region. In October, low levels of production capacity utilization were observed in most regions. All or almost all enterprises continued to operate at almost full capacity in November only in Vinnytsya (100%), Poltava (100%), Rivne (100%), and Cherkasy (100%) regions. The situation remains difficult in the front-line Zaporizhzhya and Kharkiv regions, where, respectively, only 3% and 15% of enterprises operated at high levels of capacity utilization.

THE WAR IMPACT ON THE ENTERPRISES' EXPORT ACTIVITIES

In the thirty-first wave of the survey, **62% of all respondents reported being or were exporters. At the same time, 32% of enterprises had never exported, and 6% were unable to answer the question.**

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

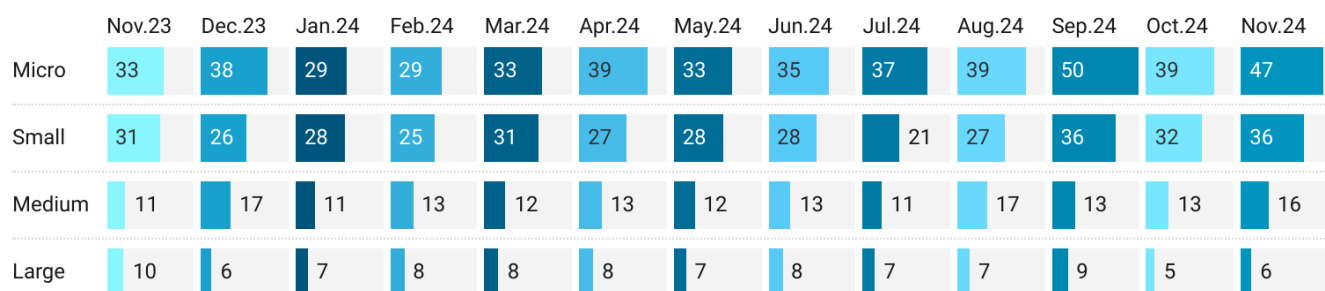


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As of November 2024, **80% of exporters surveyed indicated that they exported before the war and continued to export over the past 12 months.** Another 1% of enterprises first started exporting during the war (over the past 12 months). At the same time, 19% of enterprises exported before the war but had no exports over the past 12 months. In October 2024, the share of active exporters was approximately at the level of previous months (It was, on average, 80% - 84% over the past year). Ukrainian businesses have reached a certain level of export activity recovery because some businesses cannot overcome new challenges to resume exports.

Results for business by size. According to the results of November 2024, a pattern was again recorded regarding the state of export activity, depending on the size of the enterprise. Among microbusinesses, 47% 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 – 36%. The situation is somewhat better among medium-sized exporters: 16% of respondents have not exported in the last 12 months. The best situation is among large businesses, for which the corresponding indicator was only 6%. Thus, large businesses are traditionally the leader in export activity recovery.

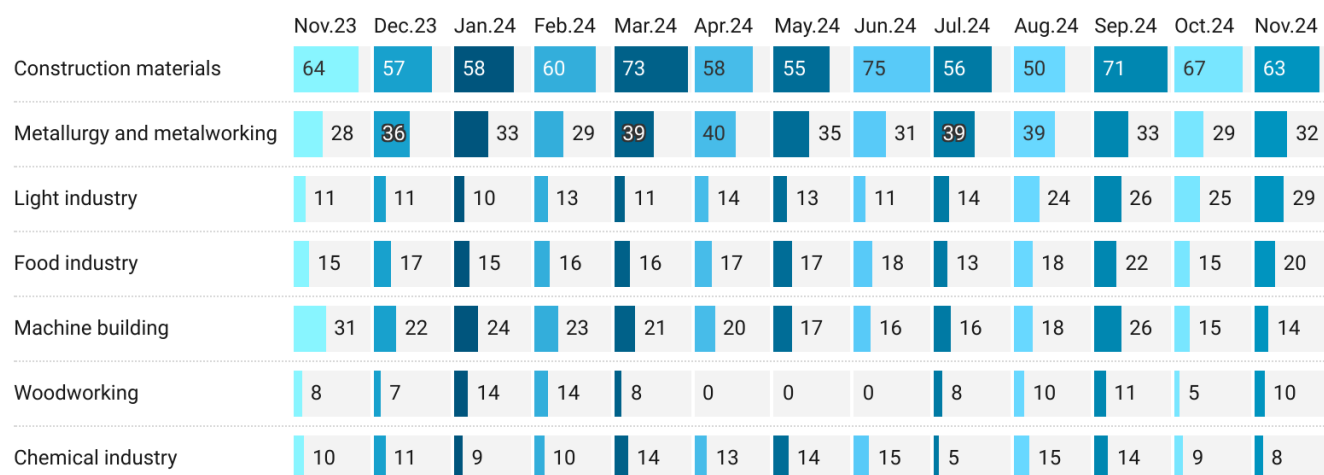
Fig.34. Share of exporters who did not export during the last 12 months, by size of enterprises (% of exporters surveyed)



