



وزارة التخطيط التنموي والإحصاء  
Ministry of Development Planning and Statistics

# Business Confidence Index in the State of Qatar Q2 2017

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**Development Indicators Series**

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## Methodology

The Business Confidence Index (BCI) is based on international methodologies, especially the European Commission Methodology and the CESifo Group Munich Methodology.

The BCI measurement is based on six questions from which two sub-indices emerge (Current Situation Index and Future Situation Index).

These six questions that make up the sub-indices are centered on the following:

- Production size.
- Stock of finished products
- Prices of finished products of goods/services
- Business volume/ sales volume/ purchase orders.
- Labour force size.
- Profitability ratios

### Index Value

The index value ranges between (-100) and (+100) points. It reaches its maximum (+100) if the views of all surveyed enterprises are positive, whereas it reaches neutrality (zero) when positive and negative views are equal. If the index value is below (zero), this indicates a negative assessment of enterprises status in Qatar.

**For further information on methodology, please refer to issue No. 1.**

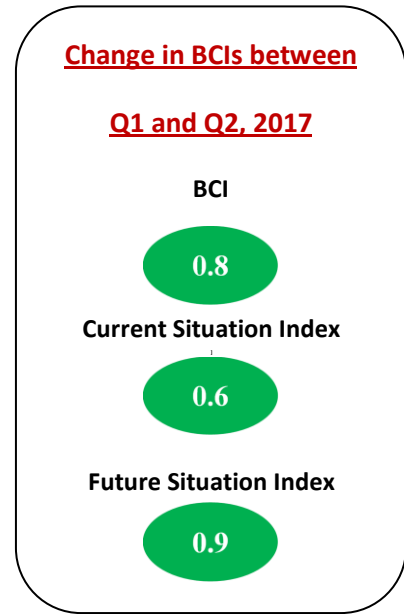
<http://www.mdps.gov.qa/en/statistics/Statistical%20Releases/Economic/ConfidenceIndex/BCI/2014/Q2/BCI-Q2-2014-Ar.pdf>

**Doha – July, 2017**

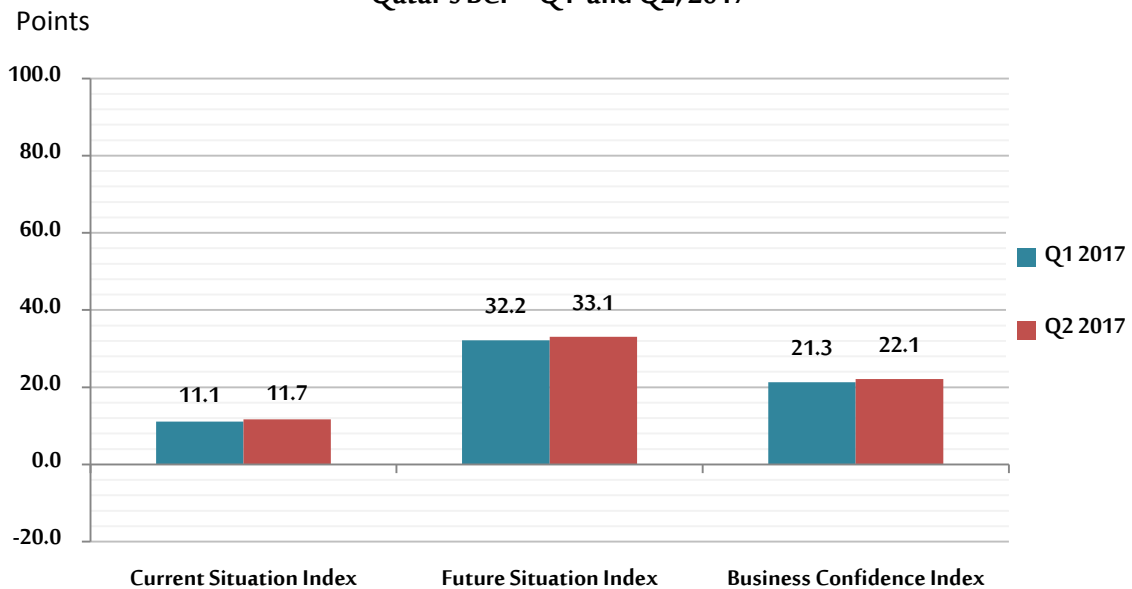
**Business Confidence Index in Qatar:**

In Q2, 2017, the Business Confidence Index (BCI) amounted to (22.1) points, an increase of (0.8) point from Q1, 2017.

In general, these results show that Qatari economy is strong and capable to cope with crises, especially the unjust and illegal land, sea and air blockade imposed on the State of Qatar by neighboring countries, thanks to the wise leadership that managed to turn siege into victory. Thus, companies have adopted a doubling production strategy to meet the needs of the local market.



