

Summary for the Business Tendency Survey in March 2022

Business activity indicator

- the headline **all-sector business activity** indicator was **neutral**, at +8 percentage points (pp); this means the proportion of businesses that reported an increase was 8 pp higher than those that reported a decrease
 - the business activity indicator was moderately positive for the finance sector (+24 pp) and was neutral for the non-finance sector (+2 pp)
 - the business activity indicator was essentially unchanged from the previous quarter for all sectors and both finance and non-finance

Current indicators

- **one** of the **eight current indicators** was **extremely negative** (input costs), **one** was **strongly negative** (profitability), and **one** indicator was **strongly positive** (product prices)
 - the product prices indicator was at its highest recorded balance for all sectors, finance, and non-finance; the all-sector balance was significantly higher than the previous maximum recorded
 - the input costs indicator was at its lowest recorded balance for all sectors, finance, and non-finance
- the **overall** picture was **more positive** than last quarter; **one** current indicator **increased moderately**, and there were no quarterly decreases

Current situation: COVID-19

- the turnover indicator was **neutral** at +6 pp, which is **essentially unchanged** from the previous quarter
- the actively working indicator was **neutral** at -1 pp which was **essentially unchanged** from the previous quarter
- in the last three months, 41% of businesses had taken some **additional workforce measures** in response to COVID-19, with the **most cited measures** in this quarter being **increased working hours and recruited staff**

Outlook for next quarter – the three months to June 2022

- the outlook for **future business activity** was **strongly positive** (+25 pp) overall
 - the indicator balance was strongly positive for finance (+36 pp) and moderately positive for non-finance (+20 pp)
- the overall **future employment** outlook was **strongly positive** (+25 pp)
 - the indicator was strongly positive for both finance (+25 pp) and non-finance (+25 pp)

Introduction

The Jersey Business Tendency Survey (BTS) aims to provide qualitative quarterly information about the Island's economy in a timely manner.

The survey provides a set of ten qualitative indicators. There are:

- **eight current indicators:** these are measures of current performance relative to that of three months previously (rather than absolute measures of performance)
- **two future indicators:** these measure anticipated changes over the next three months

Detailed definitions of the indicators are provided in the [glossary](#).

For each indicator a net balance is calculated, defined as the difference between the proportion of businesses reporting an increase in a particular measure and the proportion reporting a decrease¹.

Context: COVID-19

In response to the COVID-19 pandemic and associated economic consequences, additional questions have been included since the June 2020 round of the survey in order to measure some of these consequences. These questions are analysed in the [annex](#) at the end of the report. The [glossary](#) includes definitions for some of the new concepts covered in the COVID-19 annex.

¹ Note that figures in this report are rounded independently; therefore, an indicator's balance may differ by up to one percentage point from the difference between stated percentages.

Section 1: Current situation

Business activity

The headline indicator is business activity, which is a measure of the total amount of work undertaken by businesses operating in Jersey. The type of business activity will be specific to each sector of business; for example, turnover, number of products produced, or chargeable hours. Detailed definitions for this indicator and others can be found in the [glossary](#).

In March 2022 the all-sector business activity indicator was neutral, with a value of +8 percentage points (pp). An increase in business activity was reported by 25% of businesses, compared with 17% that reported a decline; the difference in the unrounded figures results in a net balance of +8 pp, which provides the value of the indicator. The remaining 58% of companies reported that business activity was unchanged; see [Figure 1.1](#).

The overall business activity indicator was essentially unchanged since the previous quarter (up by 5 pp); see [Figure 1.2](#).

Figure 1.1 – Business activity, March 2022

Compared with situation three months previously

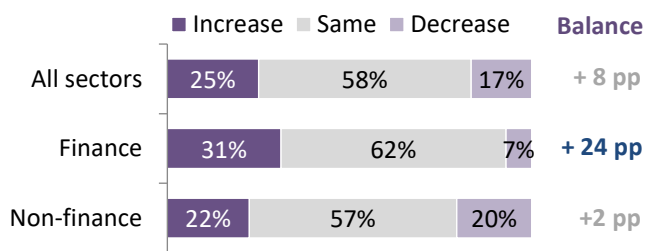
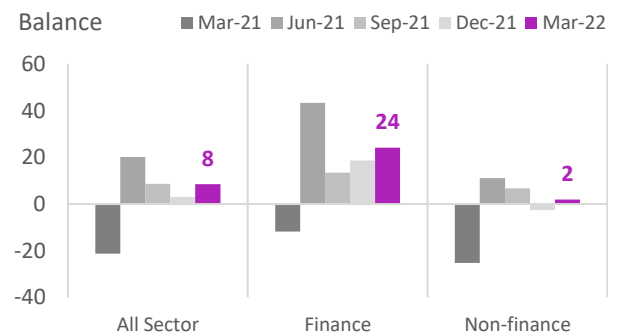


Figure 1.2 – Business activity

March 2021 – March 2022 (percentage points)



Both the finance sector and non-finance sector indicators were essentially unchanged from last quarter (both up by 5 pp). However the finance and the non-finance sector indicators were both strongly above their balances in March 2021 (up 36 pp and 27 pp respectively).

Within the non-finance sector, the business activity indicator was:

- strongly positive in construction (+25 pp)
- moderately positive in wholesale and retail (+16 pp) and hotels, restaurants and bars (+11 pp)
- moderately negative in other non-finance (-12 pp)

Since December, there were strong increases for construction and wholesale and retail (both up 29 pp) and hotels, restaurants and bars (up 25 pp). In contrast the indicator for other non-finance saw a moderate decrease (down 16 pp).

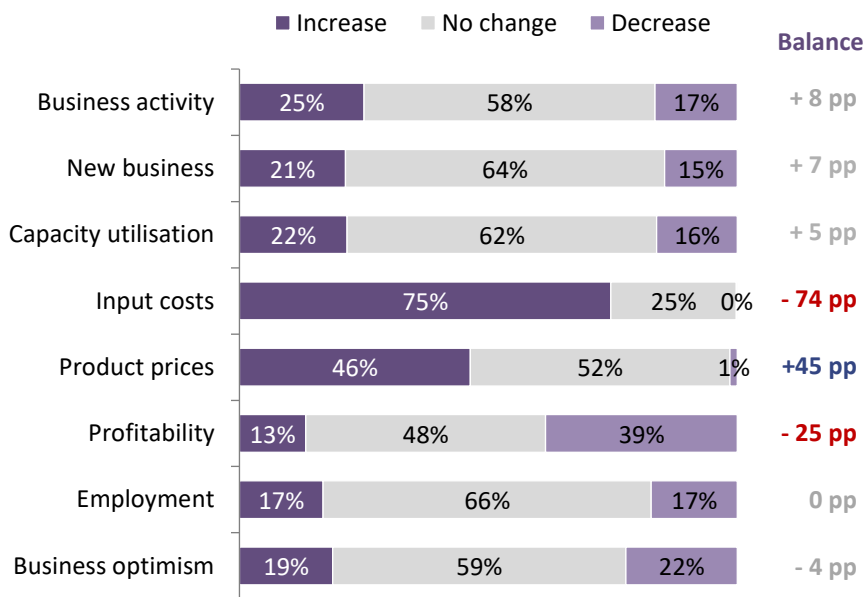
See the [appendix](#) for further sectoral breakdown.

Current indicators

In March 2022, one of the eight all-sector indicators relating to the current situation was extremely negative, one was strongly negative, one was strongly positive, and the other five were neutral; see [Figure 2.1](#). A positive net balance indicates that a greater proportion of companies reported increases than decreases, and conversely for a negative balance, while an indicator is reported on if it has a balance of at least ± 10 pp.

The input costs indicator had an extremely negative balance of -74 pp, and the profitability indicator had a strongly negative balance of -25 pp, while the product prices indicator was strongly positive (+45 pp). The other current indicators were neutral.

