

# MARKET REVIEW

## Enterprises Survey Results in the Real Sector of the Economy

Q3 2024



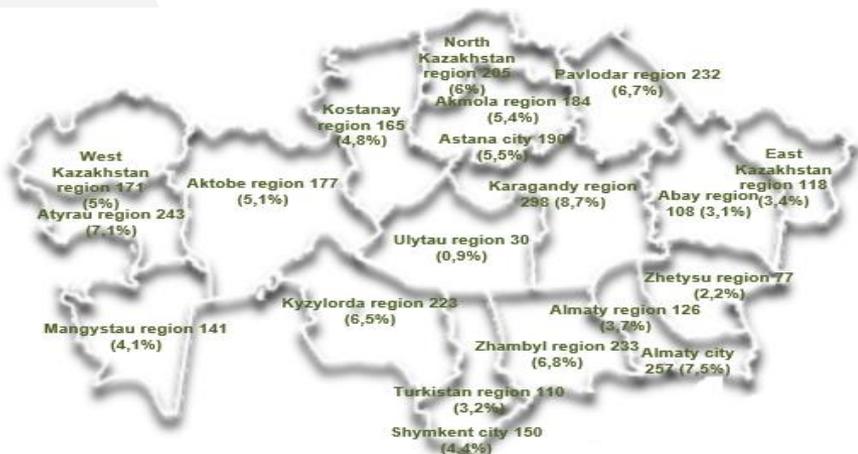
Monetary Policy Department  
National Bank of Kazakhstan

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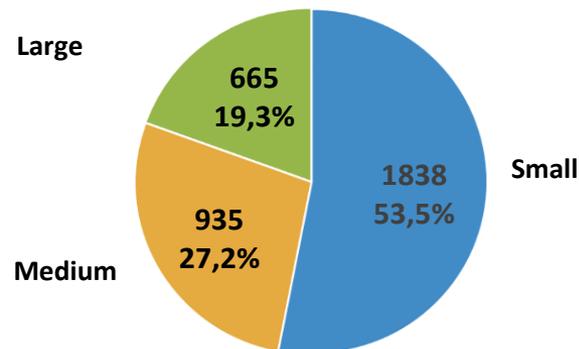
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# DYNAMICS OF COMPOSITION OF MONITORING PARTICIPANTS

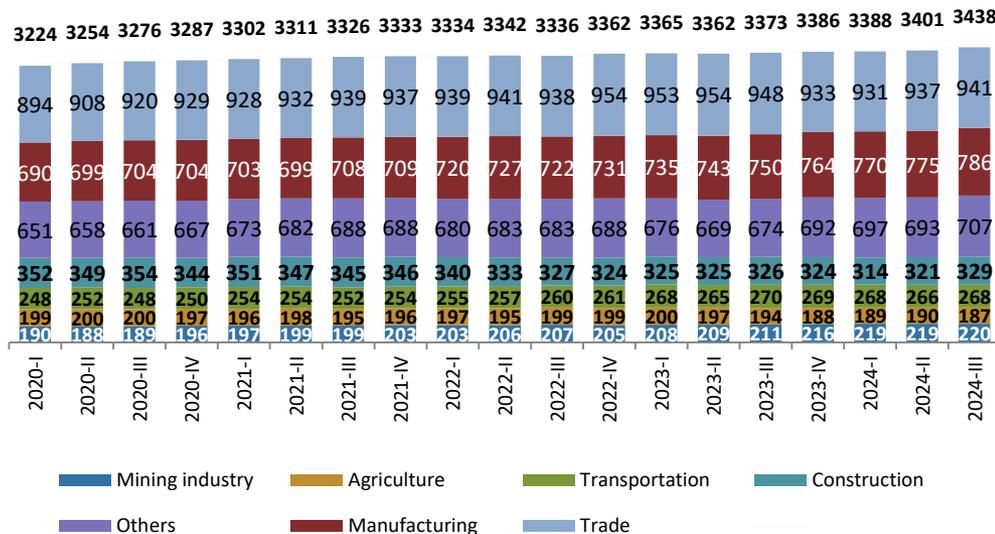
Regional structure of the enterprise survey participants in Q3 2024



Survey participants size structure



Survey participants sectorial structure

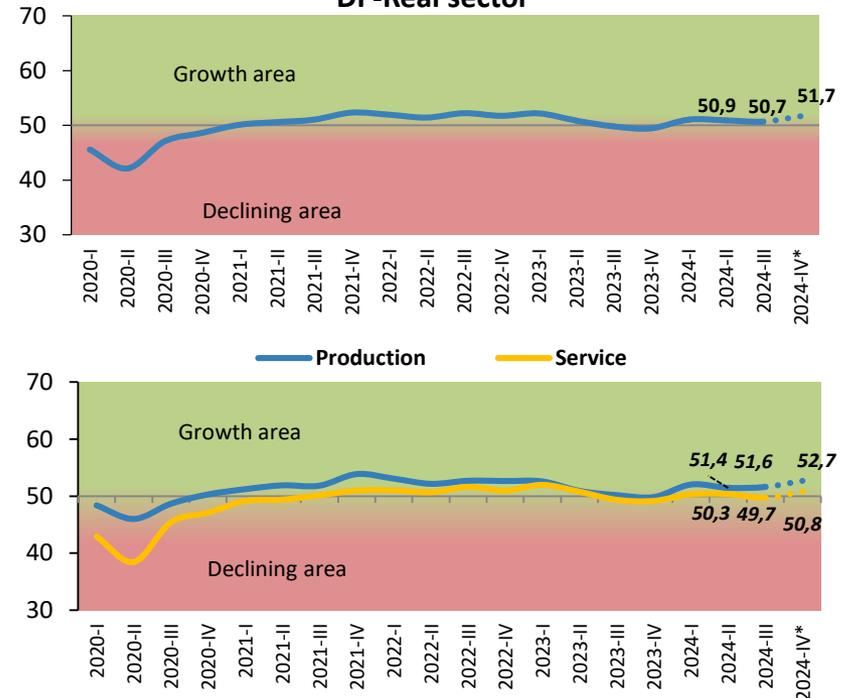


In Q3 of 2024 the number of respondents compared to the previous quarter increased by 37 enterprises and amounted to **3438**.

## Final goods demand, DI\*

	2021				2022				2023				2024			
	1 qtr.	2 qtr.	3 qtr.	4 qtr.	1 qtr.	2 qtr.	3 qtr.	4 qtr.	1 qtr.	2 qtr.	3 qtr.	4 qtr.	1 qtr.	2 qtr.	3 qtr.	4 qtr.*
Answers of enterprises, %																
Increase	16,4	24,1	24,2	24,4	17,4	24,2	25,8	24,0	17,0	22,5	21,6	20,2	14,1	19,2	17,6	15,9
No changes	51,5	53,1	55,7	55,1	53,7	54,5	54,6	53,7	54,5	55,7	57,3	56,4	58,8	41,9	45,2	44,7
Decrease	28,5	19,1	16,4	17,3	25,4	17,8	15,9	18,2	23,9	17,5	17,0	19,2	22,7	7,9	6,7	10,3
Do not know	3,6	3,7	3,8	3,2	3,5	3,5	3,7	4,1	4,6	4,3	4,1	4,2	4,3	31,0	30,5	29,1
Diffusion index, DI=line1+0.5*(line2+line4)	43,9	52,5	53,9	53,6	46,0	53,2	54,9	52,9	46,5	52,5	52,3	50,5	45,7	55,6	55,5	52,8
DI, seasonal adjusted	50,2	50,6	51,0	52,0	52,2	51,5	52,2	51,3	52,6	51,0	49,8	49,3	51,4	53,8	52,7	51,7

## DI -Real sector



In Q3 of 2024 the demand for final products in the real sector remained in growth area. The diffusion index (hereinafter - DI) was **50,7**. The acceleration of the indicator was noted in the production of goods sector (51,6), while some deterioration was noted in services sector (49,7), .

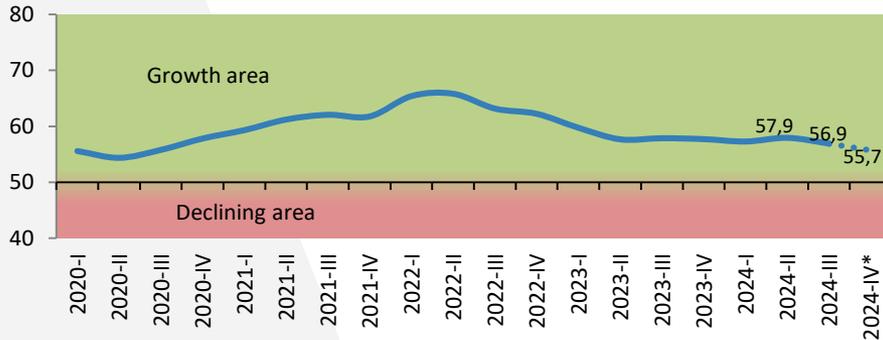
According to the expectations of enterprises in the real sector in Q4 of 2024, the demand for final products and services will increase (DI=**51,7**).