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Results for business by sector. The data obtained indicate that the most difficult situation with export recovery remains in the construction materials industry. For example, 63% of enterprises in the sector indicated that they exported before the full-scale invasion but had no exports over the past 12 months. The situation is also difficult in metallurgy (the corresponding figure is 32%). In contrast, the best situation is in the chemical and woodworking industries, in which only 8% and 10% of respondents, respectively, had no exports over the past 12 months. In the food industry, which is generally the leader in restoration, the corresponding figure is 20%.

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



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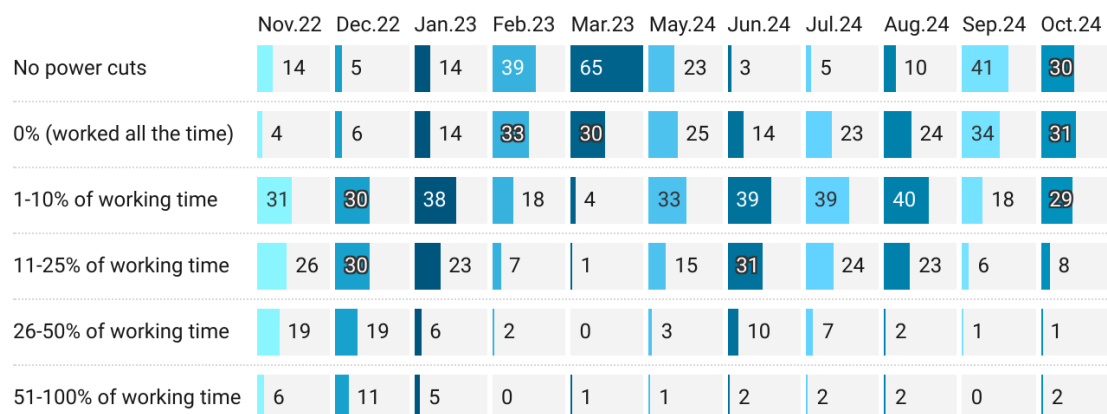
Results by region. Throughout all waves of the monthly survey, the available data do not allow conclusions about clear regional patterns due to insufficient coverage of subsamples in certain regions. However, in some regions, all enterprises (among those able to answer) resumed exports, for example, in Vinnytsya, Kyiv, Odesa, Poltava, Rivne, and Cherkasy regions. The most difficult situation remains in the Dnipropetrovsk and Zhytomyr regions, where 72% and 65%, respectively, did not export during the last 12 months, although they exported before the war.

IMPACT OF POWER OUTAGES

During the thirty-first wave of the survey, industrial enterprises were again asked to assess the impact of power supply problems on their operations. **In October 2024⁵ power outages became slightly more problematic for businesses compared to the previous month, but the problem remained much less noticeable than in the summer. In October, 39% of enterprises temporarily suspended work due to power outages (for comparison, 66% in August and 25% in September).** At the same time, 30% of enterprises had no power outages (41% in September). In addition, 31% of enterprises worked all the time, even if during outages. However, 29% of enterprises stopped work for only 1-10% of working time, and 8% - for 11-25% of working time. **An insignificant share of enterprises with the most critical losses (more than half of working time) - only 2% of enterprises. As a result, on average, businesses lost 6% of their total working hours due to power outages in October 2024.** This is slightly higher than in September (4%), but the level of losses is low compared to the massive outages of the summer. However, the situation varies somewhat depending on the size of the business, industry, and region.