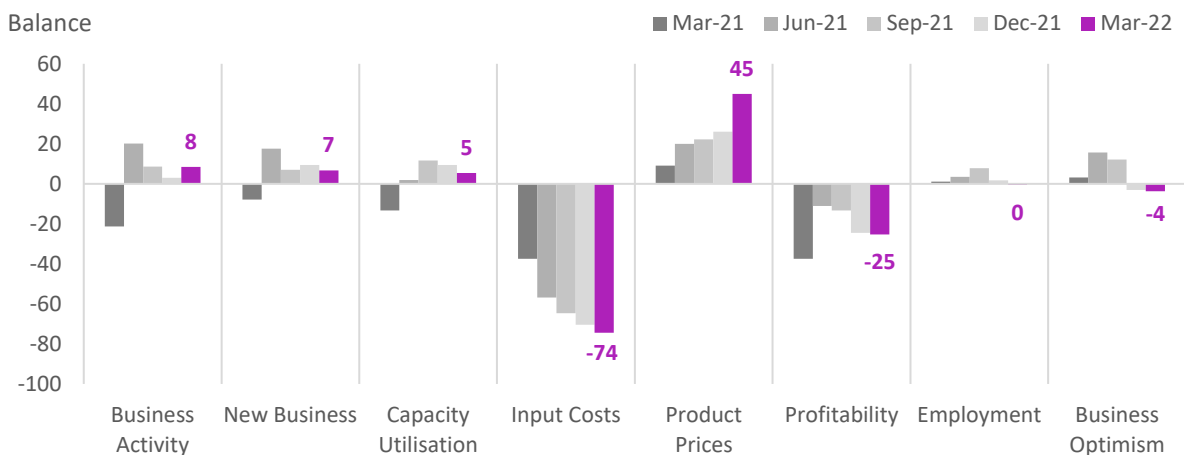
Figure 2.1 – All-sector indicators, comparing current situation (March 2022) to three months previously



The summary balance across all indicators² was -1, which is the same as the previous quarter. The summary balance was slightly higher than the three-year mean of -2.0.

Figure 2.2 – All-sector current indicators

March 2021 – March 2022



² This is the difference between the number of positive indicators (four) minus the number of negative indicators (two).

Figure 2.2 shows the eight current indicators for March 2022 against those of the previous four quarters. There was one notable quarterly change, product prices increased moderately (up 19 pp).

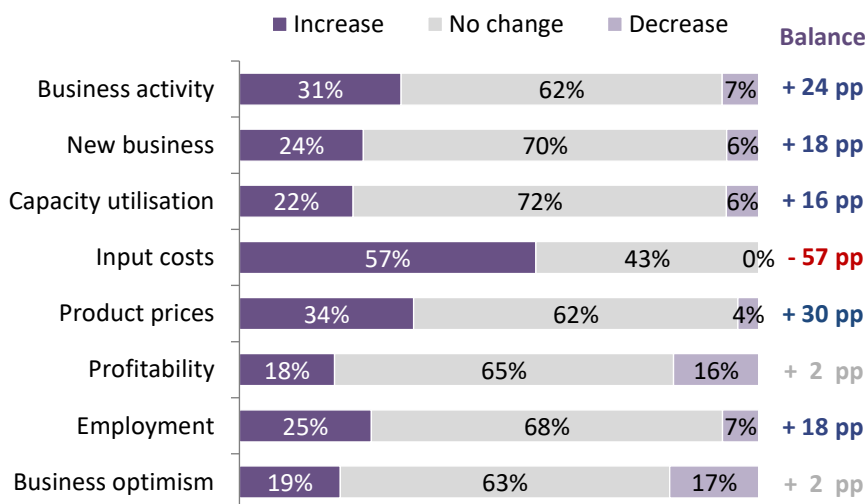
Compared to the balances a year before, six indicators changed significantly, comprising five increases and one decrease. The largest annual changes were the strong decrease in the balance of the input costs indicator (down 37 pp), and strong increases in product prices and business activity (up 36 pp and 29 pp respectively). There were also moderate increases in capacity utilisation (up 18 pp), new business (up 15 pp) and profitability (up 13 pp).

Five indicators were notably different to their three-year means; the product prices indicator was strongly above its three-year mean by 32 pp, and three indicators were moderately above their averages: business activity (12 pp above), new business (11 pp above) and capacity utilisation (10 pp above). The input costs indicator was strongly below its three-year mean by 31 pp.

Finance sector

In March 2022 the finance sector had five positive indicators and one negative indicator; see Figure 3.1.

Figure 3.1 – Finance sector indicators, comparing current situation (March 2022) to three months previously



The summary balance across all indicators³ was +4, down from +6 for the previous quarter, but remained above the three-year mean for the finance sector (+1.8).

Figure 3.2 illustrates that there were four changes since the previous quarter, all moderate: there were three moderate decreases in the indicators for business optimism (down 24 pp), new business (down 16 pp) and input costs (down 11 pp), while there was a moderate increase in the product prices indicator (up 17 pp). The balances of the other four current indicators were essentially unchanged from the previous quarter.

Compared to March 2021, the business activity indicator saw a strong increase (up 36 pp), while product prices saw a moderate increase (up 21 pp). The input costs indicator saw a strong decrease (down 30 pp) and the business optimism indicator saw a moderate decrease (down 22 pp). Other indicators were essentially unchanged on an annual basis.

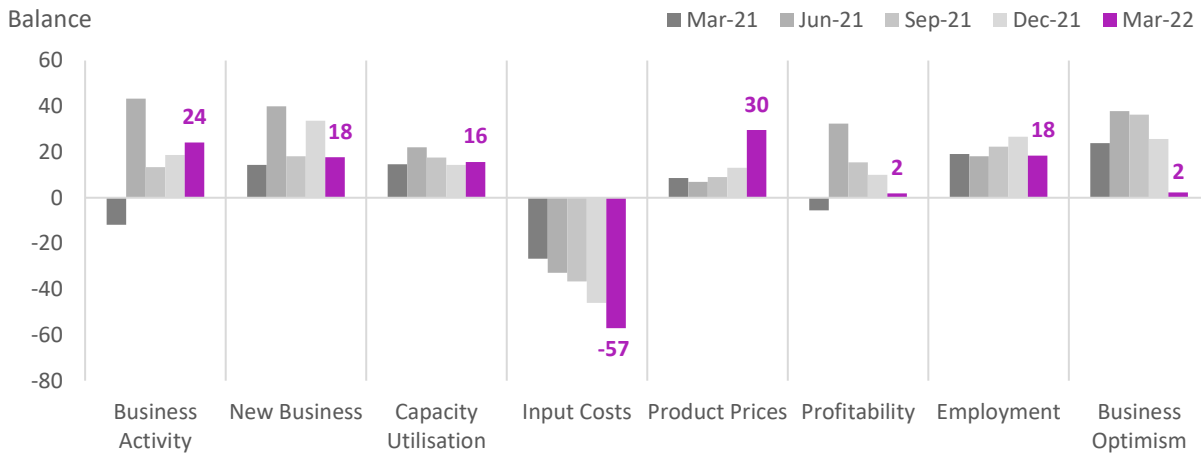
In March 2022 three of the eight current indicators for finance were notably different to their three-year means. The input costs indicator was strongly below its three-year average (31 pp lower), whilst product

³ This is the difference between the number of positive indicators (five) minus the number of negative indicators (one).

prices were strongly above their three-year mean (26 pp higher). Business activity was moderately above (10 pp higher), and the other five current indicators were at a similar level to their three-year means.

Figure 3.2 – Finance sector current indicators

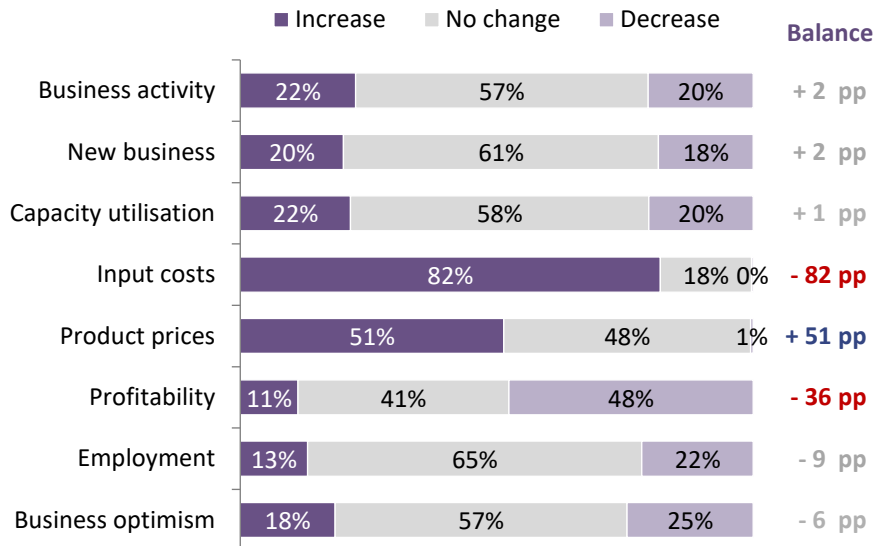
March 2021 – March 2022



Non-finance sector

For the non-finance sector in March 2022, two indicators were negative, one was positive and the other five current indicators were neutral; see [Figure 4.1](#).

