

# EUROPEAN ECONOMY

COMMISSION OF THE EUROPEAN COMMUNITIES  
DIRECTORATE-GENERAL FOR ECONOMIC AND FINANCIAL AFFAIRS

**Supplement B**  
Business and consumer  
survey results  
No 1 – January 1994

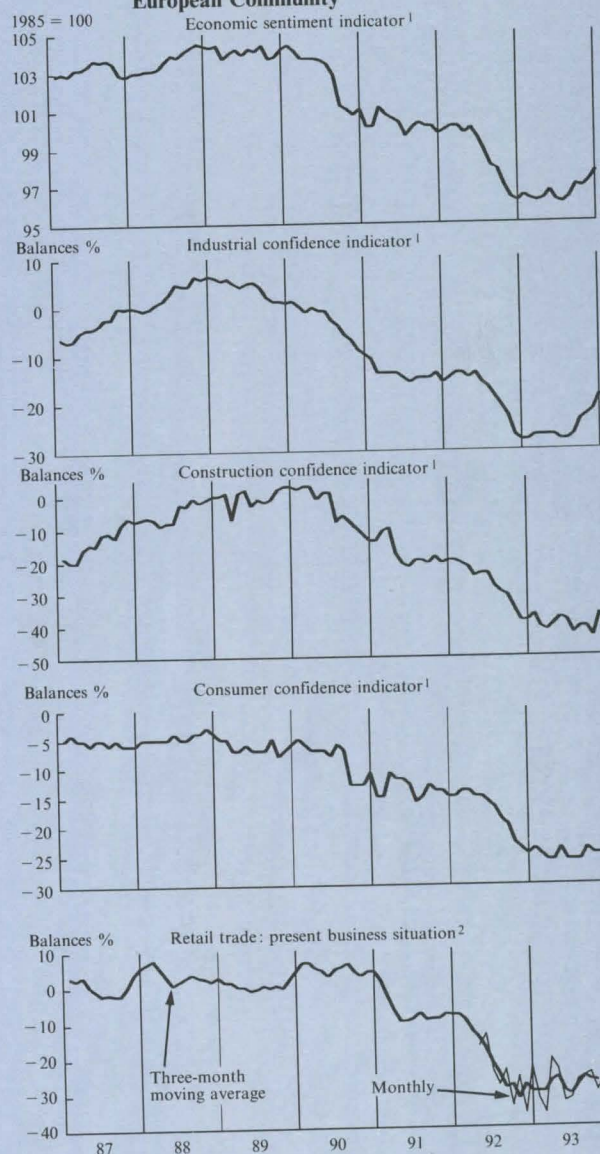


*In this number:  
Industrial investment and  
private consumption in 1994*

## THE MAIN POINTS IN BRIEF

- The improvement in the business climate in the Community has continued, though clear differences are apparent between individual countries. The year-end increase in confidence was particularly marked in Germany, France and Italy. Yet it is impossible to say at this point whether the recovery will be durable and sustained.
- In December the Community's leading economic indicator improved by 0.4 percentage point to 97.5. This is 1.5 points higher than the low recorded in July 1993.
- In 1994 managements in industry are again intending to hold back their investment and to invest less in real terms than the year before. However, the fall in 1994 should be distinctly smaller than in 1993.

GRAPH 1: Indicators of economic sentiment –  
European Community



<sup>1</sup> See notes to Table 1.

<sup>2</sup> Not seasonally adjusted.

**The improvement in the business climate in the Community has continued.** — The progressive strengthening of confidence in the business situation was confirmed in the December business surveys. However, significant differences are apparent from country to country. The year-end increase in confidence was particularly marked in Germany, France and Italy. In these countries, and in Denmark and the Netherlands, the recovery of enterprises' confidence in the economic situation has gone furthest. In Belgium, Spain and Ireland, by contrast, the strengthening of confidence discernible since the middle of the year is advancing only slowly. It still remains to be seen whether a lasting and sustained economic recovery is in fact around the corner.

**The Community's leading economic indicator rose further.** — In December the Community economic sentiment indicator improved by 0.4 percentage point to 97.5. This is 1.5 points above the low recorded in July 1993. The upward trend of the Community leading indicator, which has now lasted for five months, suggests that the trough of the cycle is over. However, the indicator, based on positive expectations, cannot by itself provide enough evidence of definite, sustained growth.

**Investment plans in industry for 1994.** — The preliminary results of the survey on industrial investment plans carried out in October/November 1993 indicate that investment demand will remain weak in 1994. But the fall in investment volume should be distinctly smaller this year than in 1993 (see graph 2). The survey also shows that actual investment during 1993 even fell short of the gloomy estimates of April 1993. (The full results will be published in Supplement B, No 2.) Some optimism is, however, discernible from investment plans in a number of countries: industrialists in Belgium, Denmark, Greece, Italy, Luxembourg and the United Kingdom are planning to spend more in real terms on investment in 1994 than they did in 1993. The implementation of these plans will also contribute to a better investment climate in the other Community countries and so assist the economic recovery. But the further development and strength of the economic upturn greatly depend on the rapid execution of measures introduced and planned in the Community to create an environment more conducive to investment, and on them being underpinned by further interest rate reductions.

**Consumers and companies differ in their view of the economic climate.** — In *industry*, the indicator of current sentiment showed a further improvement on the previous month. For the first time in two years, the number of firms planning to expand output in the next few months has drawn level with the number of firms intending to reduce their output. Broken down by country, expansionary intentions already prevailed in six of the twelve member countries in December, namely Denmark, Greece, Ireland, Italy, the Netherlands and the United Kingdom. At the same time, in eight of the twelve countries assessments of domestic and export order-books were less pessimistic than the month before. Managers in all countries, apart from the United Kingdom, also felt that the pressure of stocks had eased recently across a broad spectrum. Industrial production is therefore again contributing to a more positive general trend.

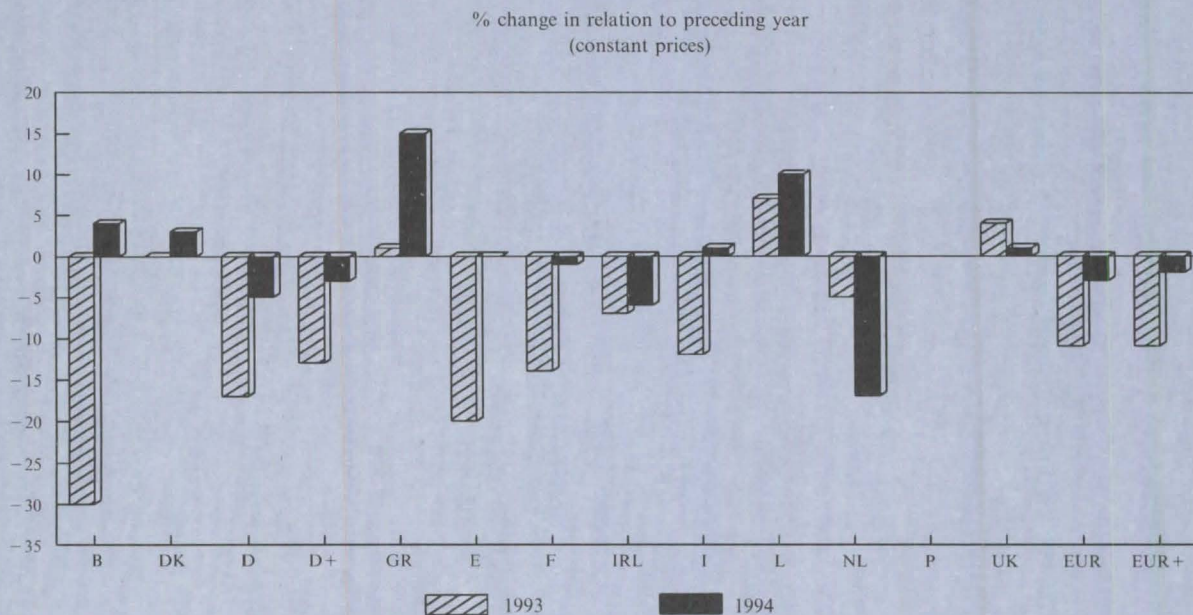
In the *construction industry*, sentiment showed no further improvement in December. While the business survey results indicate stability compared with the month before, the more optimistic assessments of that month were probably tempered mainly by the early onset of winter.

*Consumers* were just as pessimistic in December as they had been in previous months. In Belgium and the United Kingdom their confidence actually continued sliding. But for the diminishing pessimism in Spain, France and especially Italy, the confidence indicator would have been down further as a Community average. Not only did consumers in the Community again consider that their own current financial situation was worse than the month before, but their pessimism about their future financial situation was also unchanged. However, they were less sceptical about future general economic developments.

In November *retailers' assessments* of their economic situation were no longer quite so unfavourable as in previous months. Judging from the findings available for a number of countries, this improvement continued in December. The surveys conducted in both November and December also reveal - where results are available — less pessimism about developments over the next six months.

18 January 1994

GRAPH 2: Industrial investment in manufacturing industry



Source: EC investment surveys.

TABLE 1\*: Indicators of output and economic sentiment (s.a.)