**Graph (1)**  
**Qatar's BCI – Q1 and Q2, 2017**

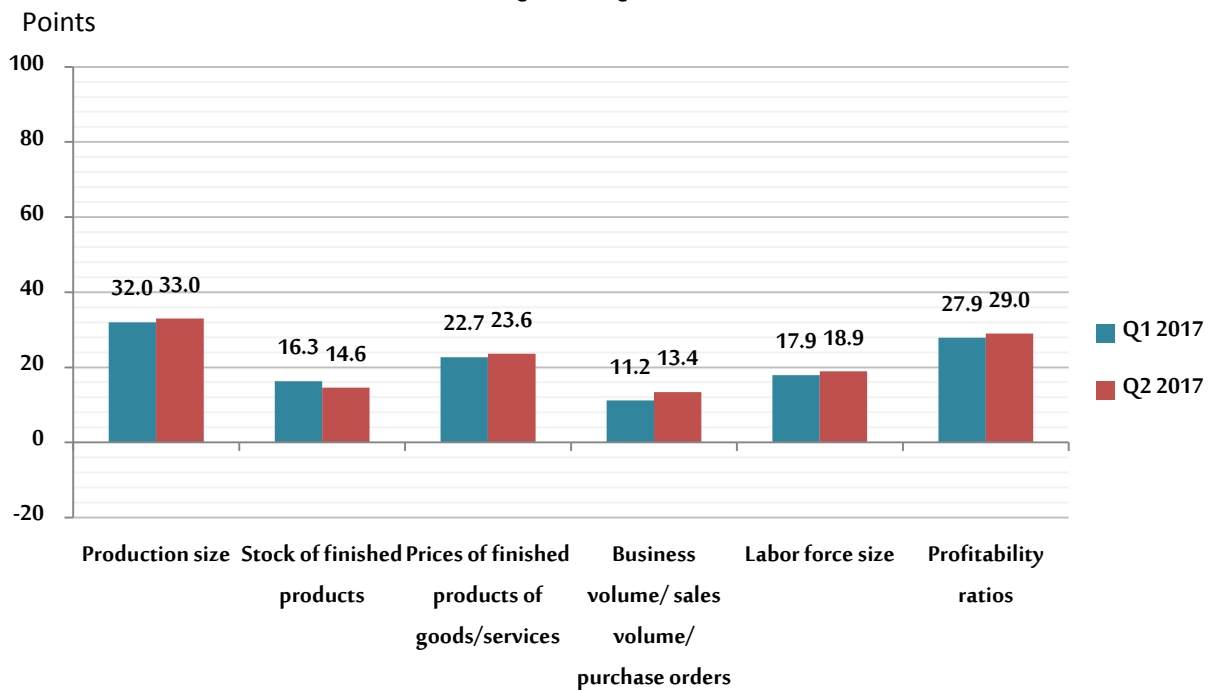


Sub-Indices for the Status of Qatar-Based Enterprises:

Sub-indices are the Current Situation Index and the Future Situation Index. The survey results indicate an increase of (0.6) point in optimism among Qatar-based enterprises over the current situation, recording (11.7) points, compared to (11.1) points in Q1, 2017. Similarly, the Future Situation Index recorded an increase of (0.9) point in optimism level among Qatar-based enterprises over the future situation, recording (33.1) points, compared to (32.2) points in Q1, 2017 (see Appendix, p16).

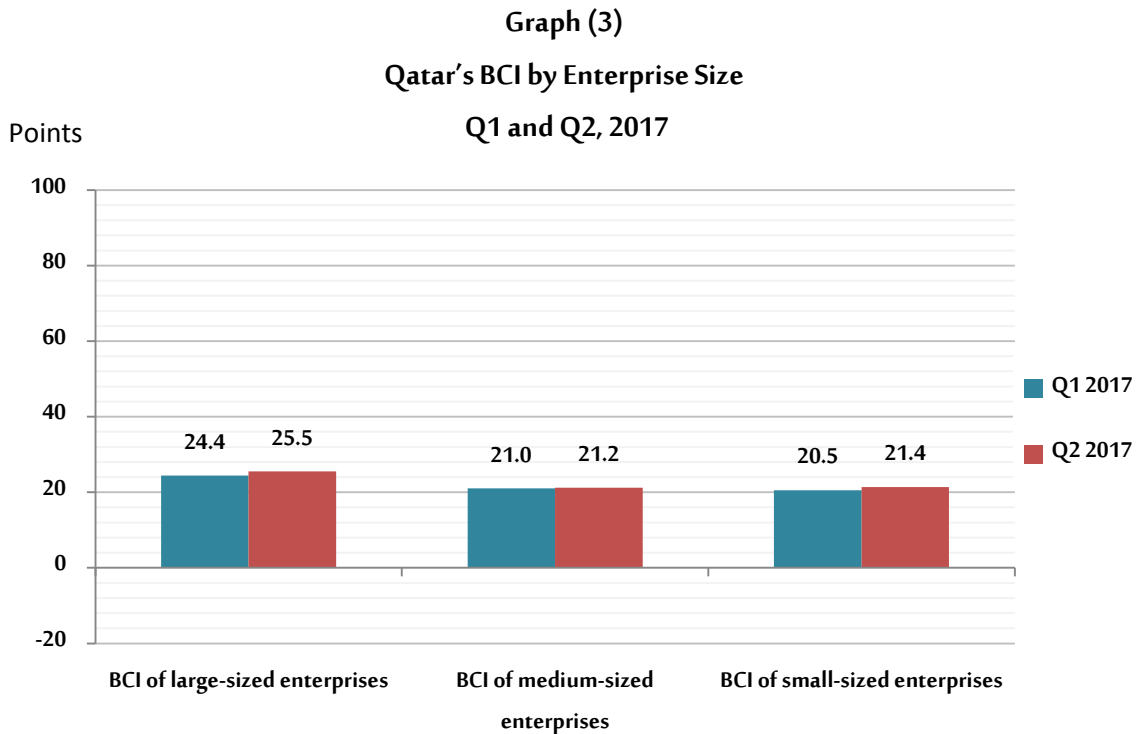
The surveyed business community sample expressed optimism over their business\sales volume, purchase orders, profitability ratios and volume of production. Whereas their optimism level declined over and stock volume of finished products in Q2, 2017, compared to Q1 of the same year. This is further detailed in Graph (2).