Figure 4.1 – Non-finance sector indicators, comparing current situation (March 2022) to three months previously



The summary balance across all indicators was -3, same as the previous quarter and essentially as the same level as the three-year mean for the period up to December 2021 for non-finance (-3.2).

The input costs indicator was extremely negative (-82 pp) and profitability was strongly negative (-36 pp), while in contrast the product prices indicator was extremely positive (+51 pp). The remaining five current indicators were neutral.

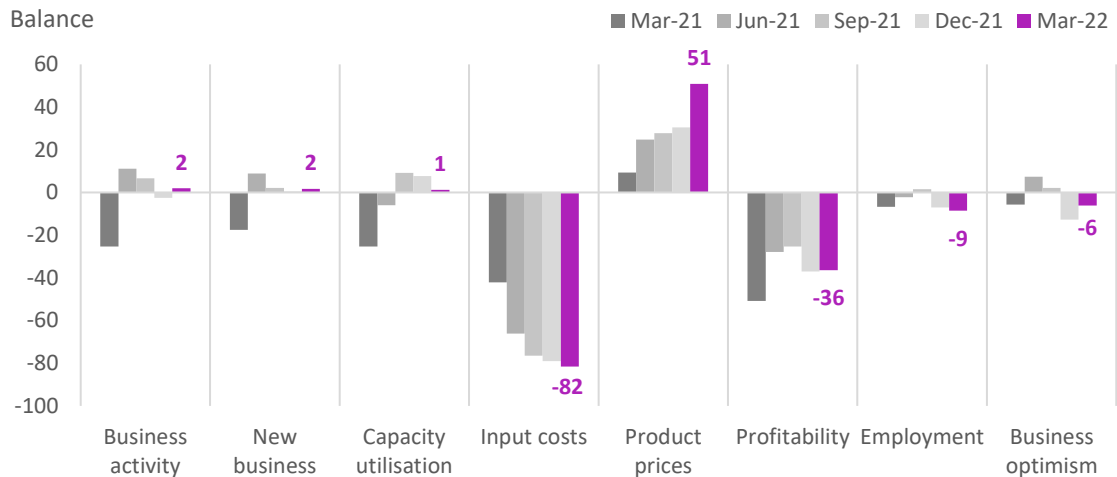
All of the non-finance sub-sectors (hotels, restaurants and bars, construction, wholesale and retail, and other non-finance) were extremely negative in the input costs indicator, and wholesale and retail was also extremely negative in the profitability indicator. Hotels, restaurants and bars and other non-finance were

both negative three other current indicators, while wholesale and retail and construction were negative in one other indicator.

For the non-finance sector overall, there was one quarterly change: product prices increased moderately, up 21 pp. The other seven indicators were essentially unchanged; see [Figure 4.2](#). See the [appendix](#) for detailed breakdowns by size and sector.

Figure 4.2 – Non-finance sector current indicators

March 2021 – March 2022



Compared to a year ago, there were three strong increases (product prices, business activity and capacity utilisation) and two moderate increases (new business and profitability), compared to one decrease in the input costs indicator, which had a strong annual decrease of 40 pp. In March 2022 one indicator was strongly above its three-year mean (product prices, by 34 pp), and three indicators were moderately above their three-year means (business activity, new business, and capacity utilisation). One indicator, input costs, was strongly below its three-year mean by 32 pp.

Hotels, restaurants and bars saw quarterly increases in six of the eight current indicators, with the exceptions being inputs costs and capacity utilisation, which were essentially unchanged. The largest quarterly changes were the strong increases observed in the new business, profitability, and business activity indicators (up 38 pp, 37 pp, and 25 pp respectively). Compared to a year ago, six of the eight current indicators saw an increase, most notably the extreme annual increases in the balances for business activity (up by 83 pp), profitability (up by 72 pp), product prices (up by 71 pp), and new business (up by 67 pp). In contrast, the only indicator that was more negative was input costs (down 63 pp). In March 2022, six indicators were above their three-year means; one indicator was below its three-year mean value, input costs (28 pp below). Employment was essentially unchanged from its three-year mean.

The construction sector had four quarterly increases, comprising of a strong increase in the business activity indicator (up 29 pp), and three moderate increases: new business, profitability and capacity utilisation. The only quarterly decrease was in business optimism, which decreased moderately (down 10 pp). In March 2022 five current indicators in this sector were at least 10 pp above their three-year means. In contrast, input costs was strongly below its average (36 pp lower), and business optimism and profitability were essentially at the same level as their three-year means.

The wholesale and retail sector indicators showed a strong negative quarterly decrease in profitability (down 44 pp). There were four quarterly increases, a strong increase in business activity (up 29 pp) and moderate increases in business optimism (up 21 pp), employment (up 19 pp) and product prices (up 17 pp). In March 2022, two indicators were above their three-year means, product prices was strongly above (by 51 pp) and business activity was moderately above (by 23 pp). In contrast, input costs and profitability were strongly below their three-year averages (below by 36 pp and 33 pp).

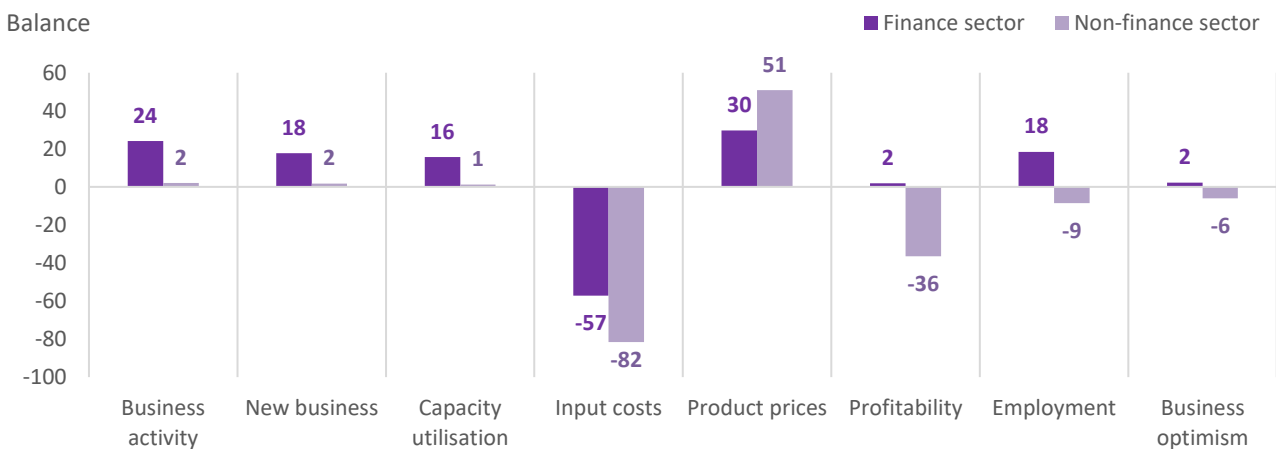
For the other non-finance sector there was five quarterly changes: a strong increase in product prices (up 32 pp), and moderate decreases in the balances for new business, business activity, capacity utilisation, and employment (down 18 pp, 16 pp, 14 pp, and 11 pp respectively). Compared to a year ago, there were four annual increases, of which the indicator for product prices saw a strong increase (up 42 pp), and capacity utilisation, profitability and business optimism increased moderately (up 21 pp, 12 pp and 10 pp respectively). The only annual decrease was in the input costs indicator, which exhibited a strong annual decrease (down 36 pp). In March 2022, the input costs indicator was strongly below its three-year average (30 pp below), and employment was moderately below its three-year average (10 pp below), while product prices was strongly above its average (35 pp above). The other five current indicators were essentially at the level of their three-year means.