		Ranges		1991	1992	1993	1993			1993						
		Trough 81/83	Peak 88/90				II	III	IV	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>B</b>	<i>index of industrial production</i>	1985=100	:	:	115,1	115,3	:	107,5	:	:	107,3	110,0	:	:	:	:
	1. industrial confidence indicator		-33	2	-15	-20	-29	-32	-29	-24	-30	-31	-27	-28	-23	-21
	2. construction confidence indicator		-63	7	-7	-13	-21	-23	-20	-21	-19	-17	-23	-25	-22	-17
	3. consumer confidence indicator		-29	5	-7	-12	-26	-26	-29	-29	-30	-30	-28	-28	-29	-30
	4. share-price index (a)		:	:	177,4	175,3	190,4	182,0	195,6	205,6	194,8	198,0	194,0	200,7	204,4	211,7
	= 5. economic sentiment indicator		96,5	106,6	102,3	100,5	97,2	96,9	96,7	97,1	96,6	96,6	97,0	96,9	97,1	97,2
<b>DK</b>	<i>index of industrial production</i>	1985=100	:	:	110,0	112,2	:	105,8	109,3	:	109,9	107,0	111,0	:	:	:
	1. industrial confidence indicator		-22	5	-8	-7	-12	-20	-10	-3	-10	:	:	-3	:	:
	2. construction confidence indicator		-37	12	-32	-22	-24	-27	-22	-17	-22	:	:	-17	:	:
	3. consumer confidence indicator		-20	-4	-2	-2	-5	-7	-4	-2	-4	-5	-4	-4	-1	-1
	4. share-price index (a)		:	:	157,9	144,7	146,9	139,8	148,0	160,5	143,5	150,5	149,9	161,9	159,4	160,3
	= 5. economic sentiment indicator		95,3	99,0	97,2	97,3	:	96,4	97,4	:	97,0	97,5	97,7	98,1	98,3	:
<b>D</b>	<i>index of industrial production</i>	1985=100	:	:	121,4	118,8	:	109,6	109,7	:	108,6	111,6	109,0	:	:	:
	1. industrial confidence indicator		-38	11	0	-18	-34	-37	-35	-31	-35	-36	-33	-32	-31	-29
	2. construction confidence indicator		-63	3	-5	-15	-28	-28	-31	-30	-29	-31	-33	-30	-32	-30
	3. consumer confidence indicator		-32	6	-12	-20	-28	-27	-28	-29	-30	-28	-27	-30	-29	-29
	4. share-price index (a)		:	:	141,3	137,5	147,4	137,3	150,8	166,9	145,1	153,4	154,0	162,0	165,8	172,8
	= 5. economic sentiment indicator		93,9	104,2	101,3	98,7	96,4	96,1	96,4	96,9	96,1	96,3	96,7	96,6	96,8	97,3
<b>E</b>	<i>index of industrial production</i>	1985=100	:	:	114,8	111,3	:	105,2	:	:	106,3	109,7	:	:	:	:
	1. industrial confidence indicator		:	0	-22	-25	-35	-37	-35	-28	-36	-37	-31	-30	-28	-26
	2. construction confidence indicator		:	32	-8	-37	-44	-45	-42	-35	-38	-48	-41	-50	-32	-25
	3. consumer confidence indicator		:	5	-6	-20	-34	-33	-35	-35	-33	-39	-32	-35	-36	-35
	4. share-price index (a)		:	:	311,2	270,0	313,7	297,3	335,9	351,4	316,2	355,1	336,5	361,0	343,2	350,0
	= 5. economic sentiment indicator		:	104,6	99,5	97,8	96,3	96,2	96,4	96,9	96,4	96,0	96,9	96,8	96,9	97,1
<b>F</b>	<i>index of industrial production</i>	1985=100	:	:	113,1	113,3	:	108,4	109,3	:	109,9	109,7	108,3	:	:	:
	1. industrial confidence indicator		-38	12	-20	-21	-35	-36	-39	-31	-40	-39	-37	-31	-34	-29
	2. construction confidence indicator		-59	2	-16	-43	-57	-56	-58	-58	-58	:	:	-58	:	:
	3. consumer confidence indicator		-27	-9	-21	-22	-25	-25	-27	-25	-28	-28	-26	-26	-25	-24
	4. share-price index (a)		:	:	208,6	217,2	240,8	229,7	248,1	261,8	236,0	254,8	253,4	260,3	255,4	265,6
	= 5. economic sentiment indicator		98,5	106,1	101,3	99,8	97,9	97,9	97,5	98,4	97,2	97,4	97,8	98,2	98,2	98,8
<b>IRL</b>	<i>index of industrial production</i>	1985=100	:	:	148,6	162,2	:	169,1	:	:	169,4	173,9	:	:	:	:
	1. industrial confidence indicator		-36	14	-9	-4	-13	-13	-15	-9	-15	-13	-18	-8	-12	-7
	2. construction confidence indicator		-60	30	-22	-11	-26	-29	-23	-24	-29	-23	-16	-21	-12	-31
	3. consumer confidence indicator		-46	-3	-18	-21	-14	-15	-10	-7	-10	-9	-10	-4	-9	-9
	4. share-price index (a)		:	:	241,4	223,9	280,1	270,9	293,5	314,9	289,4	300,0	291,2	309,5	315,6	319,6
	= 5. economic sentiment indicator		97,3	104,7	101,4	101,1	101,5	101,2	101,9	102,4	101,8	102,1	101,9	102,8	102,1	102,2
<b>I</b>	<i>index of industrial production</i>	1985=100	:	:	115,1	113,8	:	109,9	110,4	:	110,6	111,4	109,3	:	:	:
	1. industrial confidence indicator		-38	13	-13	-15	-17	-19	-18	-12	-18	-19	-17	-15	-13	-8
	2. construction confidence indicator		-51	21	-7	-16	-48	-40	-57	-53	-68	-53	-50	-68	-40	-51
	3. consumer confidence indicator		-28	0	-13	-19	-32	-33	-32	-31	-32	-32	-33	-28	-34	-30
	4. share-price index (a)		:	:	156,4	136,9	168,0	163,7	180,1	176,0	169,6	185,6	185,2	180,5	168,2	179,2
	= 5. economic sentiment indicator		95,8	103,7	100,1	98,9	97,0	96,8	97,0	97,5	96,7	97,1	97,1	97,6	97,1	97,9
<b>NL</b>	<i>index of industrial production</i>	1985=100	:	:	113,1	113,5	:	110,6	111,9	:	111,8	110,1	113,7	:	:	:
	1. industrial confidence indicator		-27	3	-4	-6	-10	-12	-11	-9	-10	-11	-11	-8	-8	-9
	2. construction confidence indicator		-45	9	-6	-15	-17	-17	-19	-18	-18	-19	-20	-19	-18	-17
	3. consumer confidence indicator		-36	11	-10	-10	-17	-19	-18	-16	-21	-17	-15	-19	-15	-15
	4. share-price index (a)		:	:	136,0	142,4	163,4	156,1	169,5	180,6	163,7	172,5	172,2	182,2	177,5	182,0
	= 5. economic sentiment indicator		93,3	103,4	99,5	99,1	98,0	97,6	98,0	98,5	97,6	98,1	98,3	98,1	98,6	98,7
<b>UK</b>	<i>index of industrial production</i>	1985=100	:	:	106,1	105,8	:	107,9	:	:	:	:	:	:	:	:
	1. industrial confidence indicator		-57	21	-32	-24	-11	-11	-9	-8	-15	-7	-5	-10	-6	-6
	2. construction confidence indicator		-57	42	-64	-50	-36	-40	-33	-30	-36	-33	-32	-30	-31	-29
	3. consumer confidence indicator		-24	7	-17	-15	-13	-15	-11	-11	-14	-10	-9	-10	-11	-13
	4. share-price index (a)		:	:	190,3	198,1	228,1	220,8	229,3	242,1	219,9	233,3	234,6	239,0	237,5	249,7
	= 5. economic sentiment indicator		97,0	103,8	97,2	98,1	99,2	98,9	99,5	99,7	98,9	99,7	99,9	99,6	99,7	99,7
<b>EUR</b>	<i>index of industrial production</i>	1985=100	:	:	114,5	113,4	:	108,8	:	:	:	:	:	:	:	:
	1. industrial confidence indicator		-35	6	-14	-19	-26	-27	-26	-21	-28	-27	-24	-23	-22	-19
	2. construction confidence indicator		-50	3	-18	-28	-40	-39	-42	-39	-43	-41	-41	-44	-37	-38
	3. consumer confidence indicator		-22	3	-14	-18	-25	-25	-25	-25	-26	-26	-24	-25	-25	-25
	4. share-price index (a)		:	:	174,9	177,1	199,3	190,9	203,1	215,6	194,9	207,1	207,3	212,8	212,7	221,4
	= 5. economic sentiment indicator		96,1	104,4	100,2	98,6	96,5	96,2	96,4	97,1	96,0	96,3	96,9	96,8	97,1	97,5

\* Used data-signs in the tables: (s.a.) = seasonally adjusted ; = not available.  
The figures for the Federal Republic of Germany refer to Western Germany, if not mentioned otherwise.  
Source, unless stated otherwise: European Community business surveys.

(a) Not seasonally adjusted.

TABLE 2: Monthly survey of manufacturing industry — Monthly questions and the composite industrial confidence indicator (a)  
Balances: i.e. differences between the percentages of respondents giving positive and negative replies (s.a.)