**Graph (2)**  
**Sub-Indices of Qatar-Based Enterprises Status**  
**Q1 and Q2, 2017**



BCI by Enterprise Size:

All small, medium and large-sized enterprises expressed their optimism over Qatar's economic conditions in Q2, 2017, recording (25.5), (21.4) and (21.2) points respectively, an increase of (1.1), (0.9) and (0.2) points respectively, compared to Q1, 2017, as shown in Graph (3).

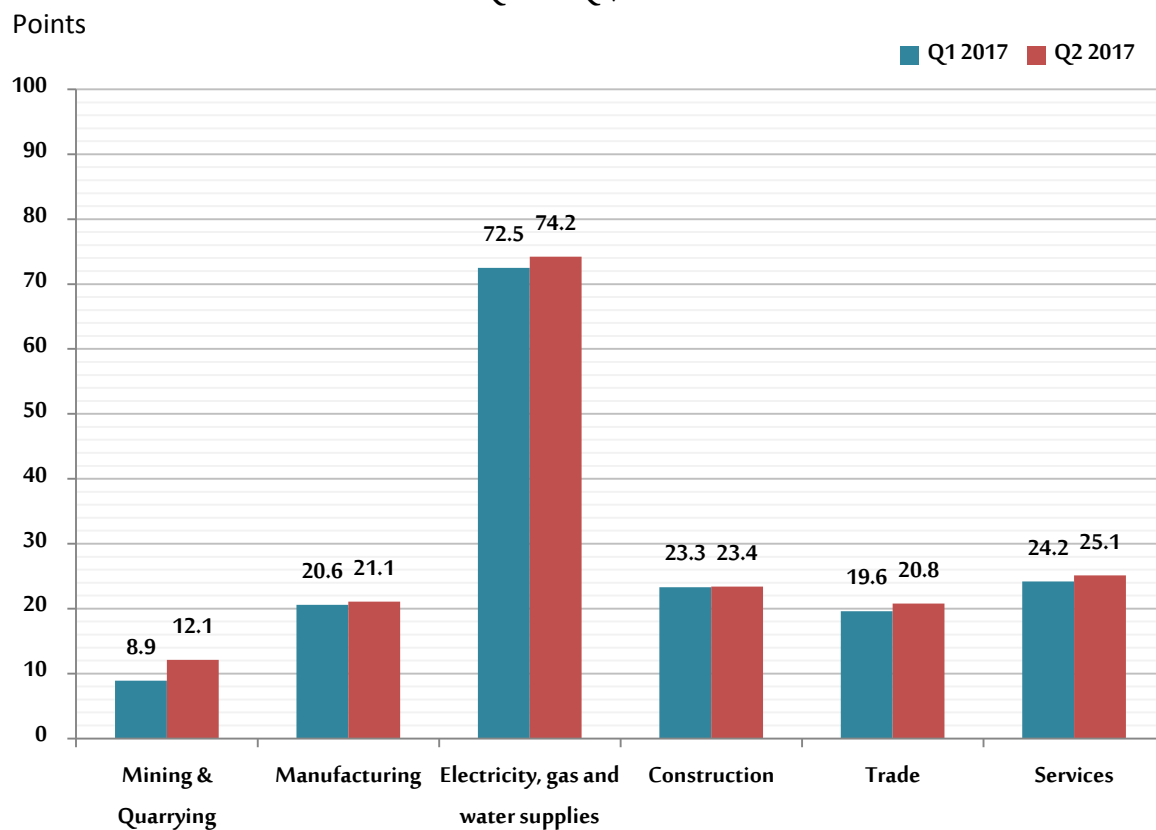


The results reflect a rise in production volume of all small, medium and large-sized enterprises with the largest increase in large-sized enterprises. During Q2, 2017, the production volume index for small, medium and large-sized enterprises amounted to (38.5), (35.6) and (30.6) points respectively, an increase of (1.6), (0.8) and (1.3) points respectively.

BCI by Economic Activity:

With regards to economic activity, the results indicate that the enterprises engaged in "electricity, gas and water supplies" were most optimistic (74.2 points) about the country's economic conditions in general, and about their own businesses in particular. In second place came "services" activity (25.1 points), followed by "construction" (23.4 points), "manufacturing" (21.1 points), "trade" (20.8 points) and "mining and quarrying" (12.1 points), an increase of (3.2) points, compared to Q1, 2017 as shown in Graph (4).

**Graph (4)**  
**Qatar's BCI by Economic Activity**  
**Q1 and Q2, 2017**



### Economic Enterprises and Bank Finance:

Survey results reveal that about (89.6%) of enterprises did not receive any bank finance in Q2, 2017, compared to (90.2%) in Q1, 2017. This is due to a variety of reasons topped by the fact that around (85.5%) of enterprises had sufficient internal funds, compared to (85.6%) in Q1, 2017. Consequently, this reflects the enterprises' financial stability and high financial capacity. The second reason is that bank finance was considered an additional financial commitment/burden that might be exhausting according to (10.2%) of surveyed enterprises, compared to (9.3%) in Q1, 2017. See further details in Table (1) below.