Comparison of finance and non-finance sectors

The finance sector was significantly more positive than the non-finance sector in six of the eight current indicators, and less positive in the product prices indicator. This gave a net balance of +5 indicators where the finance sector was more positive; see [Figure 5.1](#). This is at essentially the same level as the three-year mean balance +4.9. In March 2022, three current finance sector indicators were strongly above the balances for the non-finance sector (by at least 25 pp) and three were moderately higher.

Figure 5.1 – Finance and non-finance sector indicators (net balances, percentage points)

March 2022



Section 2: Future indicators

Future business activity

The outlook for all-sector future business activity over the next three months (to June 2022) was strongly positive (+25 pp). Increases in business activity were expected by a third (34%) of businesses, compared to 10% that expected decreases, while 56% expected no change; see [Figure 6.1](#).

Figure 6.1 – Future business activity

Expectations for next three months (June 2022)

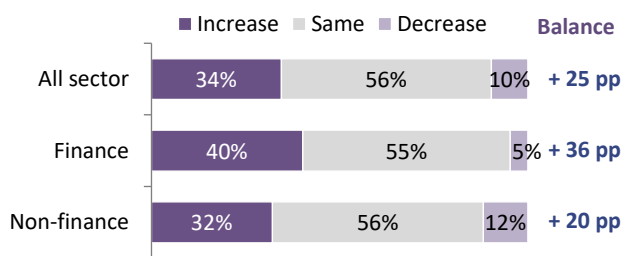
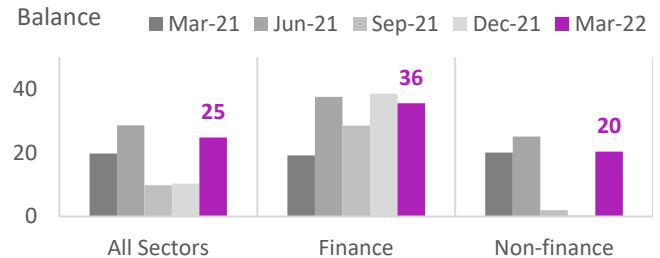


Figure 6.2 – Future business activity

March 2021 – March 2022 (percentage points)



The future business activity indicator was strongly positive for the finance sector (+36 pp) and moderately positive for the non-finance sector (+20 pp).

Within the non-finance sub-sectors, the future business activity indicator was:

- strongly positive for construction (+36 pp)
- strongly positive for hotels, restaurants and bars (+25 pp)
- moderately positive for other non-finance (+17 pp)
- and moderately positive for wholesale and retail (+13 pp).

The overall future business activity indicator saw a moderate quarterly increase (up 15 pp); see [Figure 6.2](#). The balance in March 2022 was essentially unchanged on an annual basis (up 5 pp).

The future business activity indicator for the finance sector was essentially unchanged from December 2021, but on an annual basis there was a moderate increase (up 17 pp). In March 2022 this indicator was also moderately above its three-year mean by a similar amount (16 pp above).

The non-finance sector balance in the latest quarter was moderately above its balance from last quarter (up 20 pp), and was essentially equal to its balance twelve months ago in March 2021. It was moderately higher than its three-year mean (19 pp above).

Within the non-finance sector, the indicator for construction saw a strong quarterly increase (up 38 pp), and was also strongly above its balance in March 2021 and its three-year mean.

The wholesale and retail indicator was at essentially the same level as the previous quarter and its three-year mean, but there was a strong decrease on an annual basis (down 26 pp).

In March 2022 hotels, restaurants and bars had balance strongly above its previous quarter's balance and its three-year mean (by 29 pp and by 45 pp respectively). However, this sector's future business activity indicator was moderately below its March 2021 balance by 19 pp.

The balance for the other non-finance sector was moderately above its balance three and twelve months ago, and its three-year mean (by 23 pp, 13 pp, and 22 pp respectively). See the [appendix](#) for a sectoral breakdown.

Future employment

The outlook for all-sector future employment over the next three months (to June 2022) was strongly positive (+25 pp). An increase in employment was expected by a third (33%) of businesses, compared to 7% that expected a decrease, while 60% expected no change; see [Figure 7.1](#). The balance of this indicator was the same for the finance and the non-finance sectors (both +25 pp), with very similar proportions expecting increases and decreases in the next three months (32-33% and 7-8% respectively).

Figure 7.1 – Future employment

Expectations for next three months (June 2022)

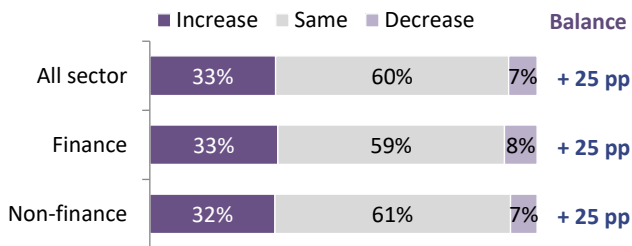
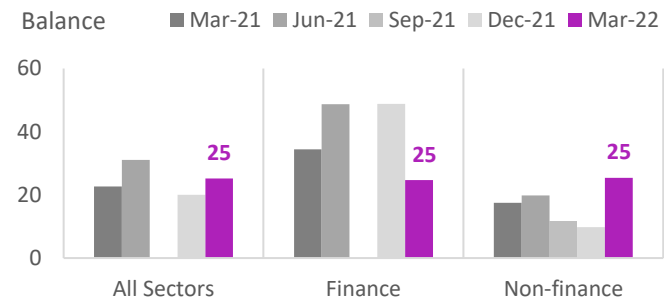


Figure 7.2 – Future employment⁴

March 2021 – March 2022 (percentage points)



The overall indicator for the all-sector future employment indicator was at essentially the same level as in March 2021⁴; see [Figure 7.2](#).

In the current quarter the future employment indicator was moderately above its three-year mean for non-finance (above by 24 pp), but was essentially equal to its three-year mean for finance, resulting in the all-sector indicator being moderately above its three-year mean (by 17 pp).

The non-finance sector future employment indicator saw a moderate quarterly increase (up 15 pp), and was at a similar level to 12 months ago; see [Figure 7.2](#).

Within the non-finance sector, the future employment indicator was strongly positive for hotels, restaurants and bars (+34 pp), construction (+33 pp) and other non-finance (+25 pp), and moderately positive for wholesale and retail (+15 pp).

See the [appendix](#) for a detailed breakdown by size and sector.

⁴ In the September 2021 round, the future employment question was not asked of the finance sector due to a technical fault, so responses were only collected for the non-finance sector.

Annex 1 – COVID-19

In response to the COVID-19 pandemic and associated economic consequences, additional questions have been included since June 2020 in order to measure some of these consequences.

Trading activity

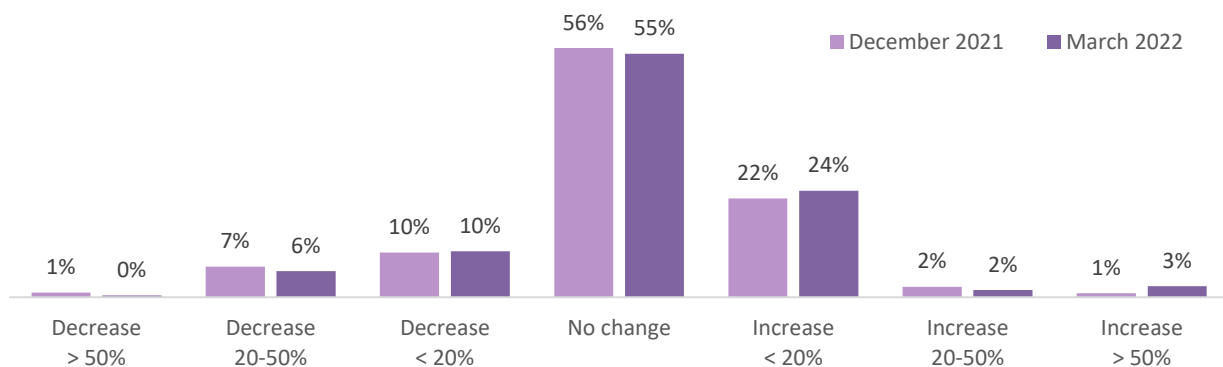
Businesses were asked if they were currently trading. Of those that responded, 97% were trading and 3% were inactive in March 2022. However, some of the undertakings that did not respond to the survey are known to have ceased, so these figures underestimate the proportion of undertakings that ceased during the period.