	Ranges		1991	1992	1993	1993			1993						
	Trough 81/83	Peak 88/90				II	III	IV	July	Aug.	Sept.	Oct.	Nov.	Dec.	
INDUSTRIAL CONFIDENCE INDICATOR	B	-33	2	-15	-20	-29	-31	-29	-24	-30	-31	-27	-28	-23	-21
	DK	-22	5	-8	-7	-13	-20	-10	-3	-10	.	.	-3	.	.
	D	-38	11	0	-18	-34	-37	-35	-31	-35	-36	-33	-32	-31	-29
	GR	.	5	-7	-4	-6	-6	-4	-8	-4	-4	-3	-4	-10	-9
	E	.	0	-22	-25	-35	-37	-35	-28	-36	-37	-31	-30	-28	-26
	F	-38	12	-20	-21	-35	-36	-39	-31	-40	-39	-37	-31	-34	-29
	IRL	-36	14	-9	-4	-13	-14	-15	-9	-15	-13	-18	-8	-12	-7
	I	-38	13	-13	-15	-18	-19	-18	-12	-18	-19	-17	-15	-13	-8
	L	-67	11	-24	-28	-25	-22	-25	-24	-21	-28	-26	-25	-27	-21
	NL	-27	3	-5	-6	-10	-12	-11	-8	-10	-11	-11	-8	-8	-9
	P	.	5	-7	-12	-25	-27	-27	-21	-28	-25	-27	-24	-20	-19
	UK	-57	21	-32	-24	-11	-11	-9	-7	-15	-7	-5	-10	-6	-6
	EUR	-35	6	-14	-19	-26	-27	-26	-21	-28	-27	-24	-23	-22	-19
PRODUCTION EXPECTATIONS	B	-37	12	-12	-16	-28	-33	-31	-21	-31	-32	-29	-28	-18	-17
	DK	-12	15	8	7	4	0	12	9	12	.	.	9	.	.
	D	-27	14	3	-10	-20	-25	-18	-11	-20	-21	-13	-16	-9	-7
	GR	.	29	18	25	20	21	22	17	21	22	23	16	16	18
	E	.	16	-1	-4	-10	-10	-9	-3	-5	-12	-10	-5	-3	-1
	F	-20	23	-4	-4	-20	-20	-24	-14	-27	-24	-22	-12	-18	-13
	IRL	-37	27	4	1	-3	-3	-4	1	-8	-2	-2	5	-5	3
	I	-22	28	8	1	-1	-3	1	6	2	-1	2	-1	8	11
	L	-66	19	-27	-28	-16	-12	-6	-14	-4	-8	-7	-18	-17	-7
	NL	-13	12	5	4	1	-2	0	4	3	-3	0	4	7	2
	P	.	18	9	3	-8	-9	-9	-5	-9	-9	-9	-7	-2	-5
	UK	-44	34	-14	-1	11	10	11	13	2	14	17	9	17	14
	EUR	-24	28	0	-4	-9	-11	-9	-3	-11	-10	-6	-6	-2	0
ORDERBOOKS	B	-49	-1	-26	-33	-45	-49	-44	-41	-44	-46	-42	-45	-41	-38
	DK	-32	11	-14	-17	-31	-45	-36	-12	-36	.	.	-12	.	.
	D	-54	12	-4	-29	-57	-58	-58	-57	-58	-59	-58	-56	-59	-56
	GR	.	-7	-23	-21	-26	-28	-24	-25	-27	-24	-20	-16	-29	-30
	E	.	-3	-39	-43	-58	-62	-58	-52	-61	-63	-51	-51	-53	-51
	F	-56	16	-35	-39	-57	-59	-62	-57	-62	-62	-61	-58	-59	-54
	IRL	-57	16	-22	-8	-20	-24	-23	-10	-18	-19	-31	-11	-9	-11
	I	-64	12	-28	-30	-38	-40	-40	-29	-42	-42	-37	-28	-34	-25
	L	-70	16	-38	-44	-44	-40	-46	-44	-40	-50	-48	-40	49	-44
	NL	-42	1	-11	-15	-23	-23	-22	-22	-23	-21	-22	-21	-22	-22
	P	.	0	-21	-30	-48	-50	-51	-45	-52	-49	-51	-50	-45	-40
	UK	-57	26	-56	-49	-26	-26	-21	-20	-26	-17	-19	-22	-20	-18
	EUR	-56	5	-28	-35	-46	-48	-47	-42	-48	-47	-45	-42	-44	-40
EXPORT ORDER- BOOKS	B	-55	-3	-30	-36	-49	-53	-49	-44	-47	-51	-50	-47	-43	-42
	DK	10	17	-4	-9	-24	-39	-25	-8	-25	.	.	-8	.	.
	D	-48	1	-32	-39	-63	-63	-66	-63	-64	-67	-68	-64	-63	-61
	GR	.	-16	-24	-26	-24	-31	-21	-15	-23	-21	-19	-16	-17	-13
	E	.	-17	-33	-38	-48	-51	-47	-42	-52	-50	-40	-40	-41	-45
	F	-52	24	-34	-32	-54	-56	-59	-51	-62	-59	-56	-55	-52	-47
	IRL	.	29	-20	2	-18	-20	-24	-18	-13	-7	-53	-12	-19	-23
	I	-57	0	-33	-35	-26	-30	-25	-11	-24	-25	-26	-10	-17	-5
	L	-80	52	-47	-51	-42	-32	-51	-51	-44	-54	-55	-51	-59	-42
	NL	.	1	-24	-29	-50	-54	-53	-38	-53	-48	-57	-43	-39	-33
	UK	-65	12	-35	-35	-19	-16	-16	-16	-15	-15	-19	-17	-20	-11
	EUR	-50	0	-32	-35	-46	-48	-48	-42	-47	-48	-49	-43	-44	-40
	STOCKS OF FINISHED PRODUCTS	B	19	-1	7	12	13	13	13	9	14	15	10	10	9
DK		23	-1	18	11	10	15	5	5	5	.	.	5	.	.
D		27	-9	0	15	27	29	27	25	26	29	27	25	26	23
GR		.	1	14	15	12	9	10	14	7	10	13	11	17	14
E		.	8	26	27	37	40	37	28	43	37	32	33	27	25
F		42	-3	21	19	27	30	30	23	31	31	29	24	24	21
IRL		29	-6	8	5	15	13	20	18	19	18	22	17	23	13
I		28	-4	19	17	13	13	14	13	13	14	15	15	13	11
L		58	-10	7	11	15	13	22	14	18	26	23	17	14	12
NL		39	0	8	7	9	9	10	8	9	9	11	8	9	8
P		.	0	10	9	18	21	20	13	22	17	20	15	13	11
UK		41	4	26	20	18	18	17	16	20	17	13	18	15	15
EUR		31	2	15	17	22	24	23	20	24	24	22	21	20	18
SELLING-PRICE EXPECTATIONS	B	12	24	2	-3	-6	-9	-2	-2	-5	-1	-1	-2	-2	-3
	D	2	26	14	10	-2	-2	-1	-4	-1	1	-3	0	-4	-7
	GR	.	41	28	28	22	18	22	24	21	22	22	20	22	29
	E	.	21	0	-5	-10	-13	-7	-6	-10	-6	-5	-7	-6	-4
	F	17	34	11	8	-3	-6	-4	-5	-4	-4	-5	-3	-8	-5
	IRL	1	23	-1	-4	-4	-3	1	0	1	4	-1	6	-1	-6
	I	6	32	16	13	11	14	10	9	10	12	8	8	8	11
	L	-38	62	-32	-14	1	7	10	14	9	11	9	20	14	8
	P	.	28	17	10	3	3	3	2	-1	8	3	0	1	4
	UK	9	34	5	-1	5	9	4	1	4	3	6	0	6	-3
	EUR	22	28	11	7	1	2	1	0	1	2	1	1	0	-1

(a) The indicator is an average of the responses (balances) to the questions on production expectations, order-books and stocks (the latter with inverted sign).

TABLE 3: Consumer opinion on economic and financial conditions (s.a.)<sup>(a)</sup>