\*Diffusion Index (seasonally adjusted). The higher (the lower) the DI deviates from 50, the higher (the lower) are the rates of growth (decline) in indicator; the level of 50 -the absence of any change

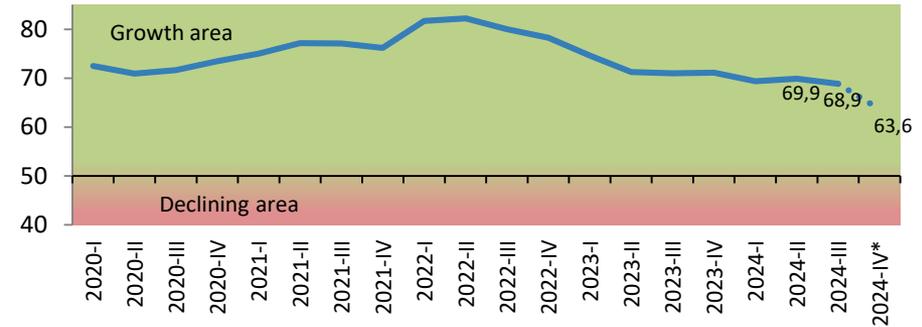
\*\*The Figures show expectations of enterprises regarding the change in the parameter in Q4 2024

# PRICES CHANGES IN THE REAL SECTOR

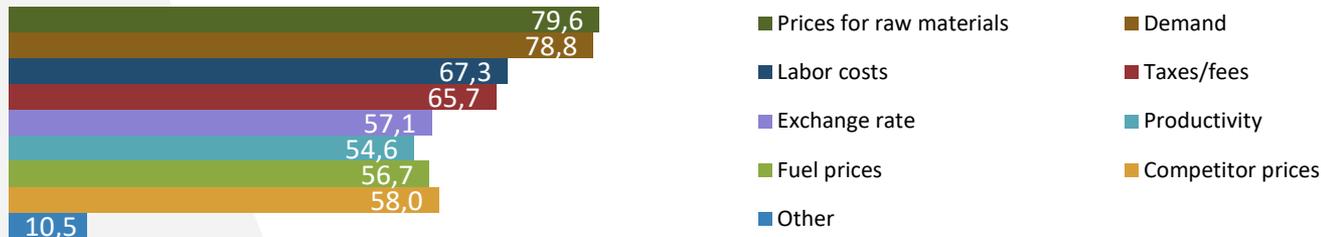
*Final goods prices, DI\**



*Raw materials prices, DI\**



*Assessment of pricing factors importance , answers in %*



In Q3 of 2024 the growth rate of prices for final products of enterprises and raw materials in the economy slowed down (DI was 56,9 and 68,9 respectively).

For the vast majority of enterprises the most important factor in setting the price of final products is the price of raw materials (for 79,6% of enterprises) and demand (78,8%).

In Q4 of 2024 enterprises expect a slowdown in the rate of growth of prices for final products (DI = 55,7), and accordingly, for raw materials (DI = 63,6).

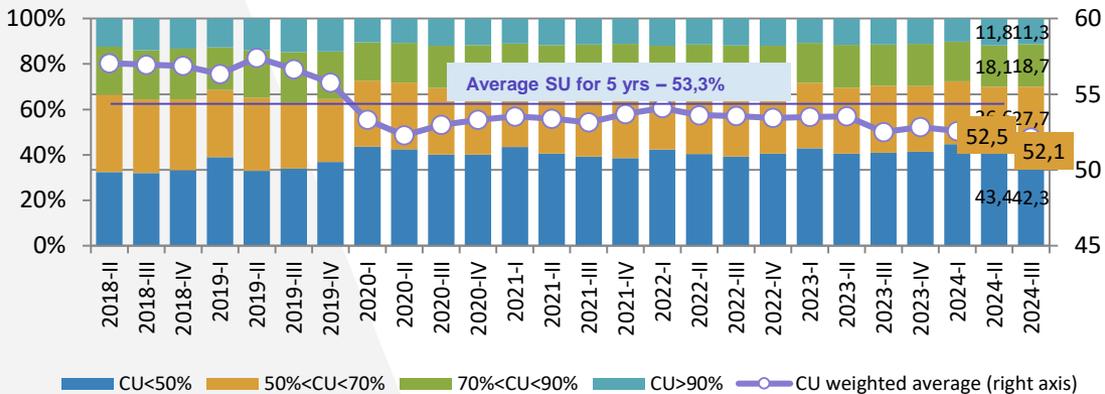
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\*\*The Figures show expectations of enterprises regarding the change in the parameter in Q4 2024

# PRODUCTION OUTPUT

## Capacity utilization level

(share of respondents, %)

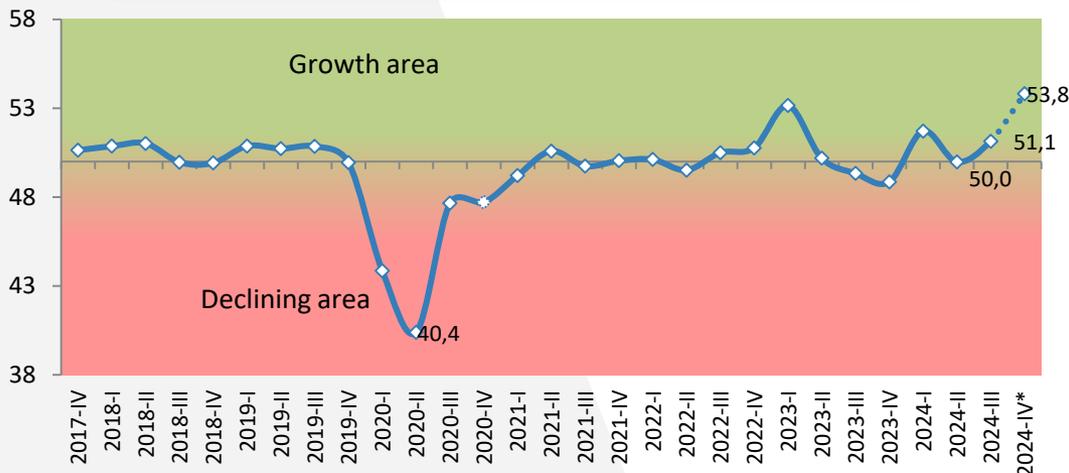


In Q3 of 2024, the production capacity utilization (CU) of enterprises was higher than the level of the Q2 of 2024. The weighted average\* level of the CU was **52,1%.** The weighted average\* level of the CU for the last 5 years – **53,3%**

Also in Q3 of 2024 the volume of production of final products (works, services) increased. DI was **51,1.**

In Q4 of 2024 enterprises expect an increase in production volume growth. The DI by expectations is **53,8.**

## DI changes in production output, DI\*\*

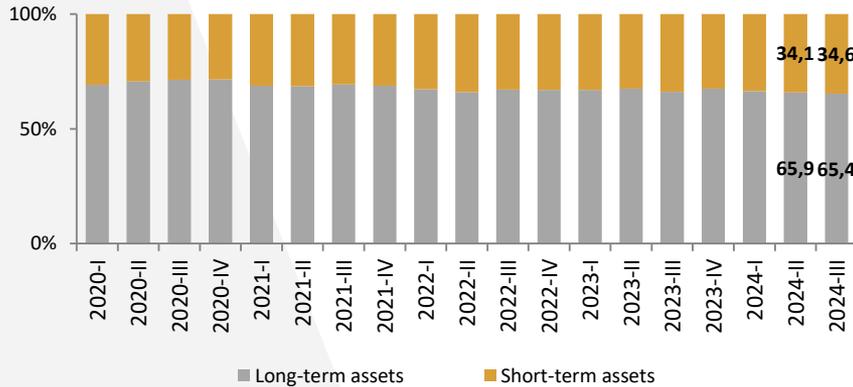


\* Arithmetic weighted average is the average value of the interval, weighted by the share of enterprises.