**Table (1)**  
**Reasons Why Enterprises did not Avail of Bank Finance in Q2, 2017**

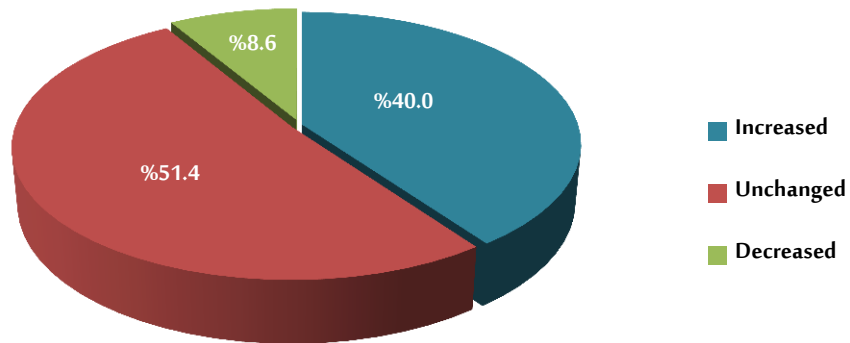
Reasons	Number of enterprises	Percentage of total enterprises that did not avail of bank finance
Sufficient internal funds	513	85.5 %
Bank finance is an additional burden/commitment	61	10.2 %
Banks do not lend enterprises operating in such sector/industry	24	4.0 %
Enterprise's financial position does not allow to borrow from banks	23	3.8 %
Bank charges/fees are unaffordable	9	1.5 %
Others	6	1.0 %

- You may answer with more than one option.

These results, on one hand, reflect the stability of enterprises and their ability to bear financial burdens and cover their commitments without borrowing from banks. On the other hand, about (10.4%) of enterprises received bank finance in Q2, 2017, compared to about (9.8%) in Q1, 2017. When surveyed, (51.4%) of enterprises reported that the cost of finance remained unchanged, whereas (40.0%) reported that the cost of finance increased in Q2, 2017, compared to (50.0%) and (45.3%) respectively in Q1, 2017, as shown in Graph (5).



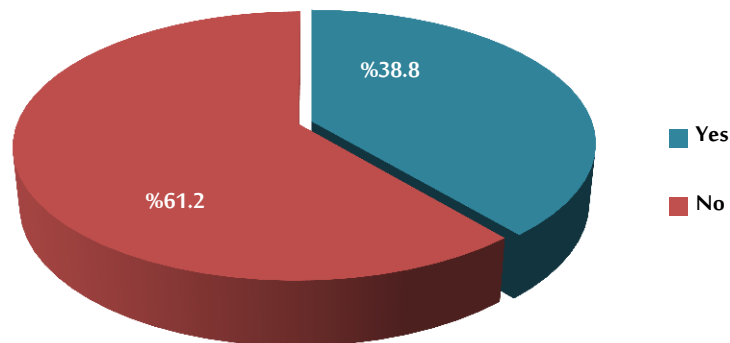
**Graph (5)**  
**Enterprise Assessment of Finance Cost in Q2, 2017**



Production Capacity and Enterprise Future Plan:

Results of Q2, 2017 indicate that (38.8%) of enterprises have future plans to expand their production capacity, which is the same as in the previous quarter, as shown in graph (6).

**Graph (6)**  
**Percentage of Enterprises Planning to Expand Their Production Capacity**  
**Q2, 2017**



According to survey results, high percentage of enterprises plan to expand their businesses. Thus, the percentage of enterprises planning to expand their current premises reached (49.2%) of total enterprises with future plan to expand their production capacity, and around (38.8%) plan to open new branches either in Qatar or in GCC countries. Furthermore, some enterprises plan to expand and develop their services or add new activities, as shown in Table (2) below.

According to survey results in Q2, 2017, the enterprises that do not have plans to expand their production capacity amounted to (61.2%) of respondents. This is due to inadequacy/instability of market conditions. Others reported that they had previously expanded, and were satisfied with their current situation.

**Table (2)**  
**Enterprises' future plan to expand their production capacity\***  
**Q2, 2017**

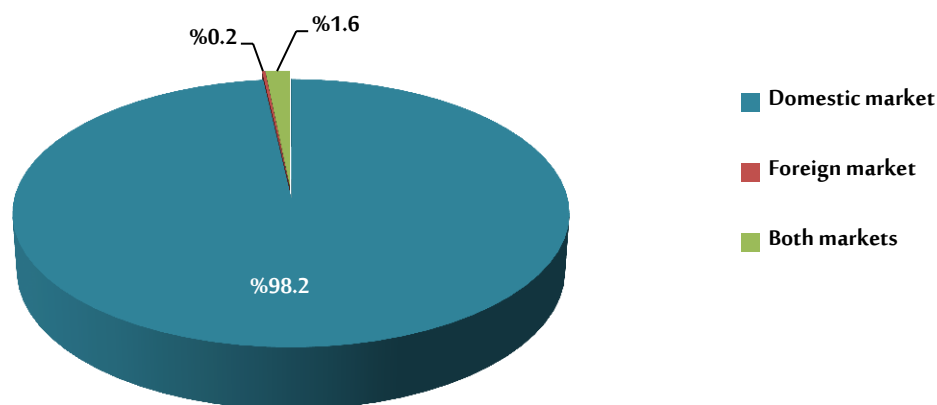
Enterprises' future plan	No. of enterprises	Percentage of total enterprises having a future expansion plan
Expansion of current premises	128	49.2 %
Opening new branches in Qatar or GCC countries	101	38.8 %
Investment in business assets, such as factories, warehouses, machinery, vehicles	52	20.0 %
Others	22	8.5 %

\* You may answer with more than one option.