		Ranges		1991	1992	1993	1993			1993						
		Trough 81/83	Peak 88/90				II	III	IV	July	Aug.	Sept.	Oct.	Nov.	Dec.	
CONSUMER CONFIDENCE INDICATOR (b)	<b>B</b>	-31	5	-7	-12	-26	-26	-29	-29	-30	-30	-28	-28	-29	-30	
	<b>DK</b>	-17	2	-2	-2	-5	-7	-4	-2	-4	-5	-4	-4	-1	-1	
	<b>D</b>	-29	6	-12	-20	-28	-27	-28	-29	-30	-28	-27	-30	-29	-29	
	<b>GR</b>	:	-7	-27	-31	:	-31	-26	:	-29	-27	-23	-20	-16	:	
	<b>E</b>	:	5	-6	-20	-34	-33	-35	-35	-33	-39	-32	-35	-36	-35	
	<b>F</b>	-12	-9	-21	-22	-25	-25	-27	-25	-28	-28	-26	-26	-25	-24	
	<b>IRL</b>	-39	-3	-18	-21	-13	-14	-9	-7	-9	-9	-10	-4	-9	-9	
	<b>I</b>	-27	0	-13	-19	-32	-33	-32	-31	-32	-32	-33	-28	-34	-30	
	<b>NL</b>	-37	11	-10	-10	-17	-19	-18	-16	-21	-17	-15	-19	-15	-15	
	<b>P</b>	:	4	3	-5	-24	-24	-27	-29	-29	-25	-26	-30	-31	-27	
	<b>UK</b>	-22	7	-17	-15	-13	-15	-11	-11	-14	-10	-9	-10	-11	-13	
		<b>EUR (c)</b>	-21	-3	-14	-18	-25	-25	-25	-26	-26	-24	-25	-25	-25	
	FINANCIAL SITUATION OF HOUSEHOLDS	<b>B</b>	-29	2	-3	-4	-11	-10	-12	-14	-12	-11	-13	-12	-15	-16
		<b>DK</b>	-12	6	-1	3	1	-1	-1	3	-2	-1	1	3	1	4
<b>D</b>		-21	4	-7	-15	-18	-18	-18	-19	-18	-18	-18	-20	-18	-20	
<b>GR</b>		:	-8	-34	-39	:	-41	-35	:	-37	-35	-33	-34	-27	:	
<b>E</b>		:	0	-4	-12	-22	-21	-23	-25	-22	-25	-22	-25	-24	-26	
<b>F</b>		-11	-5	-10	-10	-12	-10	-13	-15	-12	-12	-16	-16	-15	-15	
<b>IRL</b>		-47	-13	-21	-22	-17	-19	-15	-12	-15	-15	-16	-11	-13	-12	
<b>I</b>		-17	-1	-5	-9	-20	-20	-21	-22	-20	-20	-24	-20	-24	-22	
<b>NL</b>		-25	12	4	1	-1	-1	0	-2	1	-2	0	-5	-1	-1	
<b>P</b>		:	2	-1	-5	-18	-18	-18	-22	-20	-16	-19	-21	-23	-23	
<b>UK</b>		-34	-2	-22	-20	-21	-23	-20	-20	-21	-20	-18	-17	-20	-23	
		<b>EUR (c)</b>	-18	-4	-9	-12	-17	-17	-18	-17	-17	-18	-18	-18	-19	
— over last 12 months		<b>B</b>	-17	8	2	0	-5	-5	-6	-7	-6	-6	-7	-6	-7	-9
		<b>DK</b>	-7	12	7	10	10	8	11	11	11	10	12	8	12	12
	<b>D</b>	-17	4	-6	-9	-13	-12	-13	-14	-14	-12	-12	-14	-14	-14	
	<b>GR</b>	:	3	-23	-26	:	-25	-18	:	-25	-18	-12	-4	-1	:	
	<b>E</b>	:	8	3	-7	-11	-9	-10	-11	-8	-14	-8	-10	-13	-10	
	<b>F</b>	-4	3	-2	-1	-5	-5	-8	-6	-9	-9	-6	-6	-6	-5	
	<b>IRL</b>	-32	0	-8	-8	-5	-5	-4	-2	-4	-4	-4	0	-3	-3	
	<b>I</b>	-11	5	-1	-5	-12	-13	-12	-11	-11	-11	-13	-7	-14	-11	
	<b>NL</b>	-21	10	0	2	-1	-2	-1	-2	-2	-1	0	-3	-1	-2	
	<b>P</b>	:	9	7	1	-13	-14	-13	-16	-14	-13	-11	-18	-17	-12	
	<b>UK</b>	-17	4	-1	-1	-7	-7	-6	-6	-7	-6	-5	-9	-10	-14	
		<b>EUR (c)</b>	-10	2	-2	-4	-9	-9	-9	-10	-10	-8	-9	-10	-10	
	GENERAL ECONOMIC SITUATION	<b>B</b>	-73	7	-20	-32	-54	-55	-58	-57	-58	-61	-56	-57	-56	-59
		<b>DK</b>	-51	8	-1	-3	-14	-19	-12	-5	-12	-13	-11	-7	-3	-6
<b>D</b>		-55	14	-18	-34	-54	-51	-56	-59	-57	-55	-55	-59	-57	-60	
<b>GR</b>		:	-16	-32	36	:	-37	-34	:	-36	-33	-33	-30	-26	:	
<b>E</b>		:	0	-11	-30	-54	-53	-56	-59	-55	-62	-52	-58	-60	-58	
<b>F</b>		-42	-23	-43	-46	-54	-51	-56	-54	-56	-57	-56	-55	-53	-54	
<b>IRL</b>		-82	-3	-31	-44	-36	-38	-30	-24	-31	-31	-27	-19	-29	-24	
<b>I</b>		-62	-3	-30	-47	-70	-72	-72	-70	-71	-72	-72	-67	-72	-71	
<b>NL</b>		-69	21	-23	-26	-47	-50	-48	-45	-54	-49	-42	-49	-42	-45	
<b>P</b>		:	13	10	4	-33	-30	-38	-42	-41	-36	-37	-44	-44	-39	
<b>UK</b>		-65	4	-52	-50	-40	-46	-33	-27	-37	-31	-30	-27	-29	-26	
		<b>EUR (c)</b>	-52	-10	-30	-40	-53	-53	-52	-54	-53	-51	-51	-52	-52	
— over next 12 months		<b>B</b>	-55	8	-11	-22	-40	-42	-42	-43	-45	-44	-36	-43	-45	-40
		<b>DK</b>	-31	5	-1	-4	-6	-7	-4	-5	-2	-6	-5	-7	-2	-5
	<b>D</b>	-37	6	-16	-24	-38	-37	-37	-38	-40	-36	-34	-40	-38	-36	
	<b>GR</b>	:	0	-15	-20	:	-20	-13	:	-19	-13	-8	1	6	:	
	<b>E</b>	:	6	-6	-24	-25	-23	-25	-23	-22	-30	-22	-22	-25	-22	
	<b>F</b>	-40	-7	-29	-26	-27	-25	-28	-25	-30	-31	-23	-27	-26	-21	
	<b>IRL</b>	-48	10	-18	-18	-11	-10	-5	-3	-5	-5	-6	3	-6	-7	
	<b>I</b>	-32	5	-18	-23	-29	-31	-26	-24	-26	-26	-27	-20	-31	-22	
	<b>NL</b>	-51	11	-29	-24	-30	-36	-30	-23	-39	-29	-21	-26	-18	-25	
	<b>P</b>	:	12	9	-5	-25	-26	-28	-28	-31	-28	-26	-33	-30	-22	
	<b>UK</b>	-23	8	-5	-7	-10	-10	-5	-11	-11	-1	-2	-10	-10	-12	
		<b>EUR (c)</b>	-35	-3	-16	-20	-27	-27	-25	-25	-28	-25	-22	-25	-26	-23
	MAJOR PURCHASES	<b>B</b>	5	8	-5	-4	-21	-19	-28	-25	-28	-27	-29	-23	-23	-28
		<b>DK</b>	3	-4	-14	-18	-17	-17	-16	-13	-14	-16	-17	-16	-10	-12
<b>D</b>		-19	3	-13	-16	-18	-17	-18	-16	-20	-20	-14	-16	-16	-16	
<b>GR</b>		:	-13	-31	-35	:	-30	-31	:	-28	-35	-31	-34	-33	:	
<b>E</b>		:	13	-14	-25	-58	-60	-58	-59	-57	-61	-57	-61	-59	-58	
<b>F</b>		23	-1	-21	-26	-29	-31	-31	-27	-32	-33	-28	-29	-26	-26	
<b>IRL</b>		1	5	-10	-11	4	2	6	5	8	8	3	9	4	1	
<b>I</b>		-15	-2	-9	-14	-28	-29	-30	-28	-30	-30	-31	-26	-31	-27	
<b>NL</b>		-23	11	-1	-3	-7	-8	-7	-8	-10	-2	-10	-10	-10	-4	
<b>P</b>		:	-2	-9	-13	-34	-33	-36	-39	-37	-34	-36	-35	-39	-42	
<b>UK</b>		20	28	-5	5	11	11	9	11	5	10	12	15	11	8	
		<b>EUR (c)</b>	5	1	-12	-14	-21	-21	-22	-20	-23	-23	-20	-20	-21	-20

(a) The sum of the replies for each Member State are weighted in the Community total with the value of consumers' expenditure.

(b) The indicator represents the arithmetic average of results for five questions, namely the two on the financial situation of the household, the two on the general economic situation, and that concerning major purchases at present.

(c) If monthly data are not available, the EUR-averages incorporate the most recent available results.

TABLE 4: Results of business surveys in the retail trade (a) (b)