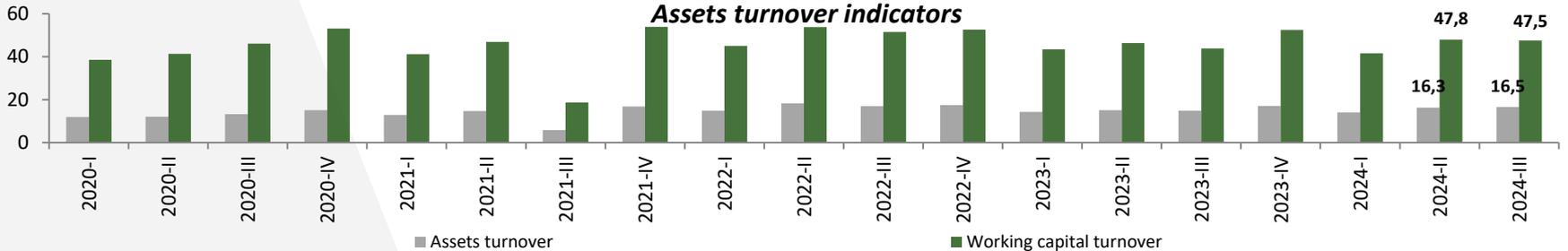
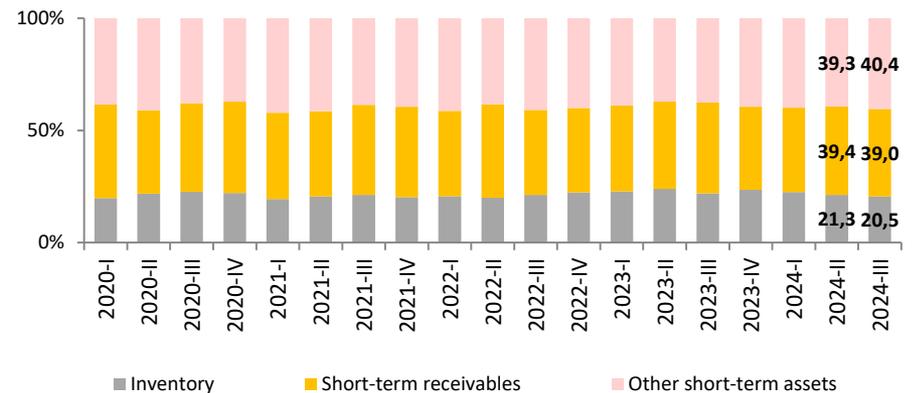
\*\* The higher (lower) the DI from the level of 50, the higher (lower) the growth (fall) rate of the indicator, the level of DI = 50 means no change

# BALANCE SHEET STRUCTURE: ASSETS

### Assets structure



### Short-term assets Structure



In Q3 of 2024 in the structure of assets of companies in the real sector of the economy, the share of short-term and long-term assets changed slightly, amounting to **34,6** and **65,4**% (in Q2 of 2024 – 34,1% and 65,9%, respectively). Asset turnover\* increased to **16,5**%, and working capital turnover \*\* decreased to **47,5**.

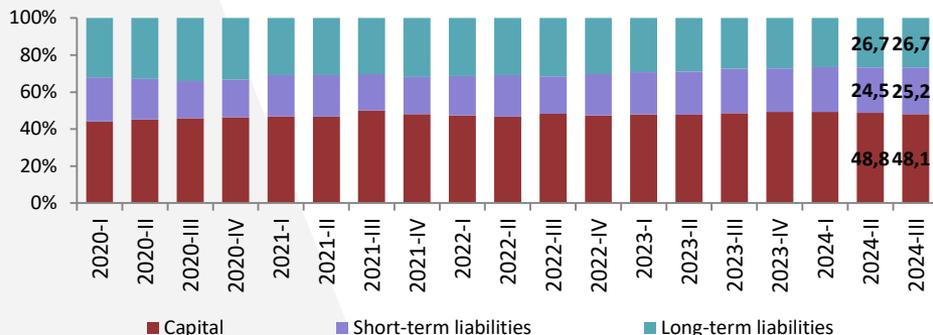
In the structure of short-term assets in the current quarter, the share of receivables increased to **40,4**% (in Q2 of 2024 – 39,4%), the share of inventories slightly decreased to the level of **20,5**% (21,3% in Q2 of 2024).

\*Asset turnover = Income from product sales / Assets \* 100

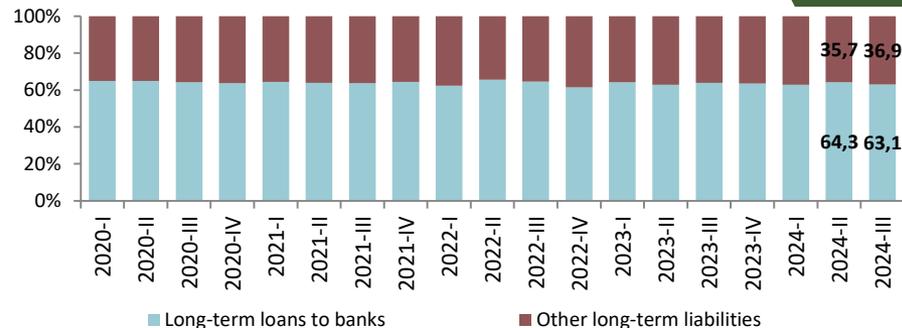
\*\*Turnover of current assets = Income from product sales / Short-term assets \* 100

# BALANCE SHEETS STRUCTURE : LIABILITIES

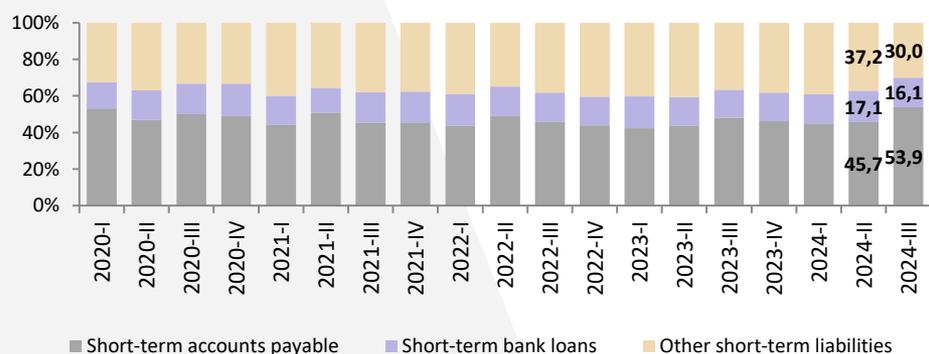
### Liabilities structure



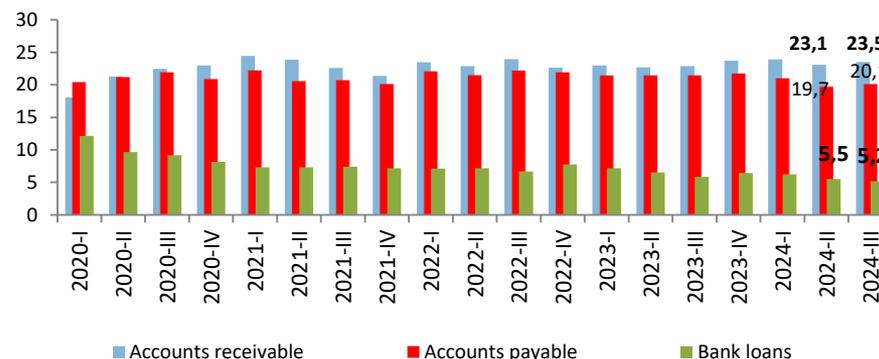
### Long-term liabilities structure



### Short-term liabilities structure



### Share of enterprises with overdue debts

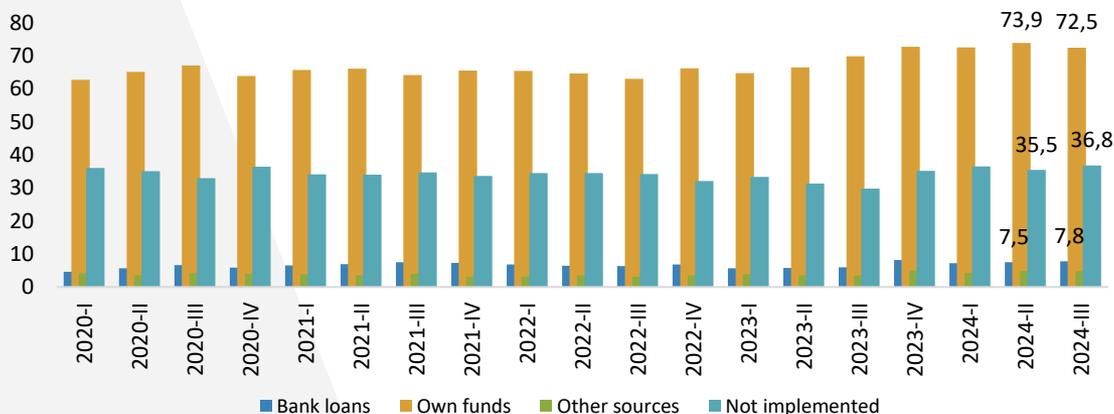


In Q3 of 2024 in the structure of liabilities there was an increase in the share of short-term liabilities to **25,2**, the share of long-term liabilities do not changed and amounted to **26,7%**, and a decrease in capital to **48,1%**. In the structure of short-term liabilities, the share of short-term accounts payable increased from 45,7% in Q2 of 2024 to 53,9% in Q3 of 2024.

The share of enterprises with overdue accounts receivable increased up to **23,5%** and accounts payable slightly decreased and amounted to **20,1%**. At the same time, the share of enterprises with overdue debt on bank loans decreased to the level of 5,2%.