Economic Enterprises and Access to Markets:

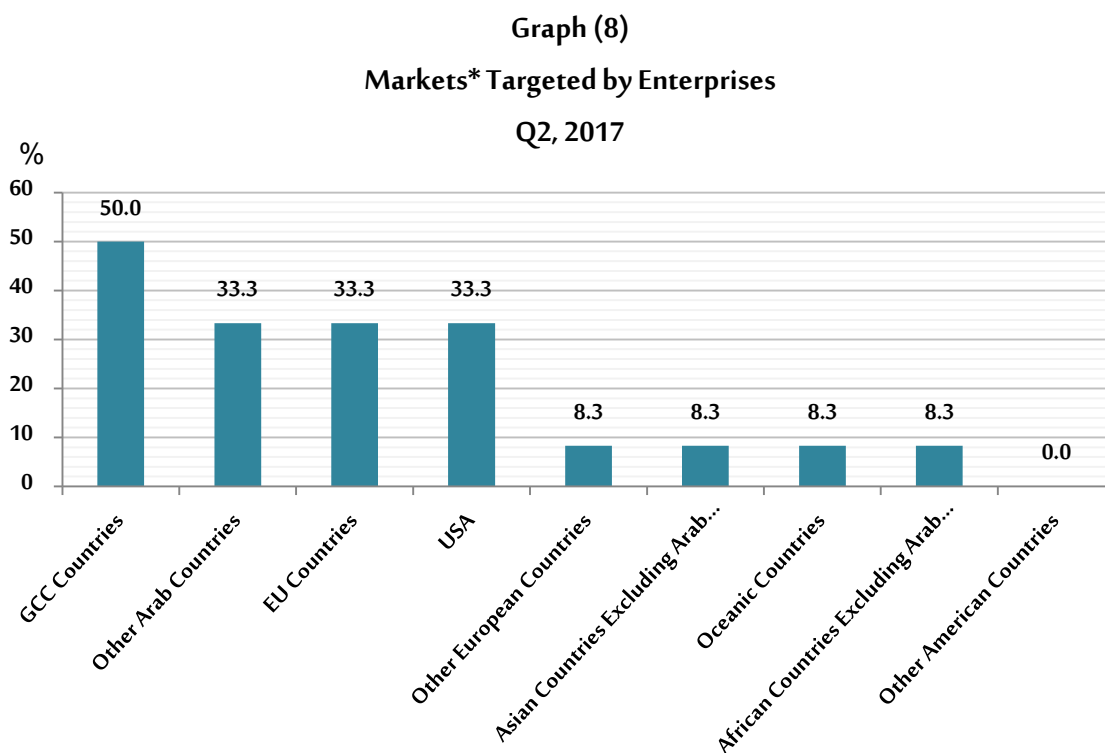
As for access to markets, around (98.2%) of enterprises target the domestic market and (1.6%) target both domestic and foreign markets, whereas (0.2%) of enterprises target only foreign markets, as shown in Graph (7).

**Graph (7)**  
**Markets Targeted by Enterprises**  
**Q2, 2017**



According to survey results, the percentage of enterprises' exports targeting foreign markets in Q2, 2017 amounted to (22.9%) of total production, compared to (28.2%) in Q1, 2017. This drop in exports was due to the blockade imposed on Qatar in the latter part of Q2, 2017.

The results indicate that the key foreign markets were: GCC countries (50.0%) compared to (92.3%) in the previous quarter, followed by other Arab countries, EU countries and the USA with (33.3%) each. See further details in Graph (8).