Turnover

Businesses were asked how their turnover in March 2022 compared to three months' ago (December 2021) and were given a choice of several options. In calculating the balance of this indicator, the smaller increases and decreases (of less than 20%) were given a lower weight (50%), and the greatest increases and decreases (of more than 50%) were given a larger weight (150%).

The balance of the turnover indicator was neutral at +6 pp, see [Figure A1.1](#). Overall, 28% of businesses reported an increase in turnover, compared to 17% that reported a decrease. The balance of this indicator was essentially unchanged from December 2021 (+5 pp).

Figure A1.1 – Change in turnover in March 2022, compared with change in turnover in December 2021



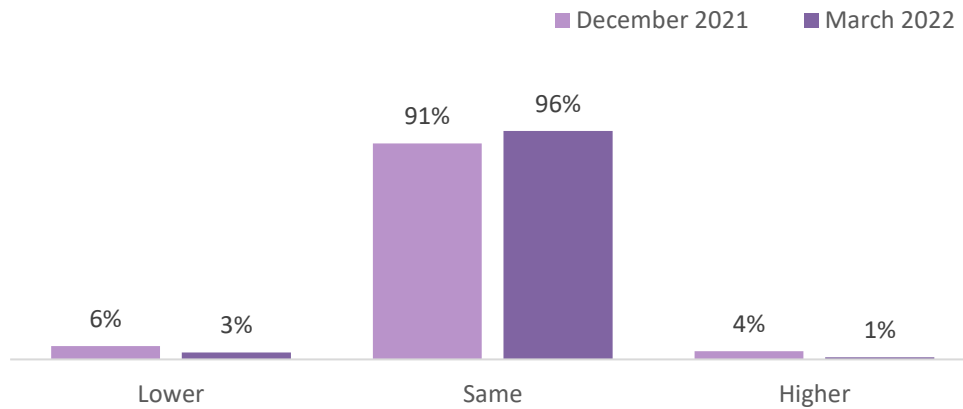
The turnover indicator was moderately positive for the finance sector (+19 pp) and was neutral for the non-finance sector (0 pp).

Access to finance

The access to finance indicator was neutral (-2 pp). A large majority (96%) reported no change in their access to finance, while 1% reported an increase and 3% reported decrease; see [Figure A1.2](#). The balance of this indicator has remained at essentially the same level since March 2021.

The indicator was neutral for both the finance (-3 pp) and non-finance (-1 pp) sectors.

Figure A1.2 – Access to finance in March 2022 and December 2021 compared to three months' ago



Employment

Of businesses that employed staff, 11% reported that a lower proportion of their staff were actively working in March 2022 compared to normal, while 10% said that a higher proportion of their staff were actively working. Staff that are actively working are carrying out their duties, as opposed to not working but continuing to be employed. The balance of -1 pp was essentially unchanged from the previous quarter, and was moderately more positive than the March 2021 balance of -13 pp.

Figure A1.3 – Proportion of staff actively working, June 2020 to March 2022, finance sector

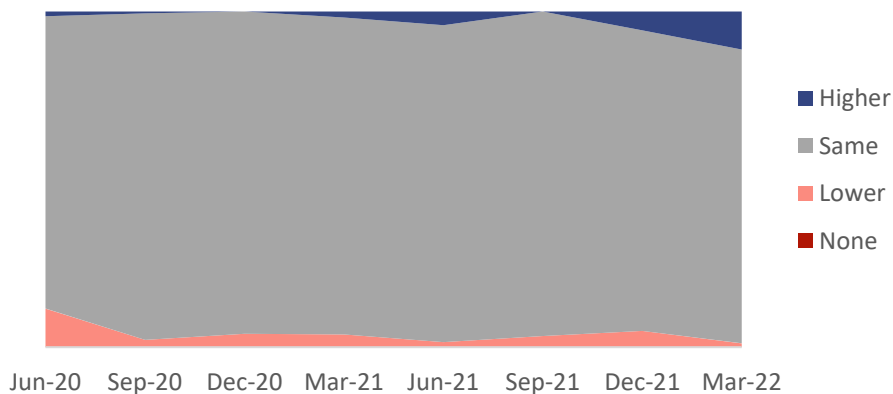
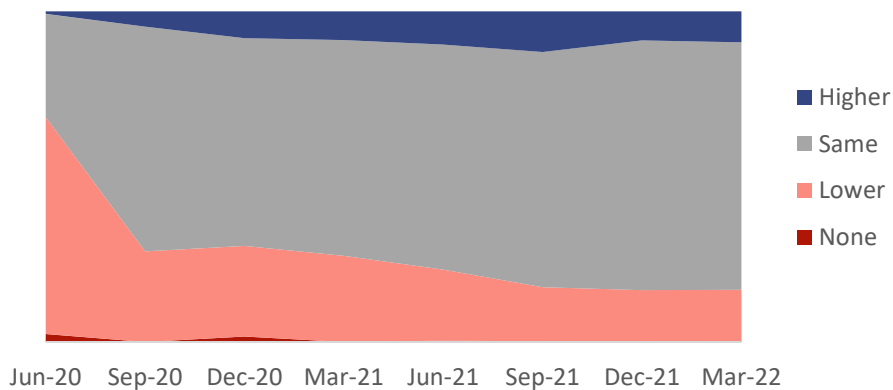


Figure A1.4 – Proportion of staff actively working, June 2020 to March 2022, non-finance sector



The actively working indicator for the finance sector was moderately positive (+10 pp), the first notably positive balance for this sector. Prior to the latest quarter the indicator had been neutral since September

2020; see [Figure A1.3](#). The non-finance sector balance was neutral (-7 pp) in March 2022 and has been at essentially the same level since June 2021, although it was moderately above its March 2021 (up 10 pp); see [Figure A1.4](#).

Of the all-sector businesses that employed staff, 6% said that all their staff were working remotely in the last three months whilst 55% of businesses said that some of their staff had worked remotely in the last three months. In contrast, 39% said none of their staff had worked remotely since December 2021.

In the last three months, 85% of all business in the finance sector reported some of their staff working remotely whilst 9% reported that none of their staff worked remotely. In the non-finance sector 40% reported some staff worked remotely, but 56% reported none of their staff had worked remotely since December 2021.

Businesses were also asked the ability of staff to work remotely. Almost a quarter (24%) of all-sector businesses reported that all of their staff could work remotely, and a further 42% said some of their staff could work remotely. In contrast, 35% said none of their staff were able to work remotely. In the finance sector, 58% of businesses reported all their staff could work remotely, compared to 7% of non-finance companies; see [Figure A1.5](#) and [Figure A1.6](#).