# INVESTMENT ACTIVITY

**Funding source for fixed assets, %**

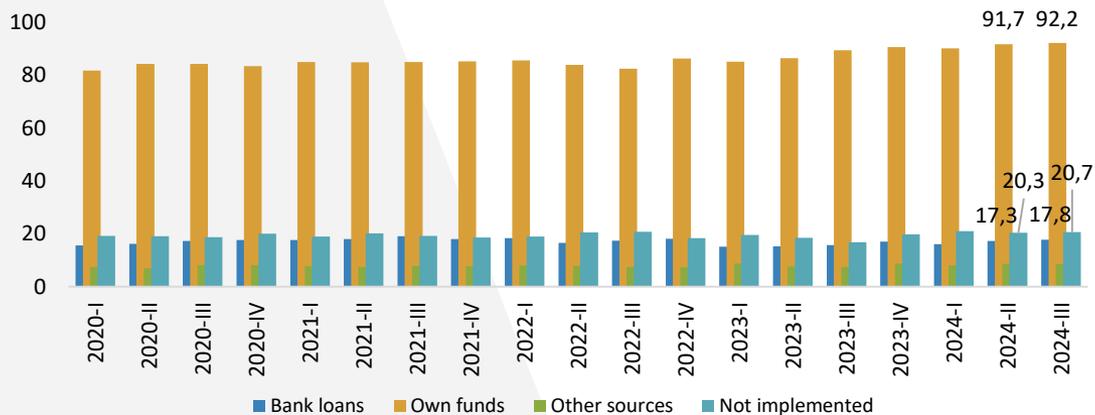


As before, most of the enterprises use their own funds to finance fixed and working capital (72,5% and 92,2%, respectively).

Meanwhile the share of enterprises that financed fixed assets and working capital via bank loans increased to 7,8% and 17,8%.

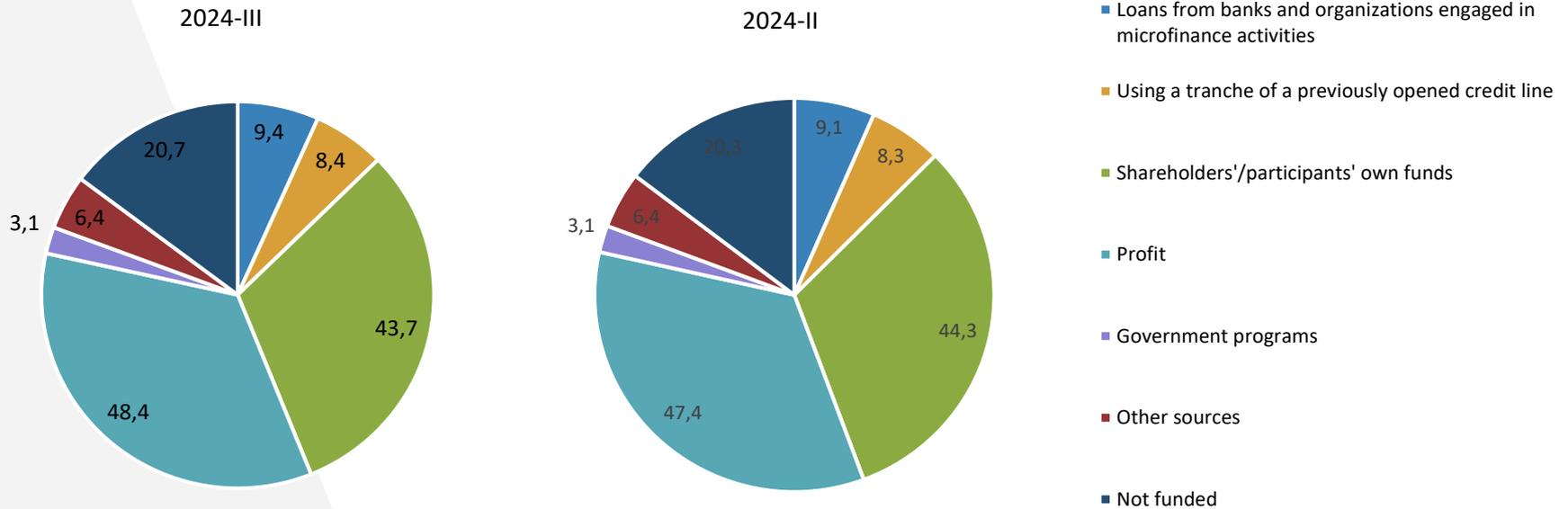
The share of enterprises that did not finance fixed assets and working capital increased to 36,8% and 20,7% respectively.

**Funding source for working capital, %**



# SOURCES OF WORKING CAPITAL FINANCING

*Sources of working capital financing*

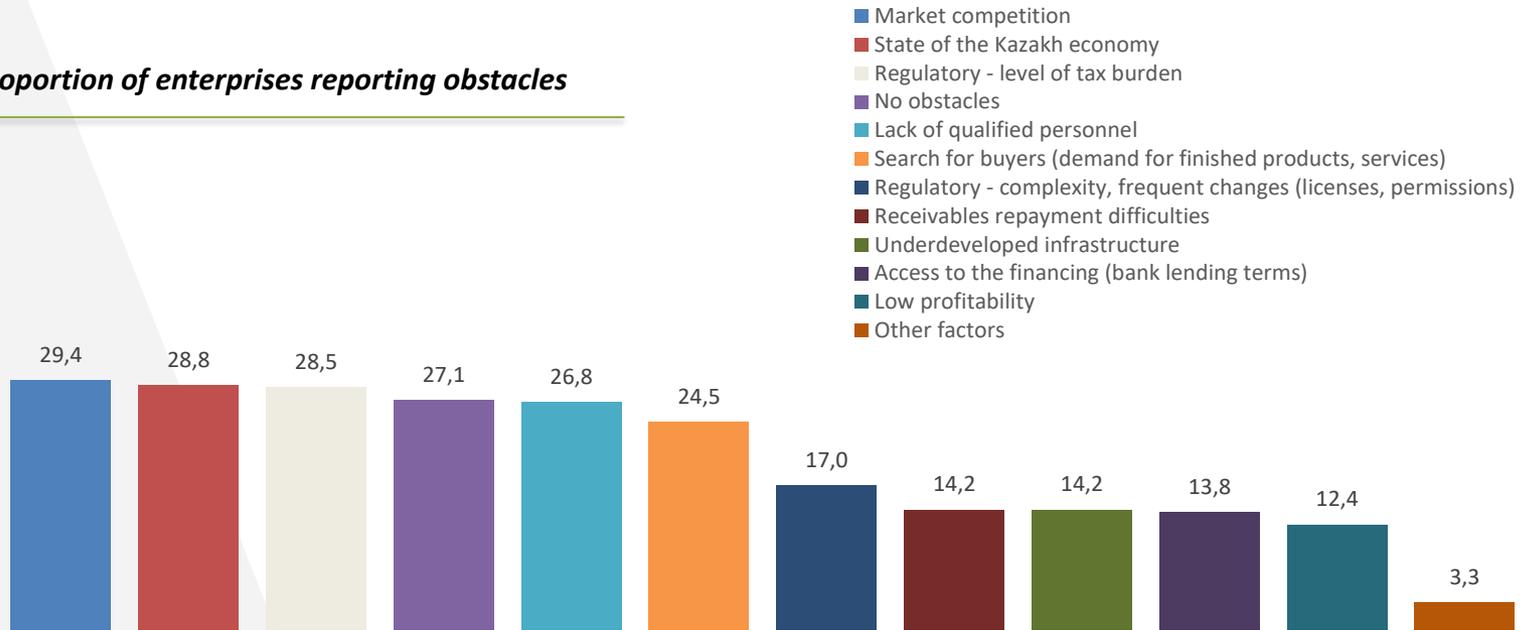


To finance **working capital**, the majority of enterprises (**92,1%**) used their own funds, of which **48,4%** were profits and **43,7%** were shareholders'/participants' own funds. Loans for these purposes were used by **17,8%** of enterprises (of which 8,4% used a tranche on a previously opened credit line, 9,4% - loans in Kazakhstan banks and organizations engaged in microfinance activities).

Among other sources, in addition to those presented in the graph, enterprises also indicate advances from customers, financial assistance, intra-group loans (between the parent company and subsidiaries) and subsidies.

# OBSTACLES FOR DOING BUSINESS

## Proportion of enterprises reporting obstacles



According to the results of survey in Q3 of 2024, for **29,4%** of enterprises the market competition is an obstacle to doing business (in Q2 of 2024 the share of such enterprises was 29,6%). According to 20,0% (in Q2 of 2024 – 22,2%) of them, the economic situation in Kazakhstan worsened in Q3 of 2024, and 74,9% believe that it has not changed.

The most important factors for enterprises, except to the market competition and the state of the economy, are such factors as the tax burden (28,5%), the lack of qualified personnel (26,8%), the search for buyers (24,5%), regularity changes (17,0%), receivables repayment difficulties (14,2%), while **access to financing is ranked 9th (13,8%)** in terms of importance.