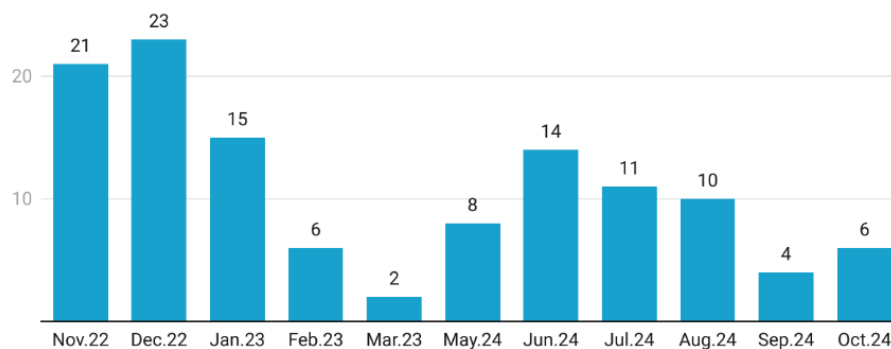
⁵ As part of the survey, the question about lost working time is asked about the previous month that has already ended. That is, in November, respondents were asked about the loss of working time in October.

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



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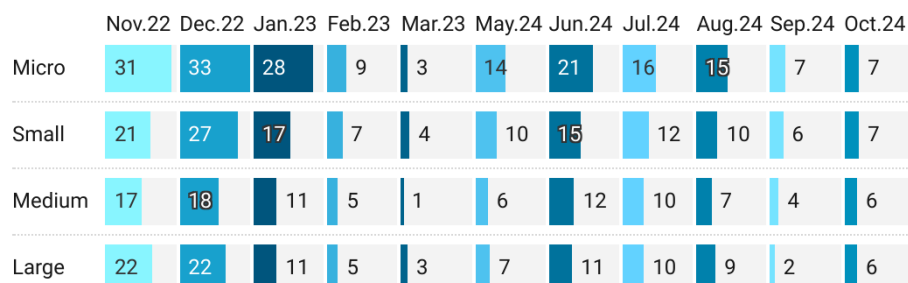
Fig. 37. Average % of time losses due to power outages, by month



Created with Datawrapper

Business results by size. The situation is different for enterprises of different sizes. For example, there were no outages in 36% of micro, 27% of small, 27% of medium, and 37% of large enterprises. At the same time, 32% of micro, 27% of small, 34% of medium, and 30% of large enterprises continued to work even during outages. Small businesses continue to suffer the greatest losses from Russia's terrorist attacks on energy infrastructure. **Micro and small enterprises in October 2024, on average, lost 7% of working time.** Losses of large and medium enterprises amounted to an average of 6%. It should be noted that the increase in average losses occurred primarily at the expense of larger businesses.

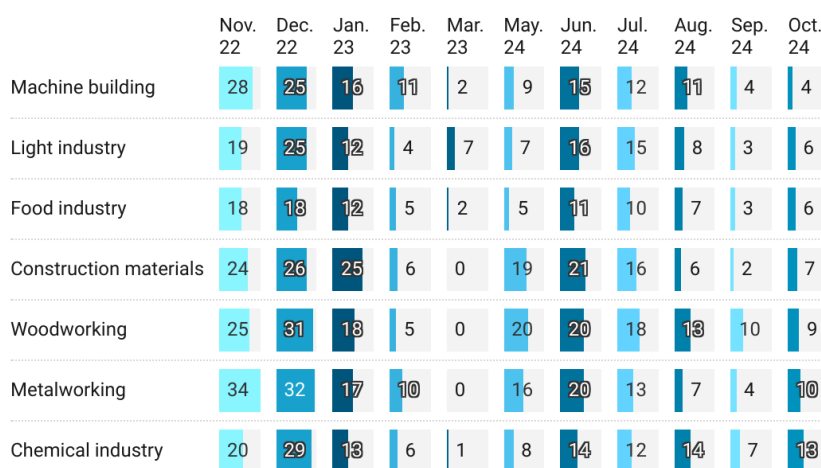
Fig. 38. Average % of enterprises' time losses (by size), % of respondents



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Business results by sector. The lowest average working time losses due to power outages were recorded in mechanical engineering (4%), food (6%), and light industry (6%). However, the situation is much worse in some sectors. In particular, in the chemical industry, the average time losses were 13%, and in metallurgy - 10%.

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



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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 Vinnytsya (25%), Sumy (15%), Dnipropetrovsk (15%) and Kharkiv (13%) regions. However, in half of the regions, the average losses are below 5%. There were no losses in Zaporizhzhya, Kyiv, Chernihiv, and Ivano-Frankivsk regions.