Figure A1.5 – Proportion of staff able to work remotely, finance sector

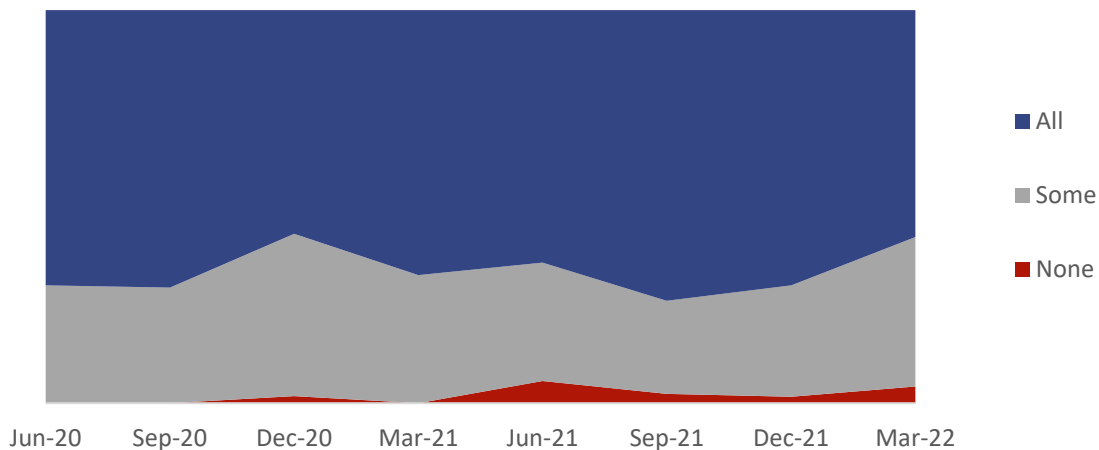
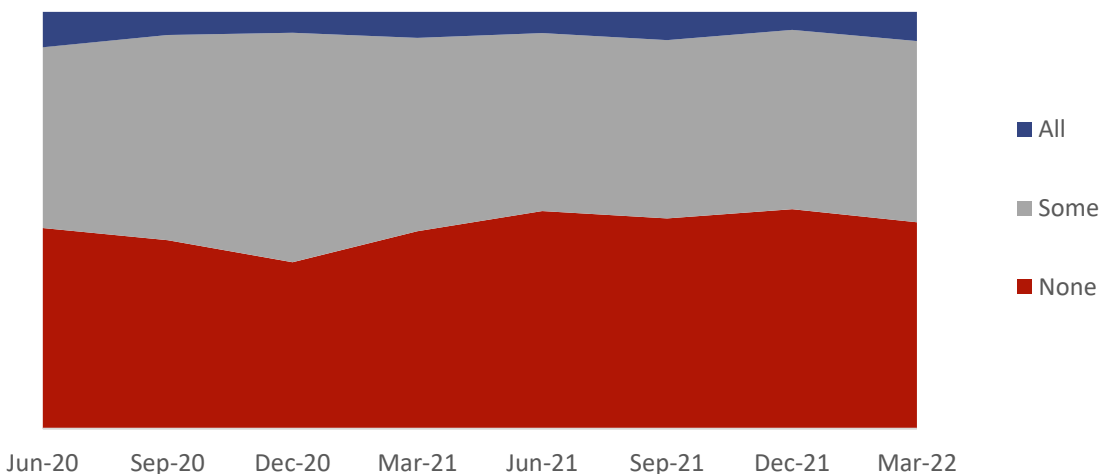
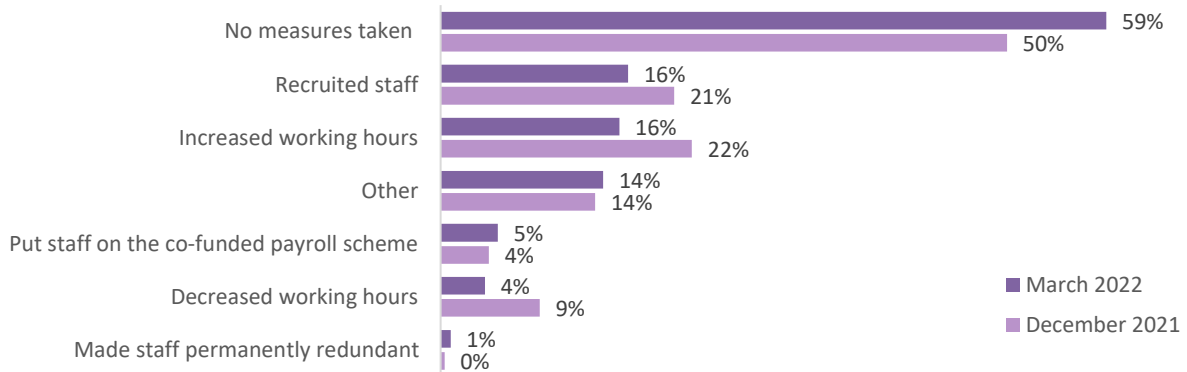


Figure A1.6 – Proportion of staff able to work remotely, non-finance sector



Businesses were asked if in the last three months they had taken any measures to cope with the impact of COVID-19 on their workforce. Of businesses that employed staff, 41% had implemented some measures in the last three months, and 59% reported that no additional measures had been taken. This compares with half (50%) not implementing any measures in the previous quarter. The most common measure taken in the last three months was to recruit staff and increase working hours (both 16%), followed by other workforce measures (14%); see [Figure A1.7](#).

Figure A1.7 – Workforce measures taken in response to COVID-19 in the last three months, as reported in December 2021 and March 2022



The least commonly selected option was staff redundancies (1%), followed by decreasing working hours (4%), and putting staff on the Government’s Co-Funded Payroll scheme (5%).

Staff redundancies has remained the least commonly selected option since this question was first asked in June 2020.

The most common ‘other’ measures mentioned related to provision of PPE, facilitating home and remote working, increased use of freelance staff to cover sickness and flexible working hours.

In March 2022, 71% of finance businesses reported they had taken no additional workforce measures in response to COVID-19 during the previous three months, in contrast to half (53%) of non-finance businesses. The proportion of finance companies that reported taking no measures has been above that for non-finance companies every time this question has been asked.

Notes

The Business Tendency Survey samples private sector businesses in Jersey. The survey asks the Chief Executive or Managing Director of sampled businesses for their opinions on the current situation of their business compared with three months previously, and for their expectations for the next three months.

Each indicator derived from the survey responses is calculated as a weighted net balance, see below.

The survey is run in the last month of each quarter. In June and December, additional questions are asked of the finance sector to gauge their expectations for future employment, profits and business development.

- 1. Net balance:** Net balances are used to summarise respondents' answers to the multiple-choice questions of the Business Tendency Survey. The net balance is obtained by taking the difference between the weighted percentages of respondents giving positive (such as "increase" or "higher") and negative responses (such as "decrease" or "lower"). The net balance is given as a difference measured in percentage points (pp). The statistical uncertainty on each net balance (expressed as a 95% confidence interval) depends on the effective (weighted) numbers of respondents to each question. For overall indicators covering the whole of the private sector, the 95% confidence interval ranges from ± 5 to ± 15 pp depending upon responses to the specific indicator. The net balance and individual percentages are rounded independently, and therefore the percentages may not sum to the balance.
- 2. Seasonal effects:** Businesses are asked to exclude normal seasonal fluctuations from their responses. When it is not practical to compare the current trading situation with that of three months ago, businesses are asked to compare with one year ago.
- 3. Stratified sample:** To design a representative sample of Jersey's businesses, a random sampling approach was used, stratified by business size (employment on a full-time equivalent [FTE] basis) and type of activity ([UK SIC 2007 sector](#)). Size-dependent sampling probabilities were applied, and businesses with more than 50 FTE employees were given a sampling probability of one. The sample is reviewed twice yearly to incorporate new businesses and changes in staffing, in order that the sample remains representative of Jersey's economy.
- 4. Response:** Around 510 firms were sent a survey questionnaire for this survey; over 300 completed questionnaires were returned, constituting an overall response rate of 60%. The respondents accounted for 33% of total private sector employment in the Island.
- 5. Weighting:** The response data collected are weighted before they are analysed. Each reporting business was assigned two weights: a sampling probability weight and a size weight (FTE workforce). The sampling weight adjusts for the different likelihoods of different sized businesses being included in the sample; an effect of the sampling methodology used. The size weight ensures that companies contribute to each indicator in proportion to the size of their workforce. In publications prior to June 2019, the finance annex was weighted by company size only. The annex is now weighted by company size and sampling probability, as in the rest of the report.
- 6. Descriptors:** To aid in interpreting the result, balances and changes of specific magnitudes are described using the terminology set out below.
 - Positive/negative: ± 10 pp or more
 - Extremely positive/negative: ± 50 pp or more
 - Strongly positive/negative: $\pm 25-49$ pp
 - Moderately positive/negative: $\pm 10-24$ pp
 - Neutral / essentially unchanged: $\pm 0-9$ pp

Statistics Jersey welcomes suggestions on how we can improve our surveys and reports to ensure we meet the needs of our users. If you have any feedback relating to this report, please email statistics@gov.je.