		Peak 88/90	1991	1992	1993	1993			1993					
						II	III	IV	July	Aug.	Sept.	Oct.	Nov.	Dec.
PRESENT BUSINESS SITUATION	<b>B</b>	24	-1	-6	:	-24	-16	:	-13	-21	-14	-17	-8	:
	<b>DK</b>	:	12	13	2	3	-8	0	0	-12	-12	8	-18	9
	<b>D</b>	41	18	7	-15	-12	-18	-16	-14	-20	-21	-32	-19	2
	<b>E</b>	2	-24	-52	-64	-64	-70	-61	-73	-69	-68	-66	-61	-56
	<b>F</b>	29	-1	-23	:	-45	-63	:	-59	-63	-66	-55	-44	:
	<b>I</b>	28	12	4	:	-1	3	:	1	1	8	-4	-37	:
	<b>NL</b>	69	49	35	26	29	25	34	24	37	15	27	30	45
	<b>P</b>	9	-21	-1	-25	-28	-27	-23	-30	-28	-23	-30	-34	-4
	<b>UK(d)</b>	45	8	-14	:	-8	5	:	6	11	-2	-13	-2	:
	<b>EUR</b>	20	7	-8	:	-18	-21	:	-20	-21	-23	-27	-26	:
- Food, drink, and tobacco	<b>B</b>	56	-15	-13	:	-33	-13	:	-28	-4	-8	14	-9	:
	<b>DK</b>	:	19	16	10	12	20	17	27	17	16	32	10	8
	<b>D</b>	62	23	-13	-6	-7	11	-12	11	21	2	-32	0	-5
	<b>E</b>	-4	-38	-52	-67	-69	-72	-59	-82	-69	-66	-47	-60	-69
	<b>F</b>	-3	-31	-47	:	-49	-51	:	-62	-51	-40	-38	-36	:
	<b>I</b>	-9	-31	-33	:	-63	-56	:	-61	-52	-56	-57	-51	:
	<b>NL</b>	66	36	12	23	25	33	21	25	34	40	31	15	16
	<b>P</b>	68	-13	-18	-32	-30	-41	-27	-34	-40	-48	-26	-31	-26
	<b>UK(d)</b>	47	-31	-23	:	-19	8	:	9	17	-1	21	-19	:
	<b>EUR</b>	9	-15	-27	:	-33	-24	:	-27	-17	-27	-24	-26	:
- Textiles, clothing, footwear	<b>B</b>	30	-12	-19	:	-34	-11	:	-5	-14	-15	-12	-40	:
	<b>DK</b>	:	10	-2	3	-3	14	7	-4	24	22	-8	20	8
	<b>D</b>	56	18	-11	-19	-18	-11	-26	-4	-11	-18	-29	-22	-27
	<b>E</b>	0	-29	-48	-65	-72	-67	-65	-78	-62	-61	-66	-66	-63
	<b>F</b>	-2	-36	-47	:	-46	-43	:	-48	-43	-41	-37	-33	:
	<b>I</b>	-17	-15	-33	:	-50	-48	:	-49	-44	-50	-46	-42	:
	<b>NL</b>	68	35	20	23	12	36	25	36	37	35	36	13	25
	<b>P</b>	12	-27	-36	-58	-67	-67	-60	-60	-66	-76	-50	-59	-73
	<b>UK(d)</b>	64	-21	-40	:	-19	-4	:	1	6	-18	-7	-38	:
	<b>EUR</b>	11	-12	-30	:	-34	-26	:	-26	-23	-30	-28	-34	:
- Household goods (total)	<b>B</b>	70	-10	-5	:	-46	-28	:	-33	-20	-30	-60	-24	:
	<b>DK</b>	:	3	-7	-7	-2	-14	3	-27	-10	-4	-2	-6	18
	<b>D</b>	62	29	-24	-55	-55	-55	-59	-47	-57	-64	-62	-64	-51
	<b>E</b>	33	-41	-53	-66	-65	-70	-65	-80	-66	-63	-61	-71	-56
	<b>F</b>	2	-27	-42	:	-42	-55	:	-57	-55	-54	-50	-46	:
	<b>I</b>	28	-35	-29	:	-59	-73	:	-63	-96	-61	-42	-53	:
	<b>NL</b>	55	33	20	16	12	18	21	11	29	13	19	17	27
	<b>P</b>	35	-4	-2	-30	-35	-34	-33	-40	-32	-30	-30	-33	-37
	<b>UK(d)</b>	77	-77	-54	:	-41	-12	:	-16	-7	-13	-22	-27	:
	<b>EUR</b>	10	-22	-33	:	-47	-47	:	-46	-49	-46	-43	-46	:
- Motor vehicles	<b>B</b>	28	-9	-12	:	-32	-16	:	-18	-15	-14	-21	-24	:
	<b>DK</b>	:	27	28	17	18	8	23	10	9	4	14	18	37
	<b>D</b>	49	21	-6	-18	-17	-14	-22	-10	-13	-19	-34	-19	-12
	<b>E</b>	-1	-33	-49	-63	-64	-67	-60	-74	-63	-63	-59	-63	-57
	<b>F</b>	12	-17	-27	:	-46	-58	:	-60	-58	-56	-48	-40	:
	<b>I</b>	9	-9	-17	:	-37	-34	:	-34	-38	-31	-30	-38	:
	<b>NL</b>	55	41	26	25	24	30	28	35	37	18	27	24	32
	<b>P</b>	7	-9	-9	-31	-34	-35	-32	-39	-34	-32	-30	-35	-32
	<b>UK(d)</b>	46	-33	-34	:	-21	-4	:	-3	1	-9	-10	-13	:
	<b>EUR</b>	9	-8	-19	:	-30	-26	:	-27	-26	-25	-30	-27	:
- Retail trade (total)	<b>B</b>	20	14	22	:	21	25	:	34	29	12	11	3	:
	<b>DK</b>	:	13	11	12	6	14	14	8	11	23	31	4	6
	<b>D</b>	24	13	12	16	14	16	13	17	22	10	23	8	8
	<b>E</b>	23	-13	-6	-5	-9	-8	-4	-11	-8	-6	-6	-2	-3
	<b>F</b>	27	7	-3	:	-7	-4	:	4	-4	-12	-6	-1	:
	<b>I</b>	11	6	7	:	10	15	:	17	13	14	5	6	:
	<b>NL</b>	8	4	1	6	5	6	7	8	2	9	8	5	7
	<b>P</b>	39	-5	-5	-4	-5	-8	-3	-8	-12	-3	0	-7	15
	<b>UK(d)</b>	34	12	13	:	10	11	:	12	9	13	6	10	:
	<b>EUR</b>	15	7	6	:	6	9	:	11	9	6	7	5	:
- Food, drink, and tobacco	<b>B</b>	38	22	18	:	23	30	:	33	29	28	6	7	:
	<b>DK</b>	:	23	21	19	21	13	15	6	17	16	10	18	18
	<b>D</b>	46	34	30	37	37	35	49	34	38	34	54	47	46
	<b>E</b>	37	17	26	19	24	12	21	16	10	9	9	32	23
	<b>F</b>	36	31	28	:	32	18	:	11	18	25	21	17	:
	<b>I</b>	54	44	44	:	46	44	:	40	43	48	44	35	:
	<b>NL</b>	36	24	22	18	15	15	23	20	13	11	22	24	22
	<b>P</b>	87	20	18	28	29	41	31	57	36	32	28	28	36
	<b>UK(d)</b>	46	31	27	:	17	12	:	10	13	4	5	1	:
	<b>EUR</b>	40	31	30	:	31	25	:	24	26	25	28	26	:
- Textiles, clothing, footwear	<b>B</b>	56	-15	-13	:	-33	-13	:	-28	-4	-8	14	-9	:
	<b>DK</b>	:	19	16	10	12	20	17	27	17	16	32	10	8
	<b>D</b>	62	23	-13	-6	-7	11	-12	11	21	2	-32	0	-5
	<b>E</b>	-4	-38	-52	-67	-69	-72	-59	-82	-69	-66	-47	-60	-69
	<b>F</b>	-3	-31	-47	:	-49	-51	:	-62	-51	-40	-38	-36	:
	<b>I</b>	-9	-31	-33	:	-63	-56	:	-61	-52	-56	-57	-51	:
	<b>NL</b>	66	36	12	23	25	33	21	25	34	40	31	15	16
	<b>P</b>	68	-13	-18	-32	-30	-41	-27	-34	-40	-48	-26	-31	-26
	<b>UK(d)</b>	47	-31	-23	:	-19	8	:	9	17	-1	21	-19	:
	<b>EUR</b>	9	-15	-27	:	-33	-24	:	-27	-17	-27	-24	-26	:

TABLE 4 (continued): Results of business surveys in the retail trade (a) (b)