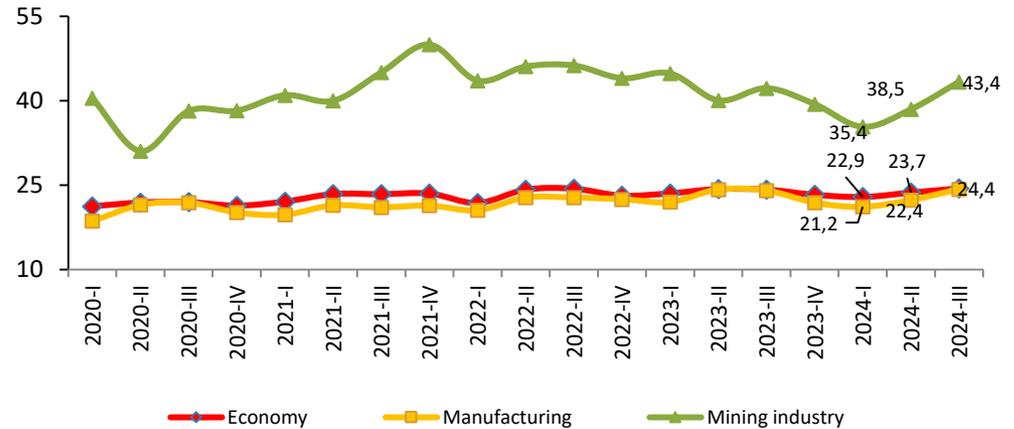
As other obstacles enterprises indicated to natural disasters, high interest rates, sanctions against the Russian Federation, a geopolitical situation in the world.

# FINANCIAL AND ECONOMIC PERFORMANCE CHANGE

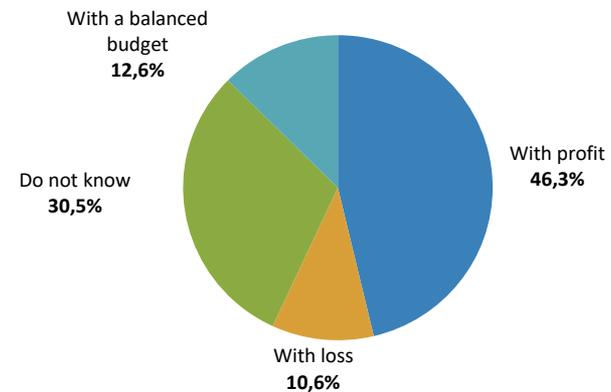
In Q3 of 2024 the average\* return on sales\*\* of enterprises increased in the mining industry – 43,4%, in manufacturing industry amounted to 24,3%. As a result, the average return on sales in the economy as a whole amounted to **24,4%**.

The share of enterprises planning to close the year with a profit amounted to **46,3%** (in Q2 of 2024 – 45,6%), **10,6%** believe that the year will end with a loss. At the same time, **12,6%** of the surveyed enterprises think to close the year with a balanced budget (without profit or loss), the remaining 30,5% cannot assess the financial condition of the enterprise by the end of the year.

Return on sales \*, in %



Share of enterprises planning to close the financial year with profit / loss, %

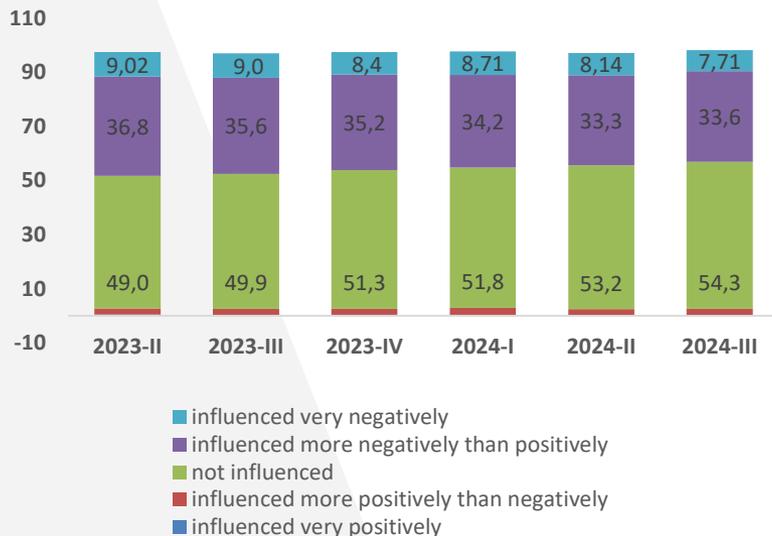


\* Average median values are presented as they are less susceptible to extreme emissions than the arithmetic mean

\*\* The sales profitability before expenses deduction on interest, taxes and depreciation is indicated

# INFLUENCE AND CONSEQUENCES OF GEOPOLITICS

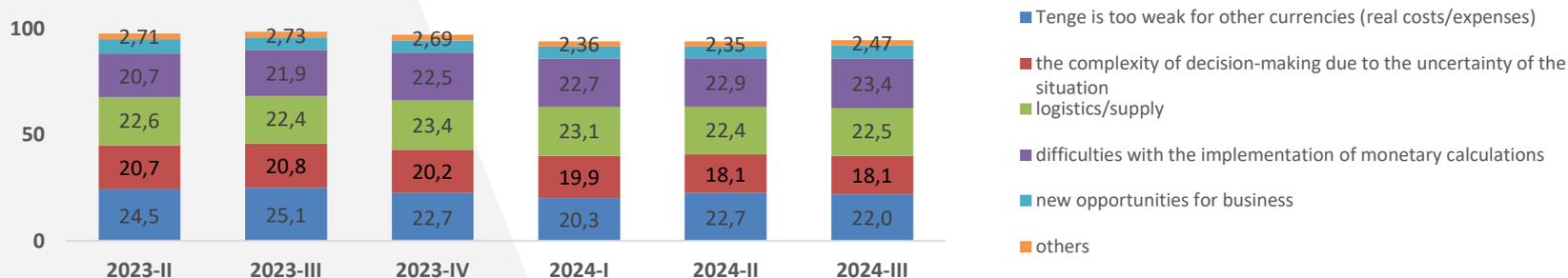
## *Influence of the geopolitical situation and sanctions imposed against the Russian Federation on the activities of enterprises, %*



In Q3 of 2024 the activities of most enterprises – 41,3% (in Q2 – 41,4%) were negatively affected by the geopolitical situation and sanctions imposed against the Russian Federation, of which 7,7% were the hardest hit. However, 54,3% of respondents noted that geopolitics had no effect on their activities and only 4,4% noted a positive impact.

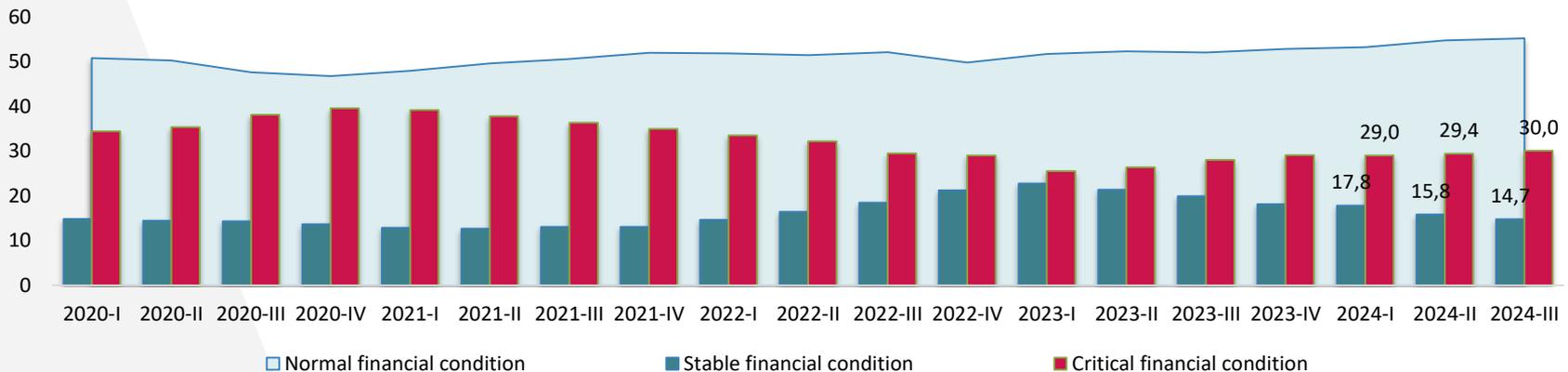
In Q3 of 2024, there was a decrease in the number of enterprises who encountered that the Kazakhstani tenge was too weak against other currencies. The number of businesses were experiencing problems with money transfers, the logistics/supply problems and new opportunities for business increased.