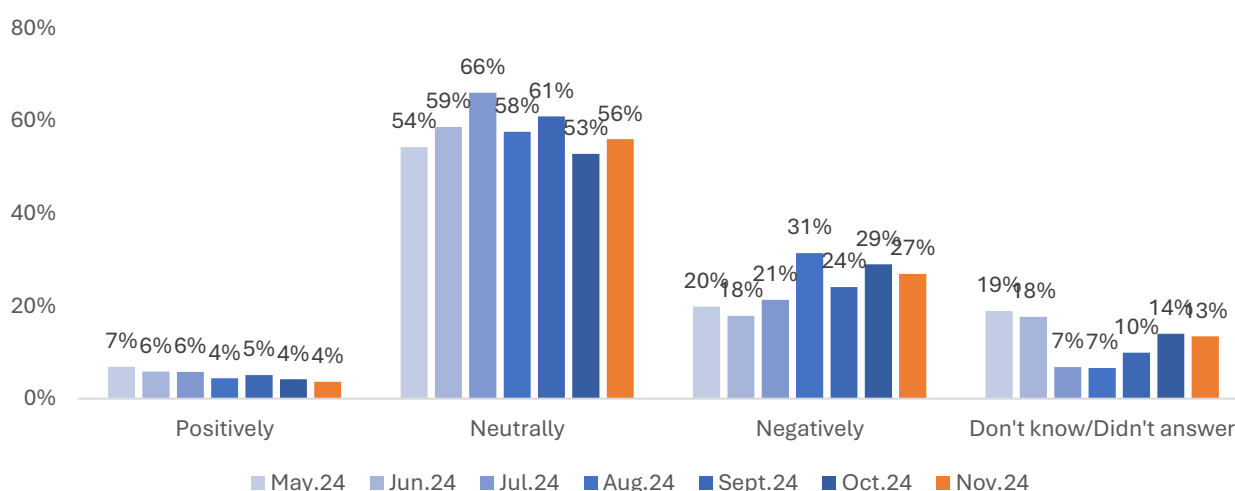
GOVERNMENT POLICY

Assessment of government policy to support business

In November, the share of positive assessments of the government's business support policy was 4%. It did not change compared to the previous month. The level of positive assessments of this policy has not exceeded 8% for about a year, and the share of 4% recorded in August, October, and November became the lowest indicators for the entire period of this survey, the first wave of which was conducted in May 2022.

The share of neutral assessments of this policy increased from 53% in October to 56% in November, while the share of negative assessments decreased again from 29% to 27%. The remaining 13% of respondents were unable to assess this policy. This share almost did not change compared to October, when there were 14% of such respondents.

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 for the first time slightly worsen 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 4% of respondents, while among microbusinesses, this share was 5%.

In addition, representatives of small 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 this policy, while among respondents representing micro, medium, and large businesses, the corresponding share is 30%, 24%, and 16%.

Assessment of government policy on business support by sector. Representatives of the chemical industry are most likely to give positive assessments of state business support policies (11%)⁶.

Among enterprises in the construction industry, one of the highest shares of negative assessments of this policy was recorded (36%). This policy is also often negatively assessed by enterprises in the woodworking industry - 30%.

Assessment of government policy on business support by region. The highest level of positive assessments of government policy to support business in November 2024 was recorded in the Kirovohrad region (19% of respondents).

At the same time, the largest shares of negative assessments are among businesses in Vinnytsya, Zhytomyr, Sumy, Dnipropetrovsk, Ternopil regions, and Kyiv city (more than 50%).

⁶ 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 31th 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.

Such indices help control 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 the enterprises.

The field phase of the survey lasted from November 18 to 29, 2024.

SAMPLE

A total of 468 enterprises were surveyed in the 31th 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 surveyed⁷.

The majority of the sample consisted of industrial enterprises – 409 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 28 to trade (6% of the sample). 14 enterprises, or 4% of the sample, work in the service sector. And five enterprises (1.1%) 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) – 63 or 13% of the sample, small (from 11 to 50 workers) – 140 or 30% of the sample, medium-sized (from 51 to 250 workers) – 158 or 34% of the sample, and large (more than 250 workers) – 107 or 23% of the sample.

