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|  Statistics Poland STATISTICS POLAND al. Niepodległości 208, 00-925 Warszawa http://stat.gov.pl/ | | | | | | | | | | | |
| Name and address of the enterprise | <p style="text-align: center;">AK-H/m</p> <p style="text-align: center;">Business Tendency Survey – Trade</p> <hr/> <p style="text-align: center;">month 2021</p> | | | | | | | | | | |
| Identification number – REGON <table border="1" style="width: 100%; height: 40px;"> <tr> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> <td style="width: 12.5%;"></td> </tr> </table> | | | | | | | | | | | the CSO Web Data collection portal portal.stat.gov.pl Statistical Office in Zielona Góra ul. Spokojna 1 65-954 Zielona Góra - Please, return by the 10th of the current month |
| | | | | | | | | | | | |

(e-mail of the secretary's office drawing up a report – FILL UP WITH CAPITAL LETTERS)

Thank you for your attention to this questionnaire and we guarantee secrecy of statistical data
Answers should be given by abstracting from seasonal variations that is taking no account of changes characteristic for this period of the year.

I. Assessment of the economic situation

In each question 1, 2, 4, 5, 6 please mark a symbol of the proper answer (only one).

In question number 3, 7 you can choose more than one answer.

| | | | | | | | | | | | | | | | | | |
|--|--|--|--|---|---|--|---|---|--|---|--|--|--|---|--|--|--|
| 1. | How the sales of your enterprise have changed in the past three months: • increased 1 <input type="checkbox"/> • remained unchanged 2 <input type="checkbox"/> • decreased 3 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| 2. | What is current general economic situation of your enterprise: • good 1 <input type="checkbox"/> • satisfactory 2 <input type="checkbox"/> • bad 3 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| 3. | What main factors are currently limiting your enterprise's activity: <table style="width: 100%;"> <tr> <td style="width: 50%;">• none 01 <input type="checkbox"/></td> <td style="width: 50%;">• unclear and unstable legal regulations 09 <input type="checkbox"/></td> </tr> <tr> <td>• insufficient demand 02 <input type="checkbox"/></td> <td>• uncertainty of economic environment 10 <input type="checkbox"/></td> </tr> <tr> <td>• shortage of labour 03 <input type="checkbox"/></td> <td>• others (please, specify them) 11 <input type="checkbox"/></td> </tr> <tr> <td>• costs of labour 04 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• high bank interests 05 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• high payments to state revenue 06 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• too tough competition on market 07 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• difficulties in settling accounts with contractors 08 <input type="checkbox"/></td> <td></td> </tr> </table> | • none 01 <input type="checkbox"/> | • unclear and unstable legal regulations 09 <input type="checkbox"/> | • insufficient demand 02 <input type="checkbox"/> | • uncertainty of economic environment 10 <input type="checkbox"/> | • shortage of labour 03 <input type="checkbox"/> | • others (please, specify them) 11 <input type="checkbox"/> | • costs of labour 04 <input type="checkbox"/> | | • high bank interests 05 <input type="checkbox"/> | | • high payments to state revenue 06 <input type="checkbox"/> | | • too tough competition on market 07 <input type="checkbox"/> | | • difficulties in settling accounts with contractors 08 <input type="checkbox"/> | |
| • none 01 <input type="checkbox"/> | • unclear and unstable legal regulations 09 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| • insufficient demand 02 <input type="checkbox"/> | • uncertainty of economic environment 10 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| • shortage of labour 03 <input type="checkbox"/> | • others (please, specify them) 11 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| • costs of labour 04 <input type="checkbox"/> | | | | | | | | | | | | | | | | | |
| • high bank interests 05 <input type="checkbox"/> | | | | | | | | | | | | | | | | | |
| • high payments to state revenue 06 <input type="checkbox"/> | | | | | | | | | | | | | | | | | |
| • too tough competition on market 07 <input type="checkbox"/> | | | | | | | | | | | | | | | | | |
| • difficulties in settling accounts with contractors 08 <input type="checkbox"/> | | | | | | | | | | | | | | | | | |
| 4. | How do sales of your enterprise change: • increase 1 <input type="checkbox"/> • remain unchanged 2 <input type="checkbox"/> • decrease 3 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| 5. | What is current volume of stock in your enterprise: • too large 1 <input type="checkbox"/> • adequate toward demands 2 <input type="checkbox"/> • too small 3 <input type="checkbox"/> | | | | | | | | | | | | | | | | |
| 6. | How does financial situation of your enterprise change: • improves 1 <input type="checkbox"/> • remains unchanged 2 <input type="checkbox"/> • decreases 3 <input type="checkbox"/> | | | | | | | | | | | | | | | | |

I. Assessment of current economic situation (continued)

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| 7. | What are dominant sources of financing the current assets in your enterprise: | |
| | • own funds. . 1 <input type="checkbox"/> • bank credit... .. 2 <input type="checkbox"/> • mercantile credit... 3 <input type="checkbox"/> • others... 4 <input type="checkbox"/> | |

II. Expectations of economic situation

In each question please mark a symbol of the proper answer (only one).

| | | |
|-----|---|--|
| 8. | How general economic situation of your enterprise will change in the next three months: | |
| | • will be better 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will be worse 3 <input type="checkbox"/> | |
| 9. | How the demand on goods sold by your enterprise will change in the next three months: | |
| | • will increase 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> | |
| 10. | How the sales of your enterprise will change in the next three months: | |
| | • will increase 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> | |
| 11. | The future development of your business situation is currently: | |
| | • easy to predict 01 <input type="checkbox"/> • moderately difficult to predict 03 <input type="checkbox"/> • moderately easy to predict 02 <input type="checkbox"/> • difficult to predict. 04 <input type="checkbox"/> | |
| 12. | How the orders placed with suppliers will change in the next three months: | |
| | • will increase 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> | |
| 12. | How financial situation of your enterprise will change in the next three months: | |
| | • will be better 1 <input type="checkbox"/> • will not change 2 <input type="checkbox"/> • will be worse 3 <input type="checkbox"/> | |
| 13. | How employment in your enterprise will change in the next three months: | |
| | • will increase 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> | |
| 14. | How the prices of goods sold by your enterprise will change in the next three months: | |
| | • will increase 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> | |
| 15. | How investment outlays (equipment, transport, buildings etc.) in your enterprise will change in the next months: | |
| | • will increase 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> • no investment activity is expected (there is no need) 4 <input type="checkbox"/> • no investment activity is expected (lack of resources) 5 <input type="checkbox"/> | |

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| Please, assess how much time do you need to fill in the questionnaire (in minutes). | |
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(e-mail of the person drawing up a report – FILL UP WITH CAPITAL LETTERS)

(telephone number of the person filling up the questionnaire)