## *Consequences of the geopolitical situation on the activity of enterprises, %*

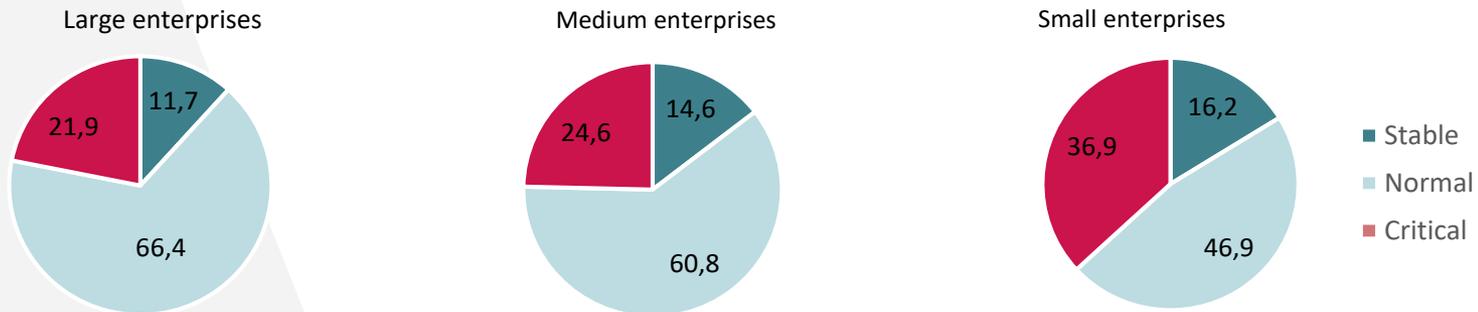


# ASSESSMENT OF THE FINANCIAL CONDITION OF ENTERPRISES

*Dynamics of changes in the financial condition of enterprises \*, share in %*



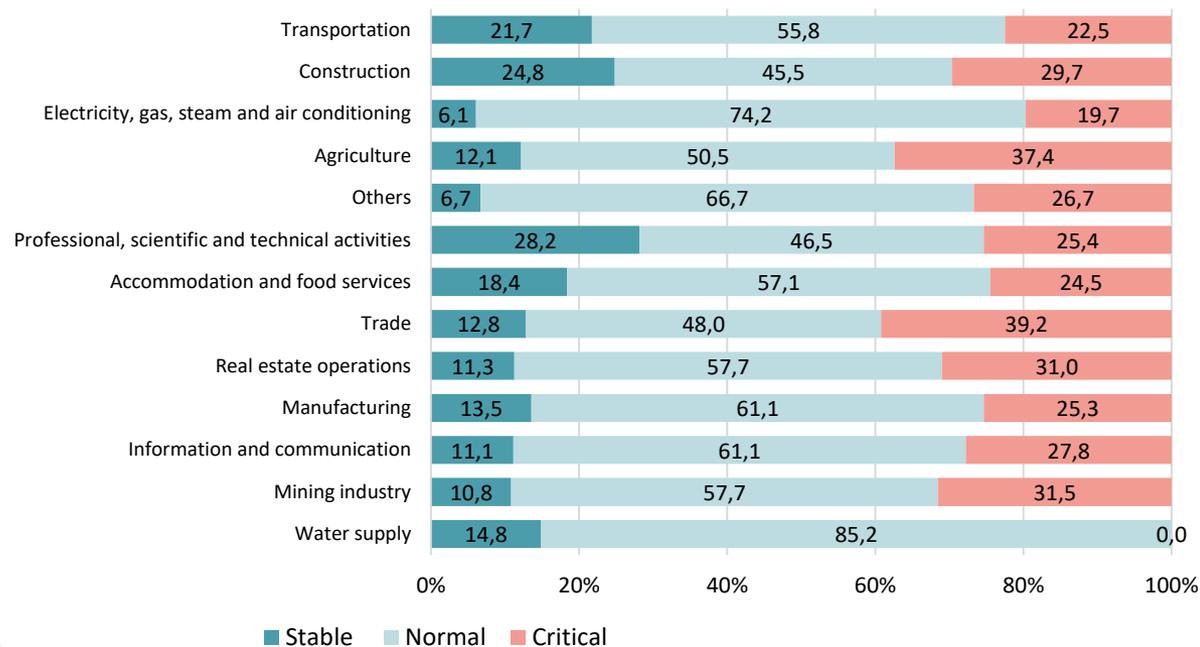
*Enterprises distribution by degree of reliability by dimension in Q2 2024, share in %*



According to the results of a discriminant analysis based on an assessment of the financial ratios of enterprises, in Q3 of 2024, the financial position of enterprises slightly worsened: the share of stable enterprises decreased to 14,7%, the share of enterprises with a critical financial condition increased to 30,0%.

By dimensions, the share of enterprises with a critical financial condition among small enterprises is significantly higher (36,9%) than among large (21,9%) and medium-sized enterprises (24,6%).

*Enterprises distribution by degree of reliability by type of activity in Q2 2024, share in %*

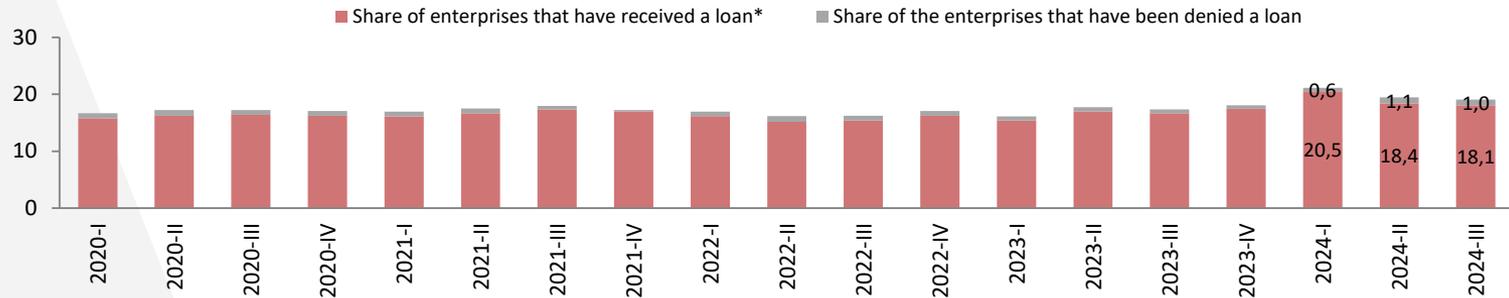


In Q3 of 2024 in all sectors the vast majority of enterprises have a stable or normal financial condition. The largest share of stable enterprises is in “Professional, scientific and technical activities” sector (28,5%), the largest share of enterprises with a critical financial condition is more in trade (39,2%) and in agriculture (37,4%) than in other sectors. Water supply turned out to be the most stable sector, where the share of enterprises with a normal financial condition was **85,2%**.

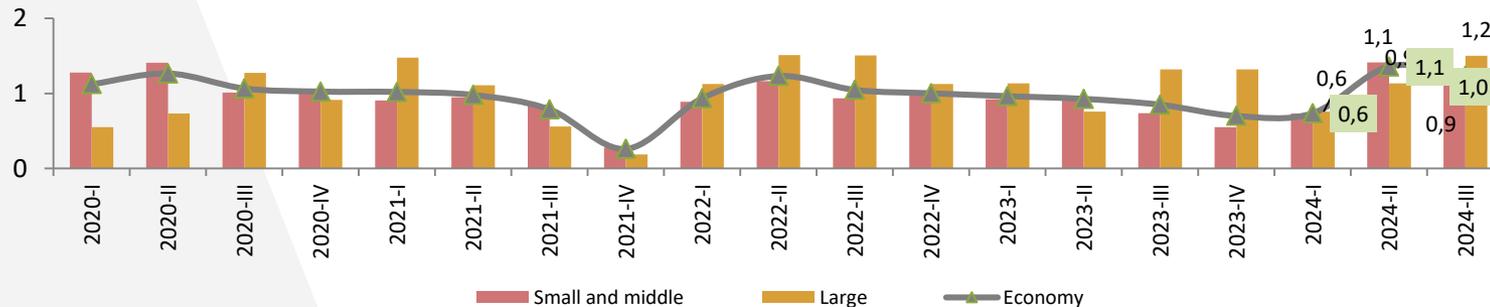
# BANKING SYSTEM IMPACT ON THE REAL SECTOR OF THE ECONOMY

## Demand for loans

### Lending applications consideration



### Share of enterprises that have been denied for a loan



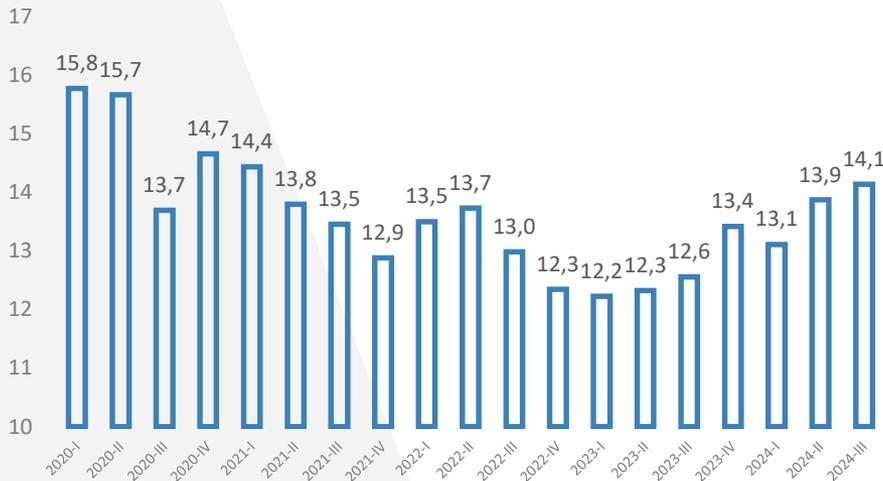
In Q3 of 2024, the share of those who applied for a loan decreased compared to Q2 of 2024, 19,1% of the enterprises surveyed applied to the bank for a loan (19,5% in Q2), 18,1% of the enterprises received a loan (or 94,8% of those who applied for a loan). The share of loan refusals amounted to 1,0% of the total number of survey participants (5,2% of those who applied for a loan).