⁷ 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-	63	13%
Small	140	30%
Middle	158	34%
Large	107	23%
TOTAL	468	100%

Sector/ industry

	Number	Share of sample
Agriculture	12	2,6%
Metal production and metalworking	27	5,8%
Chemical industry	36	7,7%
Mechanical engineering	57	12,2%
Woodworking industry	33	7,1%
Construction materials production	25	5,3%
Food industry	141	30,1%
Light industry	47	10,0%
Printing industry	4	0,9%
Other industries	39	8,3%
Construction	5	1,1%
Trade	28	6,0%
Services	14	3,0%
TOTAL	468	100%

Performance indicators of enterprises and business environment by size, indices (November 2024)

	Total	Micro	Small	Middle	Large
Production	0,12	-0,22	-0,06	0,04	0,35
Expected changes in production	0,30	0,07	0,19	0,30	0,38
Sales	0,14	-0,24	-0,06	0,09	0,35
Expected sales changes	0,31	0,09	0,20	0,30	0,39
Export	0,12	-0,30	-0,10	0,05	0,25
Expected changes in exports	0,27	-0,14	0,10	0,26	0,33
Account receivables	-0,09	0,02	-0,17	-0,13	-0,03
Expected changes in account receivables	-0,12	-0,27	-0,22	-0,17	-0,03
Account payables	-0,14	-0,19	-0,28	-0,17	-0,04
Expected changes in accounts payable	-0,16	-0,21	-0,28	-0,19	-0,08
Tax arrears	-0,15	-0,18	-0,26	-0,20	-0,07
Expected changes in tax arrears	-0,17	-0,24	-0,26	-0,20	-0,09
Stocks of raw materials	0,03	-0,07	-0,14	-0,03	0,18

	Total	Micro	Small	Middle	Large
Expected changes in stocks of raw material	0,17	0,07	0,00	0,13	0,30
Stocks of finished goods	-0,07	-0,14	-0,08	-0,13	-0,01
Expected changes in stocks of finished goods	0,04	-0,21	0,02	0,03	0,07
New orders	0,06	-0,23	-0,07	0,01	0,22
Expected changes in new orders	0,32	0,15	0,17	0,30	0,43
Purchase prices	0,36	0,33	0,41	0,28	0,39
Expected changes in purchase prices	0,44	0,24	0,39	0,41	0,47
Domestic sales prices	0,34	0,21	0,38	0,27	0,38
Changes in the domestic sales prices	0,44	0,16	0,39	0,43	0,47
Number of workers	-0,08	-0,14	-0,17	-0,08	-0,05
Expected changes in the number of workers	0,08	0,04	0,08	0,08	0,07
Number of workers on forced leave	0,02	-0,12	0,06	0,02	0,00
Expected changes in the number of workers on forced leave	0,00	-0,03	0,00	0,00	-0,02
Skilled workers	0,58	0,44	0,58	0,47	0,71
Unskilled workers	0,33	0,18	0,26	0,27	0,44
Business activity assessment	0,10	-0,22	0,03	0,08	0,21
Expected changes in business activity	0,21	0,02	0,12	0,16	0,32
Assessment of the business environment	0,05	-0,28	-0,05	0,02	0,17
Expected changes in the business environment	0,17	-0,05	0,01	0,15	0,30
Do you plan to expand your company's activities in the next two years	0,14	0,13	0,06	0,16	0,17
How do you assess your company's business activity in the current month, compared to the same period last year in 2023?	0,23	-0,25	0,12	0,23	0,36

Performance indicators of enterprises and business environment by sector, indices (November 2024)

	Total	Metal production and metalworking	Chemical Industry	Engineering	Woodworking industry
Production	0,12	-0,15	0,08	-0,04	0,12
Expected changes in production	0,30	-0,11	0,14	0,31	0,33
Sales	0,14	-0,15	0,06	-0,02	0,24
Expected sales changes	0,31	-0,15	0,14	0,30	0,33
Export	0,12	0,00	0,14	-0,16	0,11
Expected changes in exports	0,27	-0,14	0,18	0,20	0,21
Account receivables	-0,09	-0,17	-0,12	-0,20	0,00