Statistics Jersey

22 April 2022

Glossary

1. **Employed staff:** This includes staff who are currently on leave of any sort, including furlough leave and unpaid leave. Staff paid through the co-funded payroll scheme should be included, whether or not they are working any hours.
2. **Actively working staff:** This includes staff who are fulfilling their work duties. Staff who are unable to work for any reason should be excluded, whether or not they are paid
3. **Permanent redundancy:** Laying off only covers staff who are no longer employed by the business. Staff that are on the co-funded payroll scheme are still employed, and similarly for staff on leave of any sort, including furlough leave and unpaid leave.
4. **Level of business activity / output:** This is the total amount of work undertaken by an organisation. Business activity can be thought of as gross income, chargeable hours worked, turnover or the number of products produced. The measure of business activity used depends on the nature of an organisation. For example, a legal firm may use the number of chargeable hours worked. A bank may decide to use values of fees, commission and premium income.
5. **Incoming new business / new orders:** This is the amount of new business placed with an organisation. This may include any new clients, new orders or contracts from existing clients or any new contracts.
6. **Level of capacity utilisation:** This is the current business activity relative to 'normal capacity'. 'Above capacity' indicates that a business is above its normal capacity, for example because an organisation is busier than normal or staff are working longer hours than normal. Similarly, 'below capacity' indicates the current business activity is below its normal capacity, for example because an organisation is quieter than normal or staff are working shorter hours than normal.
7. **Average cost of inputs:** This is the average cost for all inputs used by an organisation. Inputs include supplies obtained, stocks/materials bought in and costs of employees, including wages, salaries and pension costs paid by an organisation. We ask businesses to try to give a weighted average of costs. For example, if employment costs are the largest share, they should be given the largest weighting (i.e. importance) when answering the question.
8. **Average prices charged for products:** This is the price charged per item or per unit of time on average. For example, a legal firm will know how much they charge an hour. However, if an organisation offers various services/products, we ask them to try to give a weighted average. For example, if one service accounts for most sales and its prices have increased, then it should be given the largest weighting (i.e. importance) when answering the question, indicating that prices have risen on average.
9. **Profitability:** This is the total profits earned on all activities of an organisation. If an organisation does not calculate profits over the most recent three months, we ask them to try to estimate how their profitability has changed, taking into account changes in turnover, changes in input costs and changes in mark-ups/spreads over input costs.
10. **Employment:** This is the number of employees employed on average. Two part-time employees are equivalent to one full-time employee. For example, if two part-time employees resigned and one full-time employee was taken on, we ask organisations to count this as no net change (so employment was the 'same'). We ask organisations to ignore seasonal or temporary hirings.
11. **Business optimism:** This refers to confidence or optimism about the overall business situation in an organisations' industry generally. Unlike the previous questions, it is not about what is actually happening to an organisation at present, but asks about their opinions for their sector generally.

Appendix

March 2022 – Net balances of indicators (percentage points) and percentage of responders reporting ‘no change’

All sectors; finance; non-finance; construction; hotels, restaurants and bars; wholesale and retail; and other non-finance

Indicator	All sectors		Finance		Non-finance		Construction		Hotels, restaurants and bars		Wholesale and retail		Other non-finance	
	Net balance	No change	Net balance	No change	Net balance	No change	Net balance	No change	Net balance	No change	Net balance	No change	Net balance	No change
Business Activity	8	58	24	62	2	57	25	65	11	34	16	71	-12	54
New Business	7	64	18	70	2	61	27	63	16	37	-4	84	-8	58
Capacity Utilisation	5	62	16	72	1	58	20	67	-29	36	-8	50	3	62
Input costs	-74	25	-57	43	-82	18	-93	7	-83	17	-85	15	-76	22
Product prices	45	52	30	62	51	48	33	67	55	45	71	29	49	49
Profitability	-25	48	2	65	-36	41	-39	59	-11	42	-58	30	-33	39
Employment	0	66	18	68	-9	65	12	62	-21	52	1	67	-16	68
Business optimism	-4	59	2	63	-6	57	10	70	-9	34	-12	62	-9	55
Future business activity	25	56	36	55	20	56	36	60	25	32	13	75	17	53
Future employment	25	60	25	59	25	61	33	61	34	45	15	82	25	57

March 2022 – Net balances of indicators (percentage points) and percentage of respondents reporting ‘no change’

All sectors, finance and non-finance sectors by size of business*

Indicator	All sectors				Finance				Non-finance			
	Large		Small		Large		Small		Large		Small	
	Net balance	No change*	Net balance	No change*	Net balance	No change*	Net balance	No change*	Net balance	No change*	Net balance	No change*
Business Activity	18	65	2	54	32	65	5	54	4	64	1	54
New Business	11	70	3	60	22	75	7	58	0	65	2	60
Capacity Utilisation	12	57	1	66	21	76	3	62	4	40	0	67
Input costs	-76	24	-73	26	-56	44	-59	41	-95	5	-76	23
Product prices	51	49	41	54	35	65	16	55	65	35	44	54
Profitability	-30	45	-21	51	3	63	-1	70	-62	28	-25	47
Employment	10	62	-8	69	18	64	20	76	2	59	-14	68
Business optimism	-7	60	-1	58	-2	67	13	56	-12	55	-4	58
Future business activity	28	58	22	54	39	61	28	41	19	55	21	57
Future employment	23	64	26	58	23	65	29	43	24	62	26	60

* Large companies are defined as having more than 50 FTEs and small companies are defined as having 50 or fewer FTEs.

Indicators – net balances (percentage points)

All sectors

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	7	12	16	25	21	11	13	16	3	6	-11	-62	-8	-15	-21	20	9	3	8
New Business	12	21	19	16	18	3	8	3	3	9	-13	-58	-14	-13	-8	18	7	9	7
Capacity Utilisation	4	9	6	11	8	7	1	3	3	1	-11	-40	-12	-17	-13	2	12	9	5
Input costs	-39	-42	-50	-54	-53	-44	-48	-42	-50	-52	-40	-9	-24	-19	-37	-57	-65	-70	-74
Product prices	21	14	26	29	22	14	27	21	16	15	10	-3	-3	-5	9	20	22	26	45
Profitability	-8	-7	-9	1	-2	-14	-11	-5	-19	-14	-29	-70	-33	-33	-38	-11	-13	-25	-25
Employment	6	13	9	14	10	4	10	4	4	-2	-4	-34	-15	-2	1	4	8	2	0
Business optimism	8	18	11	10	7	1	1	-4	-5	4	-30	-51	-23	-9	3	16	12	-3	-4
Future business activity	10	27	20	25	21	11	25	13	-2	16	-23	-14	-4	-2	20	29	10	10	25
Future employment	11	22	12	16	17	3	7	3	12	2	2	-7	-3	7	23	31*		20	25

* revised

Finance

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	12	28	36	31	28	28	39	33	7	17	17	-21	-1	17	-12	43	13	19	24
New Business	18	38	33	17	23	20	28	1	7	29	11	-36	-12	10	14	40	18	34	18
Capacity Utilisation	4	27	28	20	8	21	13	7	7	8	5	13	6	11	15	22	18	14	16
Input costs	-11	-23	-25	-30	-27	-22	-21	-19	-43	-43	-32	-6	-5	4	-27	-33	-37	-46	-57
Product prices	7	21	18	16	7	7	24	3	2	7	-5	1	-13	-11	9	7	9	13	30
Profitability	23	31	18	17	20	7	16	11	-12	2	-19	-36	-21	-11	-5	32	16	10	2
Employment	18	29	33	28	11	11	35	20	4	18	1	-7	-1	15	19	18	22	27	18
Business optimism	22	33	24	20	16	17	15	1	-9	9	-27	-35	-24	17	24	38	36	26	2
Future business activity	25	51	39	54	49	34	39	28	14	38	-21	-32	13	34	19	38	29	39	36
Future employment	29	57	37	39	24	12	17	18	41	16	16	8	13	31	34	49		49	25