		Peak	1991	1992	1993	1993								
		88/90				II	III	IV	July	Aug.	Sept.	Oct.	Nov.	Dec.
VOLUME OF STOCKS (continued)	<b>B</b>	44	29	21	:	28	10	:	9	6	15	16	12	:
	<b>DK</b>	:	24	18	15	15	12	13	14	4	18	14	8	18
	<b>D</b>	37	30	28	22	32	23	28	29	22	19	32	28	25
	<b>E</b>	19	1	2	8	11	3	10	0	7	1	1	19	9
	<b>F</b>	21	11	2	:	8	7	:	-5	7	-8	-6	-4	:
	<b>I</b>	43	33	24	:	32	38	:	41	31	41	25	25	:
	<b>NL</b>	19	5	-2	1	3	2	-2	-9	0	14	-7	0	0
	<b>P</b>	68	48	57	45	44	40	49	57	61	1	50	32	66
	<b>UK (d)</b>	61	26	17	:	20	13	:	39	-17	18	18	37	:
	<b>EUR</b>	29	22	17	:	22	9	:	22	11	15	11	20	:
- Household goods (total)	<b>B</b>	23	-8	6	:	42	24	:	30	20	22	32	28	:
	<b>DK</b>	:	2	5	6	9	-1	-1	-16	12	2	-14	-10	20
	<b>D</b>	35	-6	44	45	51	37	38	35	34	43	42	32	39
	<b>E</b>	18	4	9	9	1	12	11	4	13	18	10	9	14
	<b>F</b>	33	22	14	:	23	3	:	10	3	-4	6	17	:
	<b>I</b>	58	33	24	:	48	56	:	58	76	33	33	38	:
	<b>NL</b>	37	6	21	23	29	17	22	17	11	23	22	25	19
	<b>P</b>	31	8	8	24	32	28	21	29	21	33	31	21	12
	<b>UK (d)</b>	50	40	23	:	-8	-1	:	-1	0	-2	7	12	:
	<b>EUR</b>	28	17	24	:	28	23	:	23	26	19	22	23	:
- Motor vehicles	<b>B</b>	18	19	22	:	32	21	:	26	22	15	17	14	:
	<b>DK</b>	:	17	20	19	24	14	18	10	12	21	17	19	18
	<b>D</b>	29	19	25	24	32	26	28	26	28	23	34	26	24
	<b>E</b>	13	2	8	8	5	5	11	3	6	6	7	14	12
	<b>F</b>	24	13	9	:	4	1	:	2	1	-4	1	6	:
	<b>I</b>	29	26	21	:	29	32	:	34	33	28	22	23	:
	<b>NL</b>	21	11	14	14	15	12	14	12	9	14	14	15	13
	<b>P</b>	28	11	11	15	18	12	16	22	13	12	16	16	15
	<b>UK (d)</b>	35	27	16	:	10	11	:	15	7	10	10	15	:
	<b>EUR</b>	22	18	17	:	17	16	:	18	16	14	16	17	:
- Retail trade (total)	<b>B</b>	38	3	2	:	8	4	:	-9	9	-12	6	3	:
	<b>DK</b>	:	11	17	4	-4	2	2	0	9	-2	-3	1	8
	<b>D</b>	29	22	16	10	13	13	13	11	16	11	15	14	10
	<b>E</b>	33	9	18	-14	-12	-6	-18	-14	-1	-4	0	-22	-32
	<b>F</b>	17	-5	-4	:	-4	-14	:	-18	-14	-9	-3	3	:
	<b>I</b>	26	6	-1	:	3	3	:	-22	-14	-10	-30	-28	:
	<b>NL</b>	43	19	20	1	-2	3	1	-1	10	-1	1	0	2
	<b>P</b>	37	10	-1	-7	2	-1	-18	-10	-24	30	-2	-11	-41
	<b>UK (d)</b>	70	13	-5	:	24	24	:	14	28	29	15	35	:
	<b>EUR</b>	24	10	5	:	6	4	:	3	4	4	0	3	:
INTENTION OF PLACING ORDERS	<b>B</b>	21	-14	-22	:	-49	-27	:	-28	-23	-31	-20	-26	:
	<b>DK</b>	:	1	-5	5	-6	3	7	-12	19	2	2	14	6
	<b>D</b>	26	10	-7	-11	-8	-3	-25	-5	0	-4	-19	-33	-24
	<b>E</b>	18	2	-18	-30	-36	-33	-24	-44	-29	-26	-9	-40	-22
	<b>F</b>	-22	-28	-4	:	-52	-53	:	-64	-53	-42	-42	-41	:
	<b>I</b>	-21	-54	-5	:	-71	-65	:	-68	-52	-74	-65	-58	:
	<b>NL</b>	13	-3	-18	-24	-31	-16	-26	-27	-9	-13	-22	-31	-25
	<b>P</b>	79	-18	-17	-41	-63	-38	-53	-60	-21	-33	-52	-52	-55
	<b>UK (d)</b>	55	-28	-14	:	-7	28	:	29	38	18	18	-8	:
	<b>EUR</b>	-3	-22	-26	:	-34	-23	:	-28	-17	-24	-25	-33	:
- Food, drink, and tobacco	<b>B</b>	49	-8	-11	:	-32	-13	:	-17	-10	-12	-19	-24	:
	<b>DK</b>	:	5	-3	-8	-35	1	13	2	-6	8	8	32	-2
	<b>D</b>	25	-2	-19	-21	-20	-10	-29	-11	-5	-13	-29	-34	-24
	<b>E</b>	33	12	-1	-11	0	-19	-16	-21	-25	-10	0	-20	-28
	<b>F</b>	-6	-39	-42	:	-50	-33	:	-42	-33	-23	-35	-47	:
	<b>I</b>	10	-18	-39	:	-48	-48	:	-54	-50	-41	-59	-58	:
	<b>NL</b>	39	11	4	5	-8	15	10	15	15	14	16	9	4
	<b>P</b>	-8	-48	-53	-63	-71	-69	-60	-71	-75	-60	-62	-56	-63
	<b>UK (d)</b>	60	-3	-2	:	26	22	:	24	25	16	0	-3	:
	<b>EUR</b>	4	-11	-21	:	-21	-16	:	-19	-16	-14	-25	-31	:
- Household goods (total)	<b>B</b>	41	3	0	:	-43	-9	:	-9	11	-19	-8	16	:
	<b>DK</b>	:	18	6	1	7	-11	14	-10	-14	-8	14	4	23
	<b>D</b>	47	-5	-45	-32	-52	-38	-44	-40	-34	-40	-48	-50	-35
	<b>E</b>	39	6	7	-17	-8	-21	-22	-27	-17	-20	-20	-30	-15
	<b>F</b>	-10	-42	-41	:	-41	-26	:	-52	-26	-39	-46	-53	:
	<b>I</b>	14	-42	-44	:	-77	-76	:	-71	-81	-75	-64	-47	:
	<b>NL</b>	24	-5	-17	-19	-27	-22	-14	-37	-12	-18	-23	-16	-2
	<b>P</b>	15	-5	-14	-42	-48	-49	-41	-58	-36	-52	-46	-40	-37
	<b>UK (d)</b>	45	-80	-40	:	1	14	:	22	2	17	6	-5	:
	<b>EUR</b>	3	-32	-34	:	-38	-32	:	-34	-30	-32	-34	-35	:
- Motor vehicles	<b>B</b>	41	3	0	:	-43	-9	:	-9	11	-19	-8	16	:
	<b>DK</b>	:	18	6	1	7	-11	14	-10	-14	-8	14	4	23
	<b>D</b>	47	-5	-45	-32	-52	-38	-44	-40	-34	-40	-48	-50	-35
	<b>E</b>	39	6	7	-17	-8	-21	-22	-27	-17	-20	-20	-30	-15
	<b>F</b>	-10	-42	-41	:	-41	-26	:	-52	-26	-39	-46	-53	:
	<b>I</b>	14	-42	-44	:	-77	-76	:	-71	-81	-75	-64	-47	:
	<b>NL</b>	24	-5	-17	-19	-27	-22	-14	-37	-12	-18	-23	-16	-2
	<b>P</b>	15	-5	-14	-42	-48	-49	-41	-58	-36	-52	-46	-40	-37
	<b>UK (d)</b>	45	-80	-40	:	1	14	:	22	2	17	6	-5	:
	<b>EUR</b>	3	-32	-34	:	-38	-32	:	-34	-30	-32	-34	-35	:

TABLE 4 (continued): Results of business surveys in the retail trade (a) (b)

		Peak	1991	1992	1993	1993			1993						
		88,90				II	III	IV	July	Aug.	Sept.	Oct.	Nov.	Dec.	
INTENTION OF PLACING ORDERS (continued)	<b>B</b>	26	-5	-9	:	-20	-14	:	-19	-5	-18	-11	-13	:	
	<b>DK</b>	:	19	21	5	-1	2	16	9	-6	3	19	11	20	
	<b>D</b>	24	10	-3	-12	-12	-3	-18	-5	0	-5	-11	-16	-12	
	<b>E</b>	26	8	-3	-16	-13	-16	-18	-23	-14	-13	-8	-24	-21	
	<b>F</b>	-2	-23	-25	:	-26	-26	:	-31	-26	-21	-19	-17	:	
	- Retail trade (total)	<b>I (c)</b>	4	-20	-2	:	-45	-42	:	-49	-38	-40	-47	-43	:
		<b>NL</b>	24	8	5	-7	-13	-4	-7	-9	7	-9	-6	-9	-6
		<b>P</b>	10	-8	-15	-31	-34	-32	-37	-41	-30	-25	-35	-33	-40
		<b>UK (d)</b>	41	-28	-18	:	11	19	:	18	18	21	12	11	:
		<b>EUR</b>	6	-10	-14	:	-18	-13	:	-17	-11	-11	-14	-16	:
EXPECTED BUSINESS SITUATION	<b>B</b>	62	9	5	:	-9	-1	:	-21	19	-1	6	14	:	
	<b>DK</b>	:	24	27	19	21	7	24	5	11	5	22	26	25	
	<b>D</b>	33	17	8	8	-11	-8	-6	-4	2	-23	-13	0	-4	
	<b>E</b>	58	13	-13	-24	-17	-24	-26	-22	-27	-23	-16	-25	-36	
	- Food, drink, and tobacco	<b>F</b>	:	-24	-27	:	-9	-30	:	-13	-30	-46	-22	3	:
		<b>I</b>	36	12	7	:	-6	-5	:	-17	14	-11	-15	-18	:
		<b>NL</b>	54	27	29	10	6	9	12	13	9	6	12	11	12
		<b>P</b>	41	20	10	9	28	2	-9	-5	-2	13	-8	-13	-5
		<b>UK (d)</b>	47	17	17	25	40	18	21	:	18	:	:	21	:
		<b>EUR</b>	22	7	2	:	0	-5	:	-1	-1	-4	-7	-5	:
- Textiles, clothing, footwear	<b>B</b>	38	-13	-18	:	-41	-16	:	-14	-8	-26	-26	-42	:	
	<b>DK</b>	:	42	35	27	29	39	34	31	56	32	50	42	10	
	<b>D</b>	32	20	3	0	-1	8	-12	3	12	10	-11	-12	-14	
	<b>E</b>	40	21	-6	-17	-22	-21	-6	-36	-16	-12	9	-21	-7	
	<b>F</b>	-14	-37	-32	:	-42	-51	:	-55	-51	-47	-50	-52	:	
	<b>I</b>	-1	-29	-35	:	-39	-38	:	-48	-27	-39	-12	-42	:	
	<b>NL</b>	48	26	16	11	6	18	11	8	19	27	11	15	6	
	<b>P</b>	87	22	23	3	14	10	0	13	19	-3	33	-7	-25	
		<b>UK (d)</b>	68	10	5	30	30	49	27	:	49	:	:	27	:
		<b>EUR</b>	10	-2	-11	:	-13	-8	:	-16	-3	-5	-3	-18	:
- Household goods (total)	<b>B</b>	67	10	8	:	-9	5	:	-4	11	9	5	0	:	
	<b>DK</b>	:	29	22	30	22	37	38	41	32	39	34	52	28	
	<b>D</b>	24	8	-7	-13	-11	-5	-22	-3	0	-11	-17	-21	-27	
	<b>E</b>	47	31	8	-5	6	-18	-16	-24	-18	-12	-5	-21	-21	
	<b>F</b>	-6	-48	-39	:	-49	-38	:	-40	-38	-35	-36	-36	:	
	<b>I</b>	34	-6	-8	:	-25	-27	:	-35	-18	-27	-37	-55	:	
	<b>NL</b>	57	25	18	17	5	26	24	24	29	24	20	27	25	
	<b>P</b>	56	23	23	20	12	4	41	0	9	3	50	51	29	
		<b>UK (d)</b>	75	20	18	34	41	36	38	:	36	:	:	38	:
		<b>EUR</b>	23	4	-5	:	-9	-7	:	-8	-3	-9	-9	-14	:
- Motor vehicles	<b>B</b>	58	6	-7	:	-18	16	:	27	44	-27	20	49	:	
	<b>DK</b>	:	37	26	20	27	0	41	-6	-2	8	36	34	53	
	<b>D</b>	28	-11	-50	-16	54	-34	-33	-32	-35	-35	-37	-36	-25	
	<b>E</b>	59	25	9	9	0	-20	-5	-18	-18	-24	-4	-9	-2	
	<b>F</b>	2	-42	-29	:	-33	-32	:	-30	-32	-34	-44	-53	:	
	<b>I</b>	55	-40	-42	:	-46	-34	:	-59	-14	-30	-36	-22	:	
	<b>NL</b>	34	0	-10	-13	-23	-21	2	-30	-16	-17	-7	4	9	
	<b>P</b>	44	15	3	-9	-7	-13	-17	-27	8	-19	-16	-15	-19	
		<b>UK (d)</b>	38	-26	1	26	32	22	16	:	22	:	:	16	:
		<b>EUR</b>	7	-20	-25	:	-23	-18	:	-21	-14	-20	-19	-10	:
- Retail trade (total)	<b>B</b>	35	3	0	:	-21	-2	:	-10	11	-8	-5	-3	:	
	<b>DK</b>	:	40	41	32	41	26	39	30	19	28	22	49	45	
	<b>D</b>	24	12	-3	-10	-13	-6	-12	-6	0	-12	-15	-12	-12	
	<b>E</b>	47	24	-1	-16	-9	-25	-12	-23	-26	-25	-5	-17	-13	
	<b>F</b>	-5	-41	-33	:	-29	-32	:	-27	-32	-37	-27	-17	:	
	<b>I (c)</b>	14	-11	-17	:	-31	-35	:	-38	-38	-29	-27	-35	:	
	<b>NL</b>	43	23	18	8	2	9	11	7	14	6	9	12	11	
	<b>P</b>	42	17	8	-2	5	-6	-7	-12	1	-7	0	-6	-16	
		<b>UK (d)</b>	40	1	7	26	35	25	21	:	25	:	:	21	:
		<b>EUR</b>	9	-3	-7	:	-9	-11	:	-9	-10	-13	-5	-9	:

(a) Not seasonally adjusted.

(b) Balances.

(c) Excl. large multiple shops.

(d) Refers to volume of sales for the time of the year.



## THE CONSUMER SPENDING OUTLOOK FOR 1994 ACCORDING TO CONSUMER AND BUSINESS SURVEY RESULTS

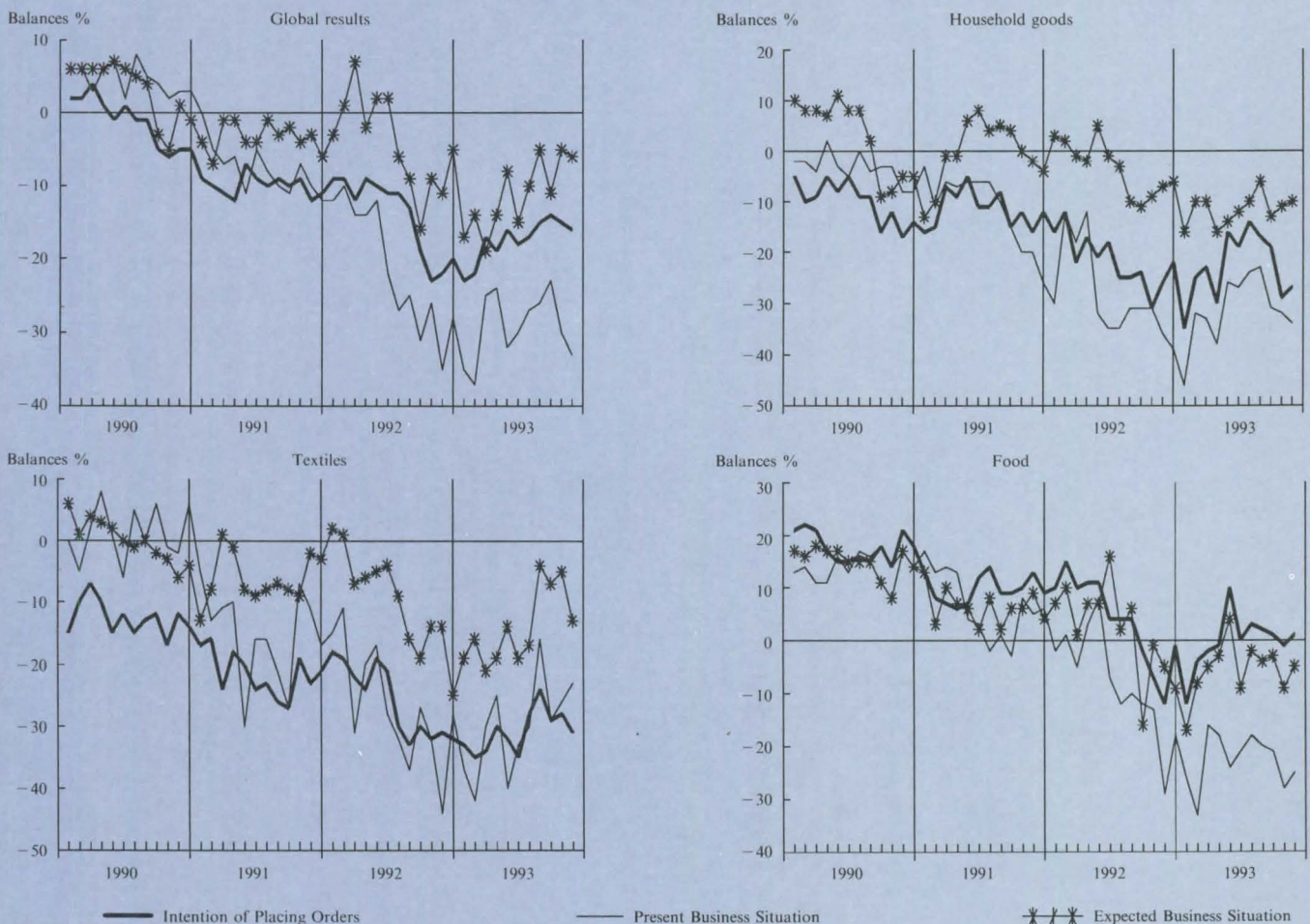
Consumer and retail trade survey results suggest that consumer spending in the Community may grow only very modestly in 1994. There is no evidence in the retail trade survey that this growth is attributable specifically to durable goods or to current purchases.

When forecasting GDP growth, the outlook for private consumption is of major importance, simply because its share in GDP is more than 60%. When looking for indications about future consumer spending, an initial step is to take account of *consumer survey* results. According to the evolution of the consumer confidence indicator in the Community, which has proved to be a good indicator for consumer spending, the present outlook is quite gloomy. During the whole of 1993, the consumer confidence indicator remained stable at an historically low level, as did opinion on the financial situation of households (looking backward and looking forward — Table 3). Income prospects of households are affected by uncertainty about the evolution of employment and wages and by actual and future measures taken to limit government budget deficits.

If there is no growth in disposable income, consumer spending can only grow if the *savings ratio* declines. In 1993, *actual* saving possibilities were seen as more favourable from August onwards, especially in France and Italy. *Future* saving possibilities over the next twelve months, however, were considered to remain rather limited (Table 3). This evolution, as well as expectations about interest rates, may lead to a lower savings ratio in 1994. Nominal as well as real interest rates are expected to fall in 1994, reducing the incentive to save and leaving room for a *very modest growth of private consumption*. Diminishing inflation fears (Table 3) also influence consumption in a positive way.

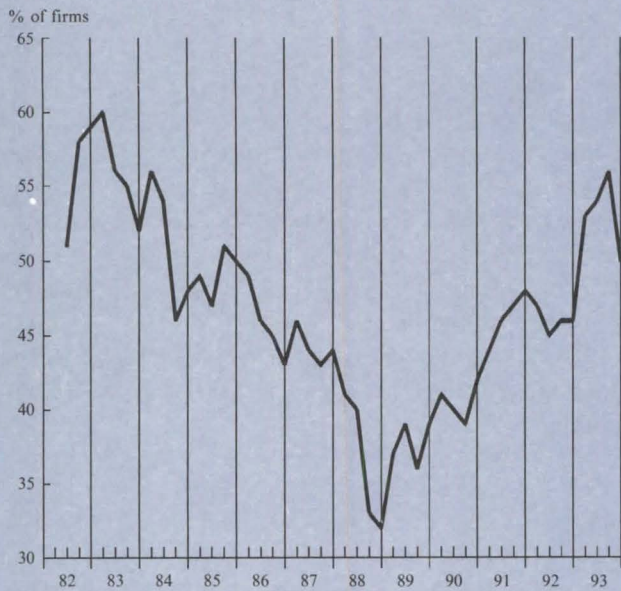
This is confirmed by the decline, since April 1993, in the pessimism of managers in *retail trade* about future sales. The lowest point in their assessment of the actual business position seems to have been reached in February 1993. Order intentions placed with suppliers, on the other hand, have already been improving from November 1992 onwards (Graph 3).

GRAPH 3: Retail Trade Survey – European Community



Source: European Community Business Surveys in Retail Trade.

**GRAPH 4: Consumer Goods Industry – European Community**  
Firms reporting insufficient demand as limit to production



Source: European Community Business Surveys in Industry.