	Total	Metal producti on and metalw orking	Chemical Industry	Engineerin g	Woodwor king industry
Expected changes in account receivables	-0,12	-0,29	-0,17	-0,05	0,00
Account payables	-0,14	-0,23	-0,18	-0,26	0,00
Expected changes in accounts payable	-0,16	-0,35	-0,22	-0,13	-0,11
Tax arrears	-0,15	-0,14	-0,21	-0,32	0,00
Expected changes in tax arrears	-0,17	-0,23	-0,20	-0,14	-0,12
Stocks of raw materials	0,03	-0,15	-0,06	-0,16	-0,06
Expected changes in stocks of raw material	0,17	-0,04	0,17	0,04	0,19
Stocks of finished goods	-0,07	-0,15	0,17	-0,24	-0,13
Expected changes in stocks of finished goods	0,04	-0,11	-0,03	0,02	0,19
New orders	0,06	-0,19	-0,03	-0,05	0,21
Expected changes in new orders	0,32	-0,14	0,19	0,24	0,31
Purchase prices	0,36	0,26	0,17	0,33	0,45
Expected changes in purchase prices	0,44	0,35	0,35	0,39	0,41
Domestic sales prices	0,34	0,11	0,19	0,30	0,39
Changes in the domestic sales prices	0,44	0,33	0,38	0,39	0,45
Number of workers	-0,08	-0,07	-0,11	-0,19	-0,09
Expected changes in the number of workers	0,08	-0,18	0,12	0,04	0,18
Number of workers on forced leave	0,02	0,05	0,07	-0,04	-0,04
Expected changes in the number of workers on forced leave	0,00	0,05	0,00	-0,09	0,00
Skilled workers	0,58	0,64	0,28	0,64	0,62
Unskilled workers	0,33	0,29	0,11	0,38	0,03
Business activity assessment	0,10	-0,08	0,19	-0,06	0,00
Expected changes in business activity	0,21	-0,26	0,23	0,18	0,20
Assessment of the business environment	0,05	-0,19	0,09	-0,13	0,03
Expected changes in the business environment	0,17	-0,26	0,20	0,13	0,16
Do you plan to expand your company's activities in the next two years	0,14	0,05	0,25	0,14	0,25
How do you assess your company's business activity in the current month, compared to the same period last year in 2023?	0,23	-0,12	0,33	0,10	0,14

	Total	Construction materials productions	Food Industry	Light industry	Printing industry
Production	0,12	-0,12	0,15	0,06	0,50
Expected changes in production	0,30	0,16	0,36	0,20	0,25
Sales	0,14	-0,16	0,16	0,09	0,50
Expected sales changes	0,31	0,16	0,40	0,23	0,25
Export	0,12	-0,11	0,22	0,08	0,00
Expected changes in exports	0,27	0,00	0,32	0,27	0,00
Account receivables	-0,09	-0,29	-0,16	0,03	0,67
Expected changes in account receivables	-0,12	-0,44	-0,14	-0,15	0,33
Account payables	-0,14	-0,41	-0,18	-0,12	0,00
Expected changes in accounts payable	-0,16	-0,44	-0,17	-0,12	0,00
Tax arrears	-0,15	-0,25	-0,20	-0,07	
Expected changes in tax arrears	-0,17	-0,35	-0,19	-0,10	0,00
Stocks of raw materials	0,03	-0,12	0,08	-0,09	-0,50
Expected changes in stocks of raw material	0,17	0,04	0,17	0,09	-0,25
Stocks of finished goods	-0,07	-0,08	-0,12	-0,11	0,00
Expected changes in stocks of finished goods	0,04	0,08	0,02	-0,11	0,00
New orders	0,06	-0,21	0,09	0,00	0,00
Expected changes in new orders	0,32	0,08	0,33	0,30	0,00
Purchase prices	0,36	0,21	0,34	0,45	0,25
Expected changes in purchase prices	0,44	0,29	0,49	0,30	0,00
Domestic sales prices	0,34	0,20	0,35	0,38	0,50
Changes in the domestic sales prices	0,44	0,29	0,50	0,26	0,00
Number of workers	-0,08	-0,24	-0,07	-0,09	-0,25
Expected changes in the number of workers	0,08	0,04	0,09	0,14	0,00
Number of workers on forced leave	0,02	0,05	-0,02	0,00	0,25
Expected changes in the number of workers on forced leave	0,00	-0,06	0,00	0,06	0,00
Skilled workers	0,58	0,59	0,60	0,56	0,50
Unskilled workers	0,33	0,32	0,45	0,24	0,25
Business activity assessment	0,10	0,09	0,14	0,02	0,25
Expected changes in business activity	0,21	0,20	0,30	0,08	0,33
Assessment of the business environment	0,05	-0,14	0,13	-0,04	0,00
Expected changes in the business environment	0,17	0,08	0,25	0,00	0,33

	Total	Construc tion material s producti ons	Food Industry	Light industry	Printing industry
Do you plan to expand your company's activities in the next two years	0,14	-0,13	0,13	0,18	0,00
How do you assess your company's business activity in the current month, compared to the same period last year in 2023?	0,23	0,30	0,30	0,14	0,50