Non-finance

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	5	4	6	23	18	4	1	8	2	0	-24	-80	-11	-28	-25	11	7	-3	2
New Business	9	11	12	16	15	-5	-1	4	1	-2	-24	-68	-15	-22	-18	9	2	1	2
Capacity Utilisation	4	0	-3	8	8	1	-4	1	1	-2	-19	-64	-20	-27	-25	-6	9	8	1
Input costs	-54	-51	-62	-64	-65	-53	-60	-51	-53	-57	-44	-10	-32	-29	-42	-66	-76	-79	-82
Product prices	28	11	29	35	29	17	28	29	22	19	17	-6	1	-2	9	25	28	30	51
Profitability	-24	-26	-22	-5	-12	-23	-23	-13	-22	-22	-34	-85	-38	-42	-51	-28	-25	-37	-36
Employment	0	5	-2	8	10	2	-2	-3	3	-12	-7	-46	-20	-8	-7	-2	2	-7	-9
Business optimism	0	10	5	6	3	-6	-6	-6	-3	1	-31	-58	-23	-20	-6	7	2	-13	-6
Future business activity	1	14	12	14	9	1	19	6	-9	5	-23	-6	-11	-16	20	25	2	0	20
Future employment	1	5	1	7	14	-1	3	-4	-2	-6	-5	-13	-10	-3	18	20*	12*	10	25

* revised

Construction

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	7	16	20	21	11	3	-8	-10	3	-8	-13	-92	-3	-24	-18	19	-9	-4	25
New Business	6	20	9	18	4	-10	-6	19	9	-7	-13	-82	-11	-21	-17	7	-10	3	27
Capacity Utilisation	-2	18	-5	-2	13	-7	21	7	3	4	-7	-83	-22	-25	-15	13	-3	9	20
Input costs	-51	-62	-78	-76	-75	-44	-54	-77	-69	-56	-52	3	-39	-44	-60	-73	-75	-84	-93
Product prices	16	17	31	34	33	12	3	38	25	14	15	-10	12	0	22	31	43	41	33
Profitability	-29	-22	-24	8	-6	-17	-25	-25	-37	-27	-33	-92	-40	-52	-57	-25	-40	-62	-39
Employment	1	25	4	18	28	6	-2	-10	8	-5	4	-47	-16	-1	2	-6	-22	14	12
Business optimism	27	26	21	32	21	5	-11	9	34	13	-2	-74	-14	-9	15	23	5	20	10
Future business activity	13	32	17	17	19	8	-1	-1	12	6	5	-34	1	-7	3	33	1	-2	36
Future employment	-14	16	-17	2	19	9	-2	3	16	9	13	-21	13	4	19	30	0	26	33

Hotels, restaurants and bars

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	-23	-20	-7	13	28	-16	-27	-23	-4	-7	-42	-100	-44	-98	-72	-15	40	-14	11
New Business	-18	14	2	13	28	-27	-20	-27	-10	-18	-45	-100	-50	-84	-51	-7	30	-22	16
Capacity Utilisation	-10	-16	-10	-3	17	-25	-24	-28	-5	-12	-44	-87	-65	-80	-78	-40	14	-20	-29
Input costs	-69	-55	-91	-70	-70	-70	-83	-75	-68	-72	-47	20	-38	-13	-20	-84	-92	-88	-83
Product prices	52	15	47	36	52	23	58	38	35	47	8	-36	-22	-36	-16	57	49	33	55
Profitability	-55	-30	-35	-30	-12	-46	-39	-15	-31	-39	-62	-100	-85	-94	-83	-63	-29	-48	-11
Employment	-18	-5	-14	15	1	-15	-19	-12	-13	-14	-25	-85	-44	-43	-45	-27	-4	-33	-21
Business optimism	-24	-7	-14	-15	-11	-35	-8	-12	-16	-10	-78	-89	-80	-94	-16	-18	13	-27	-9
Future business activity	-39	-22	17	17	-11	-37	25	5	-41	-5	-49	-62	-71	-79	44	23	-22	-4	25
Future employment	-16	-18	29	6	-3	-26	22	-15	-36	-10	-35	-42	-63	-38	37	7	-9*	-2	34

* revised

Wholesale and retail

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	11	4	-19	41	1	2	14	16	9	-3	-29	-79	21	-8	-23	17	-3	-13	16
New Business	15	1	-14	33	6	-9	7	3	3	-1	-29	-62	14	28	-6	18	-9	-13	-4
Capacity Utilisation	7	-9	-13	15	-21	3	-15	10	26	0	-24	-68	-19	-5	-23	1	-8	0	-8
Input costs	-57	-53	-47	-73	-67	-66	-65	-51	-23	-68	-48	-10	-20	-35	-45	-62	-79	-80	-85
Product prices	51	20	32	36	22	27	22	29	8	29	22	3	3	6	20	24	20	54	71
Profitability	-20	-46	-24	3	-30	-36	-13	-23	-12	-31	-48	-76	0	-10	-37	-17	-16	-14	-58
Employment	7	-5	-12	-2	-8	1	-1	-7	5	5	-4	-41	-14	11	16	4	29	-18	1
Business optimism	3	4	1	-2	-20	-27	-15	-16	6	-5	-21	-45	3	-2	21	16	4	-33	-12
Future business activity	11	19	17	16	-3	5	25	6	6	-1	-21	16	-6	19	39	29	19	16	13
Future employment	24	-10	-14	5	14	-7	-3	3	14	-2	-2	-11	-9	1	18	11	33*	21	15

* revised

Other non-finance – private sector excluding finance and legal activities, construction and quarrying, hotels restaurants and bars, and wholesale and retail

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	11	8	18	19	24	13	8	19	0	5	-17	-49	-14	-19	-17	12	6	4	-12
New Business	17	13	28	8	18	7	4	10	2	4	-17	-48	-14	-24	-12	10	4	10	-8
Capacity Utilisation	11	5	5	11	18	12	0	5	-8	-2	-11	-22	-6	-25	-18	-7	19	17	3
Input costs	-48	-46	-54	-51	-59	-45	-52	-37	-57	-48	-40	-15	-31	-26	-40	-62	-71	-74	-76
Product prices	10	3	22	34	22	13	28	24	23	7	20	0	5	2	7	16	20	17	49
Profitability	-13	-15	-16	-3	-4	-12	-21	-3	-19	-11	-18	-62	-37	-39	-45	-25	-23	-32	-33
Employment	3	8	6	7	17	6	4	4	8	-20	-5	-23	-17	-9	-8	2	-1	-5	-16
Business optimism	-2	14	7	10	16	9	1	-3	-13	5	-25	-43	-17	-11	-19	5	-3	-15	-9
Future business activity	7	17	6	10	21	10	20	9	-10	10	-20	-10	3	-18	14	22	2	-3	17
Future employment	3	16	6	10	19	7	2	-6	0	-9	1	1	-2	2	12	22*	12*	2	25

* revised

For comparability with past reports, the previously used definition of “other non-finance” is included below.

Other non-finance and hotels, restaurants and bars – private sector excluding finance and legal activities, construction and quarrying, and wholesale and retail

Indicator	2017		2018				2019				2020				2021				2022
	Sept	Dec	March	June	Sept	Dec	March	June	Sept	Dec	Mar	Jun	Sept	Dec	Mar	Jun	Sept	Dec	Mar
Business Activity	1	1	12	16	25	5	-1	9	-1	2	-24	-78	-21	-36	-28	8	14	1	-8
New Business	7	13	22	9	21	-2	-2	1	-1	-1	-25	-67	-23	-37	-20	7	9	3	-5
Capacity Utilisation	5	0	1	7	17	2	-6	-3	-7	-4	-23	-59	-20	-35	-29	-13	18	9	-2
Input costs	-54	-48	-63	-57	-62	-52	-60	-46	-60	-54	-43	-13	-33	-23	-36	-66	-76	-77	-77
Product prices	22	6	28	35	30	16	36	27	27	17	17	-7	-1	-6	3	23	27	21	50
Profitability	-25	-19	-21	-12	-7	-21	-26	-6	-22	-18	-29	-86	-48	-51	-53	-32	-25	-35	-29
Employment	-3	5	1	10	13	1	-2	0	2	-19	-10	-47	-23	-16	-15	-3	-2	-11	-17
Business optimism	-8	9	2	2	8	-3	-1	-5	-14	1	-40	-58	-32	-28	-19	1	1	-17	-9
Future business activity	-6	8	8	12	12	-2	22	8	-19	6	-29	-6	-15	-30	19	22	-3	-3	18
Future employment	-3	8	11	9	13	-2	6	-8	-10	-9	-9	-12	-16	-6	17	18*	7*	1	26

* revised

Past reports are available online at www.gov.je/BTS Data tables for the above and earlier years are available online at opendata.gov.je/dataset/business-tendency-survey