Another indicator of private consumption and which we find in the industry survey, is displayed in Graph 4. The share of the *consumer goods industry* indicating insufficient demand as a constraint on production has sharply fallen in the last quarter of 1993. However, when we exclude demand from outside the Community, this result may also indicate modest consumption growth in 1994.

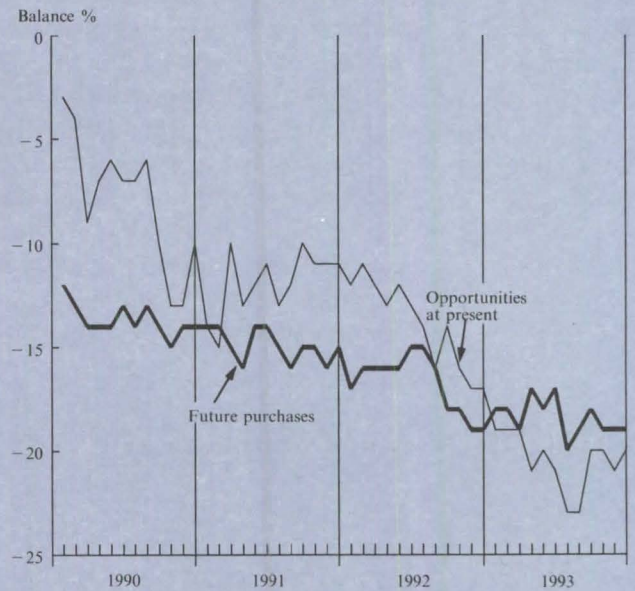
Being partly financed by loans, the outlook for sales of *durable goods* (household goods and motor vehicles) may be positively influenced by the expected lower interest rates. Indeed, more consumers were considering the *present* time as favourable for making major purchases (electrical appliances, furniture,...) from September 1993 onwards (Graph 5 and Table 3). Yet Graph 5 also shows that opinion on the *future* amounts that households will spend on major purchases hardly changed in 1993, with interest rate expectations being offset by income expectations.

The survey in the *household goods branch of retail trade* confirms that there may be only minimal growth in sales of household goods in 1994. Graph 3 shows an upward movement in the expected business trend from April 1993, with assessments of the present business position and expectations of the amount of orders to be placed with suppliers becoming more pessimistic again in the fall of 1993.

Concerning *motor vehicles*, the November 1993 issue showed that consumer and business survey results yield only very weak evidence that pessimism about car sales might have peaked.

Given very modest growth expectations for total consumption and for durable goods purchases, the expected growth in *current purchases* of consumers will also be very close to zero. Growth figures for current purchases always have a smoother profile than do figures for major purchases (current purchases cannot be postponed as can purchases of say durable goods). Durable goods purchases tend to be concentrated in time, unlike purchases of food, the sales of which do not experience sharp rises or steep falls.

**GRAPH 5: Consumer Intentions Making Major Purchases – European Community**

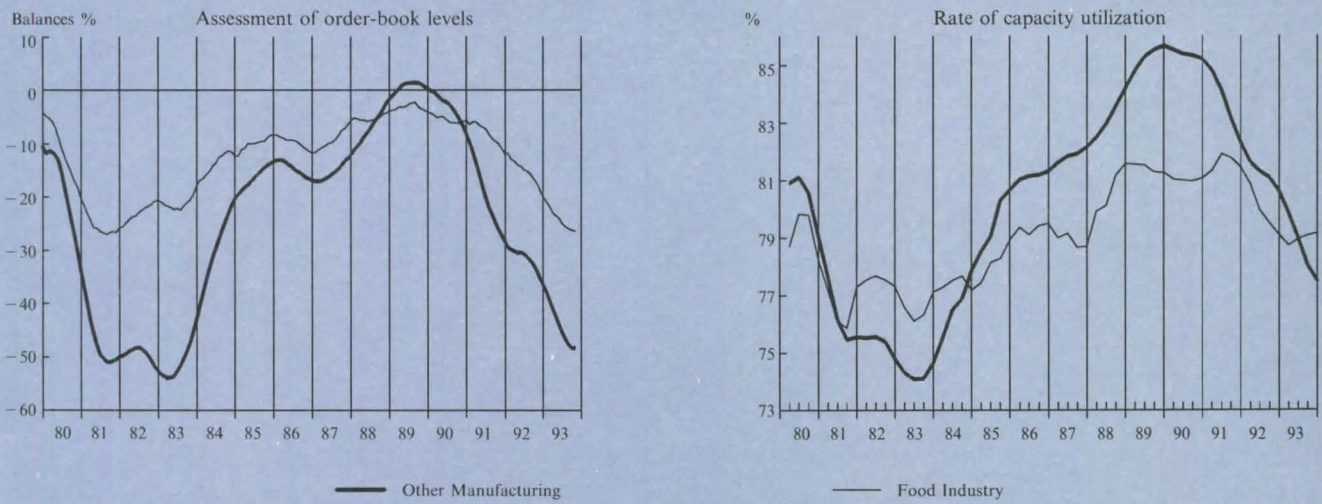


Source: European Community Consumer Surveys.

Textiles and the like can be considered as semi-durable goods. The surveys in the *textile branch of retail trade* (textiles including clothing and footwear) and in the *food branch of retail trade* (food including drinks and tobacco) also show a bottoming-out of pessimism in these branches in the beginning of 1993 (Graph 3).

The less cyclical nature of the production and consumption of primary goods can be illustrated by means of business survey results for the *food industry* and the manufacturing industry excluding food (Graph 6). In the beginning of the eighties as well as the beginning of the nineties, the crisis led to a much less pronounced evolution in the sentiment on order-book levels in the food industry than in other manufacturing branches. The same applies to the upswing in the second half of the eighties. Finally, we observe the degree of capacity utilization, as estimated by managers in industry, in the period 1980-1993 to be more stable in the food industry than in other manufacturing.

GRAPH 6: Evolution of Opinions in the Food Industry and in Other Manufacturing – European Community



Source: European Community Business Surveys in Industry.

## Methodology of the calculation of the results presented in the graphs

### 1. Graphs 3 up to 5

- retail trade survey results (Graph 3): balances are seasonally adjusted;
- consumer survey results (Graph 5): balances are seasonally adjusted;
- industry (Graph 4): data are not seasonally adjusted.

### 2. Graph 6

- the data are not seasonally adjusted. For the monthly question we take the twelve month moving average, centered on the last month. For the quarterly question we take the four quarter moving average, centered on the last quarter;
- for comparability between the food industry and the other manufacturing results, the Community aggregate was calculated using the same countries in the same period for both kind of results, depending on the availability of food industry results.

1993 - Contents (discussed issues)		Number of the Supplement B											
		1	2	3	4	5	6	7	8/9	10	11	12	
<b>General</b>	• Economic sentiment indicator	○	○	○	○	○	○	○	○	○	○	○	
	• Share-price index	○	○	○	○	○	○	○	○	○	○	○	
	• <i>Assessing business cycles by qualitative survey data</i>								○				
<b>Consumers</b>	• Consumer opinion on economic and financial conditions	○	○	○	○	○	○	○	○	○	○	○	
	• <i>Interpreting consumer survey results by households' categories</i>							○					
<b>Construction industry*)</b>	• Survey of the construction industry	○	○	○	○	○	○	○	○	○	○	○	
	• <i>Recent developments in construction industry</i>								○	○			
<b>Retail trade</b>	• Results of business surveys in the retail trade (global results)	○	○	○		○				○			
	• Results of business surveys in the retail trade (detailed results)				○							○	
	• Expected employment in the retail trade					○							
<b>Industry*)</b>	• Monthly survey of manufacturing industry (Industrial confidence indicator - production expectations - order books (total) - export order books - stocks of finished products - selling-price expectations)	○	○	○	○	○	○	○	○	○	○	○	
	• Capacity utilization in manufacturing industry		○			○			○		○		
	• Degree of capacity utilization and orders on hand by industrial branches in manufacturing industry		○			○			○		○		
	• Expected capacity constraints in manufacturing industry		○			○			○		○		
	• Estimated number of months' production assured by orders on hand in manufacturing industry		○			○			○		○		
	• New orders in manufacturing industry		○			○			○		○		
	• Export volume expectations in manufacturing industry		○			○			○		○		
	• Employment expectations in manufacturing industry		○			○			○		○		
	• <i>Developments in the automobile industry</i>										○		
	<b>Investment</b>	• Industrial investment in manufacturing industry by Member State		○					○				
		• Industrial investment in the EC manufacturing industry		○					○				
		• Industrial investment survey by branch		○					○				
		• Industrial investment survey - all branches		○					○				
• Volume index of investment in the manufacturing industry			○					○					
• Factors influencing industrial investment by sector in the Community (1988-1993)				○									
• Factors influencing industrial investment by country (1988-1993)				○									
• Structure of industrial investment (1990-1993)			○										
<b>Survey results for Eastern Germany</b>	• Survey of the manufacturing industry	○			○					○			
	• Survey of the construction industry	○			○					○			
	• Survey in the retail trade	○			○					○			
	• Consumer survey	○			○					○			
<b>International Economy</b>	• Leading indicators for the European Community, the USA, Japan and the world							○		○		○	
	• 'Economic Survey International' (66 countries)												
	– Present economic situation and expectations for the next 6 to 12 months							○				○	
	– Import and export expectations for the next 6 to 12 months							○				○	
	– Important problems taking the average for the world economy and the European Community											○	
<i>Business surveys in the central and eastern European countries</i>								○					
<b>The general principles underlying the business surveys: Special edition-July 1991</b>													
*) For the results by sector, see: 'Results of the business survey carried out among managements in the Community'.													

Prices (excluding VAT) in Luxembourg

	Ecu
Series B 'Business and consumer survey results' (11 issues per year)	41
Single copy	7