# BANKING SYSTEM IMPACT ON THE REAL SECTOR OF THE ECONOMY

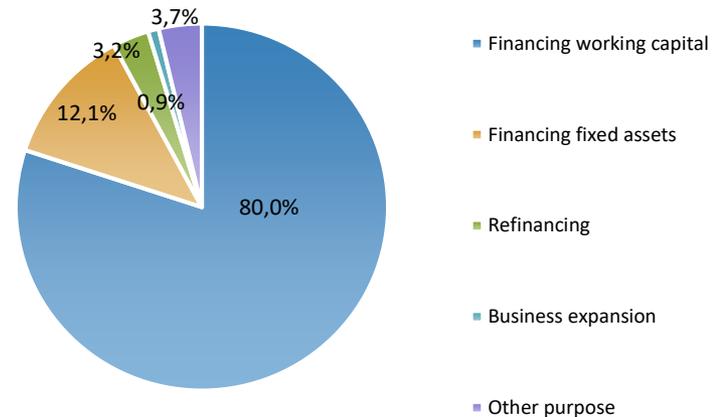
## Debt burden estimations of enterprises \*, %

Debt burden*	1%-20%	21%-30%	31%-40%	41%-50%	51%-60%	61%-70%	71%-80%	over 81%	no debt
share of enterprises, %	18,0	9,8	6,2	5,3	3,7	1,4	1,0	1,8	52,8

## The weighted arithmetic mean value of the debt burden, %



## The objectives of applying for loan in the past quarter, in %



In Q3 of 2024 52,8% of the enterprises that took part in the surveys **had no debt**. Most of those who had loans (18,0%) have a debt burden\* within 20%. The weighted arithmetic average\*\* value of the debt burden is 14,1%.

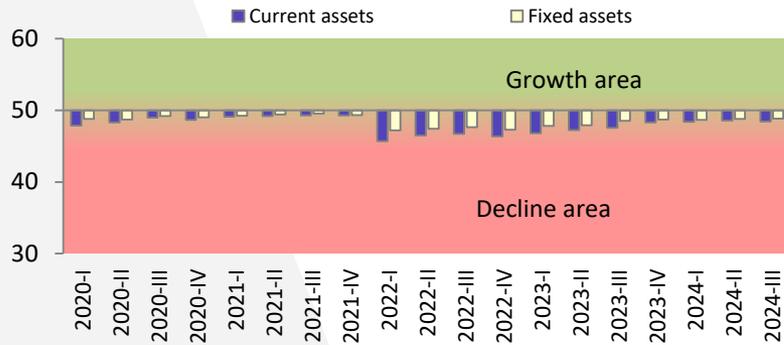
The vast majority of enterprises (80,0%) attracted a loan to finance working capital (purchase of materials, raw materials, semi-finished products, etc.), 12,1% - to purchase fixed assets (purchase of buildings, structures, vehicles, equipment, etc.) , 3,2% - for refinancing purposes, 0,9% - for business expansion.

\* Monthly payment / income from sales of products

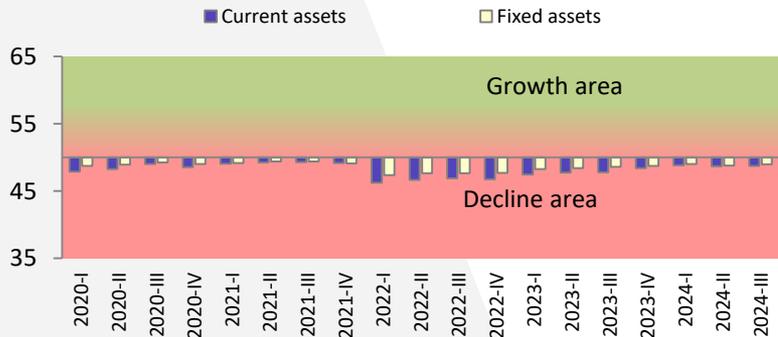
\*\* Arithmetic weighted average is the average value of the interval, weighted by the share of enterprises.

# BANKING SYSTEM IMPACT ON THE REAL SECTOR OF THE ECONOMY

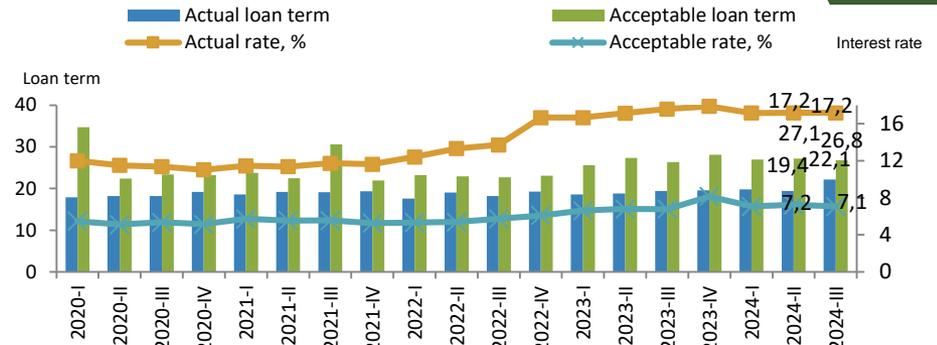
## Price conditions



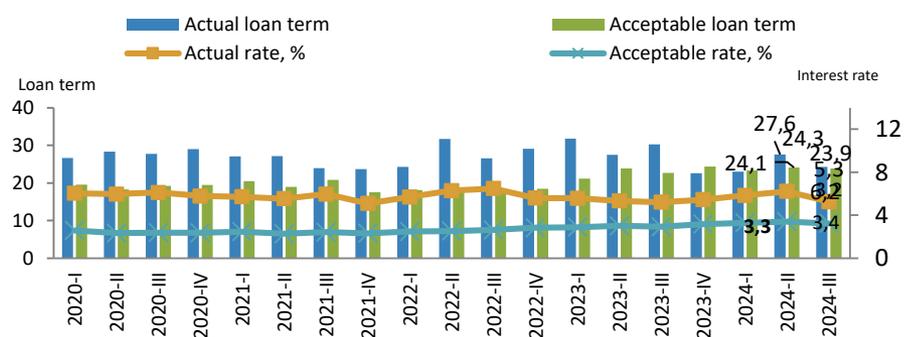
## Non-price conditions



## Loan terms and rates in tenge



## Loan terms and rates in foreign currency

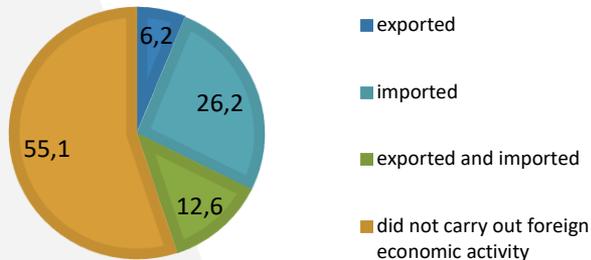


In Q3 of 2024 the assessments of enterprises regarding price (the level of interest rates on a loan, the amount of additional commissions) and non-price conditions (the maximum size and term of the loan, requirements for the financial condition of the borrower, requirements for collateral) slightly improved, but remained negative.

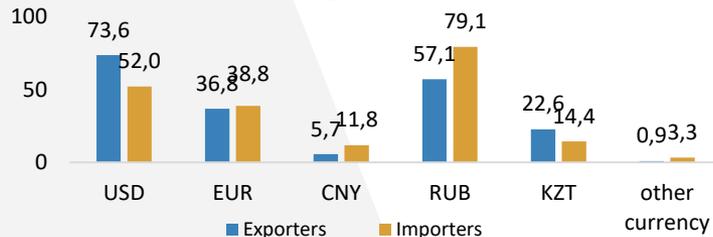
The average interest rates on loans received by survey participants were **17,2%** in tenge and **5,3%** in foreign currency (17,2% and 6,2% in the previous quarter, respectively). According to enterprises, the acceptable interest rate for them on loans in tenge is 7,1%, and on loans in foreign currency – 3,2%.