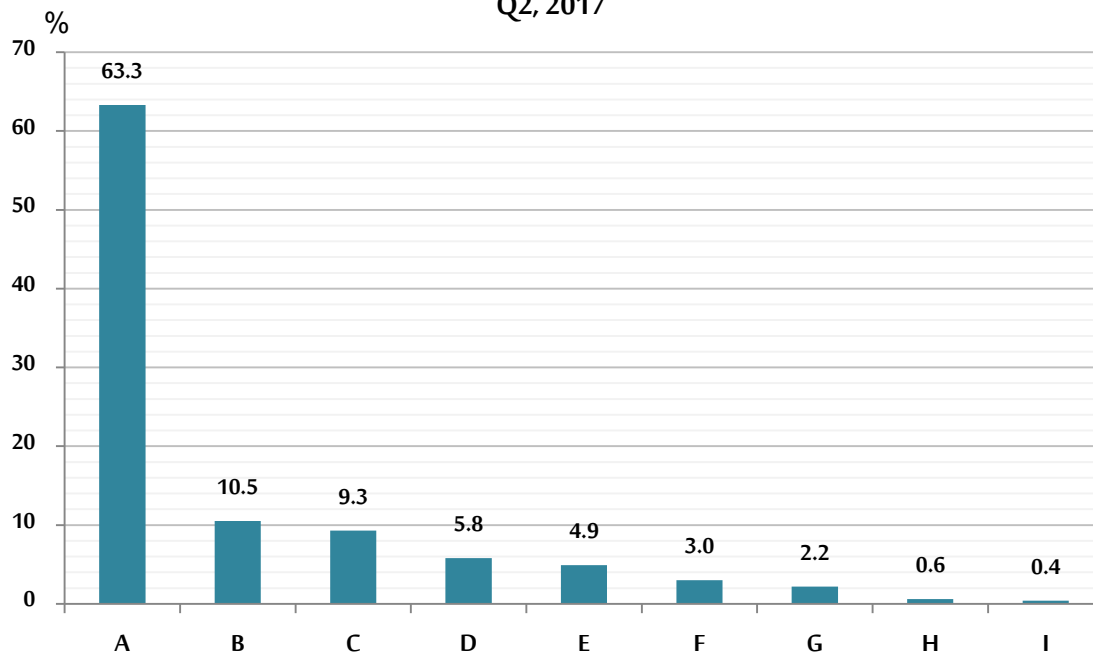


\* You may choose more than one market.

#### Qatari Product Access to Foreign Markets:

The survey results for Q2, 2017 show that (36.7%) of enterprises encountered obstacles hindering Qatari product access to foreign markets, compared to (31.9%) in Q1, 2017. The obstacles were mainly increasing demand for Qatari products in domestic market, high cost of Qatari products compared to those of other countries due to high cost of raw materials and customs tariffs, as well as high cost of rentals. Others believed that weak competitiveness of Qatari products was an obstacle hindering access to foreign markets, in addition to a number of other obstacles that are explained in Graph (9) below.

**Graph (9)**  
**Obstacles hindering Qatari product access to foreign markets**  
**Q2, 2017**



A No obstacles

B Increased demand for products in domestic market and lack of factories

C High cost of production

D Less competitive product

E Small market and poor marketing

F Weak support for exports

G Blockade crisis

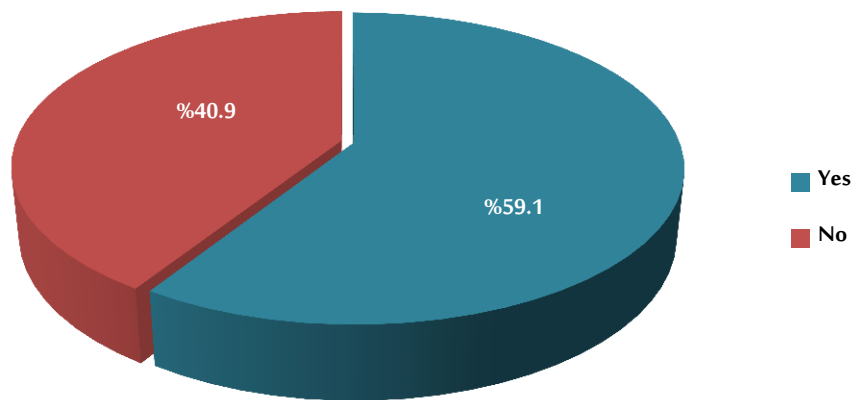
H Poor physical and human potential

I Other

### Challenges Hindering Economic Enterprises' Performance in Q2, 2017:

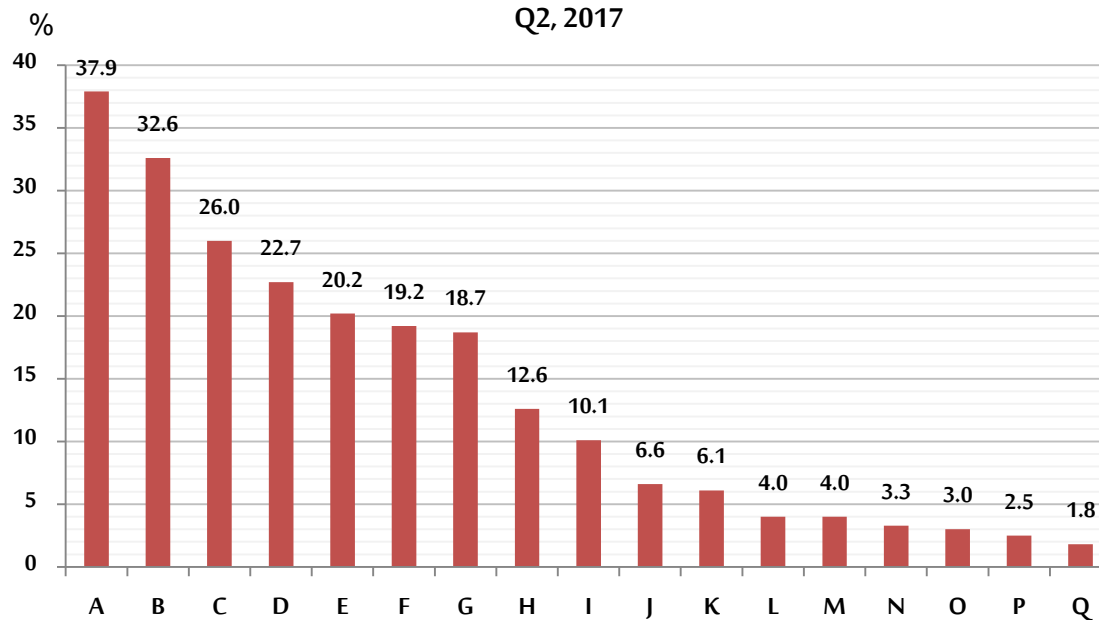
Results indicate that (59.1%) of enterprises face some challenges hindering their performance, compared to (57.9%) in Q1, 2017, as shown in Graph (10).

**Graph (10)**  
**Percentage of Enterprises Facing Challenges Hindering their Performance**  
**Q2, 2017**



Results also show that the main challenges were the high cost of rentals, low demand, intense competitiveness and receivables delay, as well as other challenges that are further detailed in Graph (11) below.

**Graph (11)**  
**Main Challenges Hindering Enterprises' Performance**  
**Q2, 2017**



A Cost of rental

B Insufficient demand

C Difficulty to obtain raw materials

D Shortage of materials and/or equipment

E Competition

F Receivables delay

G Cost of obtaining raw materials

H Cost of transport, shipping and storing

I Financial restraints

J Cost of services and utilities

K Others

L Shortage of labor force

M Legislative restrictions and obstacles

N Customs tariffs

O Routine

P Government fees

Q Access to land, property registration and taxes

## Appendix

### First: Overall Index and Sub-Indices of Business Confidence - Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	11.7	33.1	22.1
Production size	18.5	48.5	33.0
Stock of finished products	10.7	18.5	14.6
Prices of finished products of goods/services	13.1	34.6	23.6
Business volume/ sales volume/ purchase orders	8.0	18.9	13.4
Labor force size	8.7	29.6	18.9
Profitability ratios	11.1	48.3	29.0

### Second: Overall Index and Sub-Indices of Business Confidence by Enterprise Size

#### 1. Small-Sized Enterprises – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	11.1	32.3	21.4
Production size	14.3	48.2	30.6
Stock of finished products	14.0	16.8	15.4
Prices of finished products of goods/services	11.3	32.1	21.5
Business volume/ sales volume/ purchase orders	8.3	19.7	13.9
Labor force size	7.6	30.3	18.6
Profitability ratios	10.9	46.9	28.2



## 2. Medium-Sized Enterprises – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	10.5	32.5	21.2
Production size	20.7	51.5	35.6
Stock of finished products	5.2	21.0	12.9
Prices of finished products of goods/services	15.0	34.1	24.4
Business volume/ sales volume/ purchase orders	3.8	18.9	11.2
Labor force size	8.0	21.3	14.6
Profitability ratios	10.3	48.2	28.5

## 3. Large-Sized Enterprises- Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	15.6	36.0	25.5
Production size	30.7	46.5	38.5
Stock of finished products	8.1	20.1	14.0
Prices of finished products of goods/services	17.3	44.2	30.3
Business volume/ sales volume/ purchase orders	11.3	16.4	13.9
Labor force size	13.2	35.6	24.2
Profitability ratios	12.7	53.4	32.2

### Third: Overall Index and Sub-Indices of Business Confidence by Enterprise Activity

#### 1. Mining and Quarrying – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	0.2	25.0	12.1
Production size	0.4	24.9	12.3
Stock of finished products	0.0	0.0	0.0
Prices of finished products of goods/services	25.3	50.2	37.4
Business volume/ sales volume/ purchase orders	0.4	24.9	12.3
Labor force size	-24.9	24.9	-1.6
Profitability ratios	0.4	24.9	12.3

#### 2. Manufacturing – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	10.0	33.0	21.1
Production size	17.8	53.4	34.9
Stock of finished products	2.2	28.9	15.2
Prices of finished products of goods/services	4.4	13.3	8.8
Business volume/ sales volume/ purchase orders	12.2	17.8	15.0
Labor force size	6.6	31.1	18.6
Profitability ratios	16.7	53.3	34.3

### 3. Electricity, Gas and Water Supply – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<b>Overall index</b>	<b>83.3</b>	<b>66.7</b>	<b>74.2</b>
Production size	100.0	100.0	100.0
Stock of finished products	100.0	100.0	100.0
Prices of finished products of goods/services	0.0	0.0	0.0
Business volume/ sales volume/ purchase orders	100.0	100.0	100.0
Labor force size	100.0	0.0	44.9
Profitability ratios	100.0	100.0	100.0

### 4. Construction - Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<b>Overall index</b>	<b>10.6</b>	<b>37.3</b>	<b>23.4</b>
Production size	11.0	59.6	34.0
Stock of finished products	9.1	27.1	17.9
Prices of finished products of goods/services	19.8	36.6	28.1
Business volume/ sales volume/ purchase orders	5.0	10.5	7.7
Labor force size	8.8	41.5	24.6
Profitability ratios	9.7	48.8	28.4

### 5. Trading – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	12.2	29.9	20.8
Production size	21.9	43.7	32.6
Stock of finished products	14.1	11.8	13.0
Prices of finished products of goods/services	15.4	36.1	25.5
Business volume/ sales volume/ purchase orders	5.7	17.9	11.7
Labor force size	7.6	24.3	15.8
Profitability ratios	8.5	45.7	26.4

### 6. Services – Q2, 2017

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	12.8	38.1	25.1
Production size	19.4	45.8	32.2
Stock of finished products	-	-	-
Prices of finished products of goods/services	9.3	40.8	24.5
Business volume/ sales volume/ purchase orders	11.1	26.2	18.5
Labor force size	11.3	28.1	19.6
Profitability ratios	13.0	49.5	30.6



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Ministry of Development Planning and Statistics

By virtue of the Emiri Resolution no. 52 of 2009, the individual data mentioned in the present record shall be treated confidentially, and shall be only used for

## Questionnaire Business Confidence Index in the State of Qatar

\* Q1 is the period between January and March.

\* Q2 is the period between April and June.

\* Q3 is the period between July and September.

\* Q4 is the period between October and December.

\* **The current quarter** : Is the quarter in which the month form is filled .

\* **The previous quarter** : Is the quarter preceding the quarter in which the month form was filled.

\* **The next quarter** : Is the quarter following the quarter in which the month form is filled.

1. Evaluate the situation for the company performance within the current quarter compared with the previous quarter?									
1	Production Size	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
2	Stock of finished products	<input type="checkbox"/>	Too large (above normal)	<input type="checkbox"/>	Adequate (normal)	<input type="checkbox"/>	Too small (below normal)	<input type="checkbox"/>	Not Applied
3	Prices of Finished goods Produced / Services prices	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
4	Business Size / Sales Volume / Order Books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied
5	Wages	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
6	Employment	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
7	Profits	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
8	Export order books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied

2. How do you expect the Company performance within the next quarter compared with the current quarter?									
1	Production Size	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
2	Stock of finished products	<input type="checkbox"/>	Too large (above normal)	<input type="checkbox"/>	Adequate (normal)	<input type="checkbox"/>	Too small (below normal)	<input type="checkbox"/>	Not Applied
3	Prices of Finished goods Produced / Services prices	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
4	Business Size / Sales Volume / Order Books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied
5	Wages	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
6	Employment	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
7	Profits	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
8	Export order books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied

3- Did the company avail bank finance within the current quarter?

Yes (go to Q4 then Q6)

No (go to Q5)

4- Evaluate the changes in bank financing costs within the current quarter?

Increased

Remained unchanged

Decreased

5- What are the key reasons for not availing bank finance? (Multiple - choice)

We have sufficient internal funds.

Banks don't lend to companies in our sector / industry.

We consider bank finance to be an additional burden / commitment.

Our current financial position doesn't allow us to borrow from banks.

Bank charges, fees and interest rate were not affordable.

Others (Please Mention):

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6- How was the company competitive position in the domestic market within the current quarter?

Improved

Remained unchanged

Deteriorated

7- At what capacity is the company operating within the current quarter (as a percentage of full capacity)?

The company is currently operating at

of full capacity %.

8- Is the company planning to expand its business capacity?

Yes (go to Q9 then Q11)

No (go to Q10)

9- Describe the company expansion plan? (Multiple - choice)

Expansion of the current office premises	<input type="checkbox"/>
Investments in other business assets such as (factory, warehouse, machinery and vehicles)	<input type="checkbox"/>
New branches in Qatar or GCC countries	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
.....	
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10- Why the company doesn't plan to expand its business capacity? (Multiple - choice)

Unavailability of required funds / capital investment.	<input type="checkbox"/>
Unfavorable or unstable market conditions.	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
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11- What is the targeted market for the company?

<input type="checkbox"/> Domestic Market (go to Q14)	<input type="checkbox"/> Foreign Market	<input type="checkbox"/> Both Markets
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12- What is the percentage of the company production has been exported within the current quarter ?

<input type="text"/> <input type="text"/> <input type="text"/>	Production Size %
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13- What are the most important markets for the company exports? (Multiple - choice)

C.C.A.S.G	<input type="checkbox"/>
Other Arab Countries	<input type="checkbox"/>
European Union Countries	<input type="checkbox"/>
Other European Countries	<input type="checkbox"/>
Asia Countries other than Arab	<input type="checkbox"/>
United States of America	<input type="checkbox"/>
Other American countries	<input type="checkbox"/>
Oceanic Countries	<input type="checkbox"/>
Africa other than Arab Countries	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
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14- In your opinion, what are the main export obstacles? (Multiple - choice)

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15- Were there any challenges facing the company within within the current quarter ?

Yes	<input type="checkbox"/>	No	<input type="checkbox"/>
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**16- What main challenges were facing the company within the current quarter? (Multiple - choice)**

Insufficient demand	<input type="checkbox"/>
Shortage of material and/or equipment	<input type="checkbox"/>
Financial constrains	<input type="checkbox"/>
Receivables delay	<input type="checkbox"/>
Political instability in the region	<input type="checkbox"/>
Shortage of labour force	<input type="checkbox"/>
Competition	<input type="checkbox"/>
Government fees	<input type="checkbox"/>
Cost of utilities	<input type="checkbox"/>
Cost of rental	<input type="checkbox"/>
Government Regulations	<input type="checkbox"/>
Routine	<input type="checkbox"/>
Access to land / Property Registration / Taxes	<input type="checkbox"/>
Tariffs	<input type="checkbox"/>
Cost of Material	<input type="checkbox"/>
Optaining Materials	<input type="checkbox"/>
Transportation cost, Shipping and Storage	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
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<b>In the future, could we get your response Through E-mail?</b>	
<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>Email:</b> <input style="width: 600px;" type="text"/>	