# FOREIGN ECONOMIC ACTIVITIES OF ENTERPRISES (FEA)

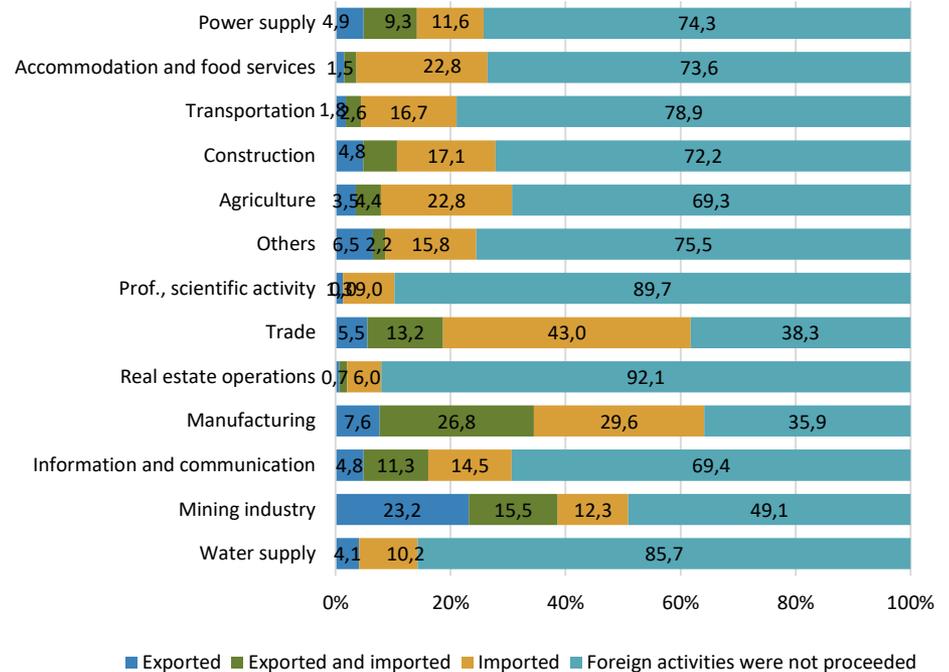
**Implementation of foreign economic activity in the past quarter, the share of enterprises in %**



**Use of currency in calculations, share of enterprises in %**



**Foreign economic activity by activity type, share of enterprises in %**

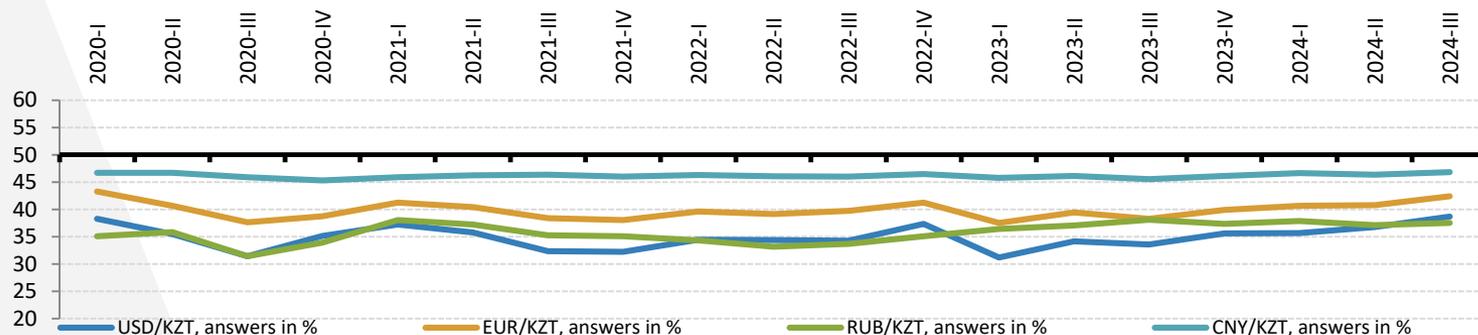


In Q3 of 2024 **26,2%** of respondents imported products to run their business, **6,2%** exported, **12,6%** exported and imported, and the vast majority (**55,1**) had not carry out foreign economic activity. The largest share of enterprises that exported products was in mining industry (**23,2%**), imported products was in trade (**43,0%**). In the manufacturing industry the largest share of enterprises engaged in foreign economic activity.

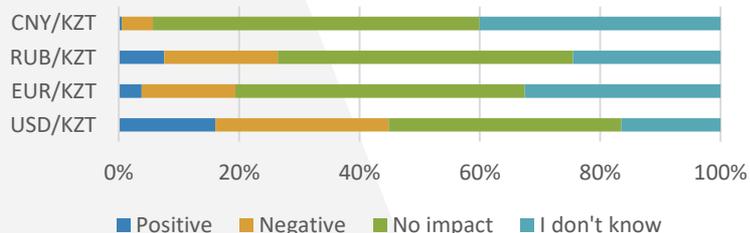
In settlements with foreign partners, exporters more often use the US dollar (**73,6% of exporters**), importers use the Russian ruble more (**79,1% of importers**). The British pound sterling, Swiss franc, Kyrgyz som and Turkish lira were also indicated as other currencies used in the settlements.

# IMPACT OF EXCHANGE RATE CHANGES

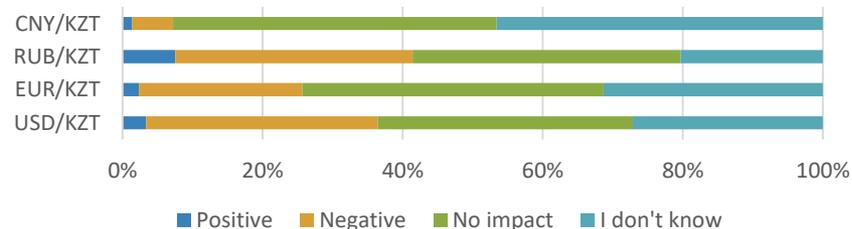
*Dynamics of the impact of changes in the exchange rate, DI \**



*Impact of the exchange rate on the economic activities of exporters in Q3 2024*

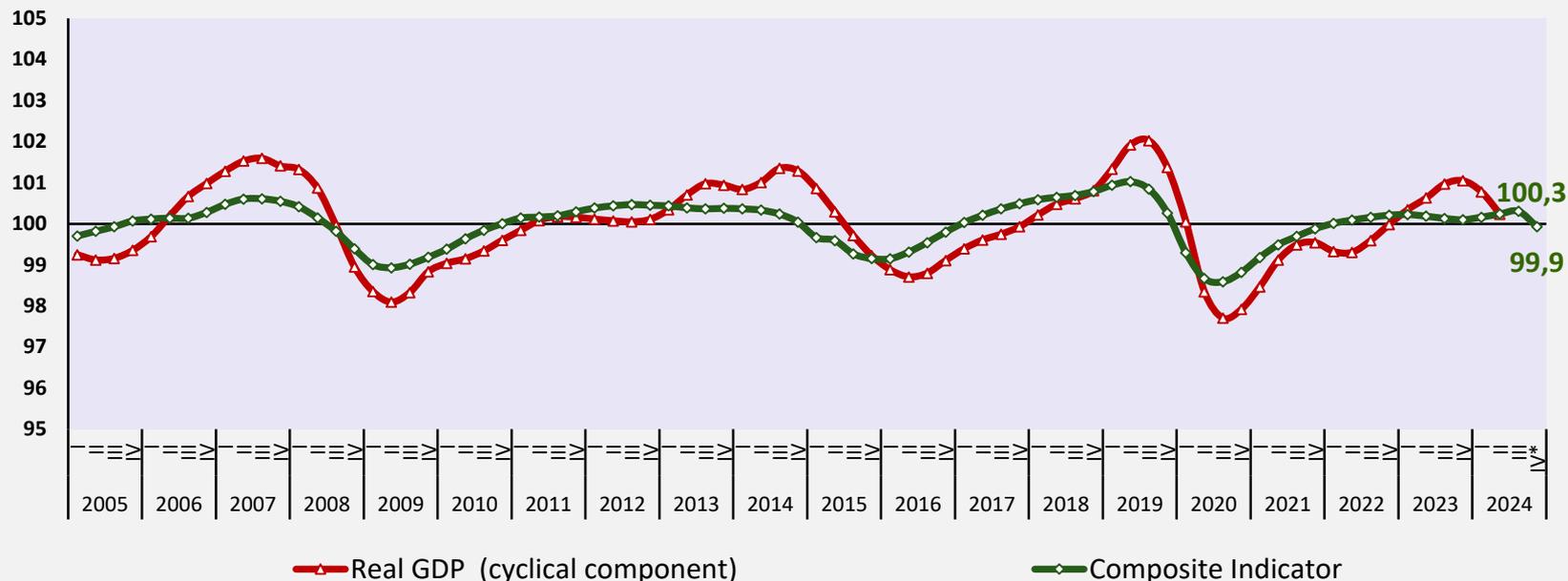


*Impact of the exchange rate on the economic activity of importers in Q3 2024*



In Q3 of 2024 the negative impact on the economic activity of enterprises of the change in exchange rates decreased for USD. The most negative impact for exporters was the change in the exchange rate of the tenge to the USD and ruble. Enterprises experience the least negative impact on their economic activities from the CNY/KZT and euro exchange rate.

# COMPOSITE LEADING INDICATOR\*



In Q3 of 2024 the dynamics of the composite leading indicator (CLI), which is an aggregate assessment of surveys of enterprises in the real sector, demonstrates a growth of economic activity in the real sector. CLI increased to 100,3.

The dynamics of the CLI was positively affected by the growth of credit activity, a decrease in the share of enterprises with overdue debt on bank loans and accounts receivable, a slight negative impact was exerted by the decrease in oil prices, and deterioration of the financial condition of enterprises. At the same time, the share of enterprises that believe that the state of the economy is an obstacle to business development decreased. In Q4 of 2024 a decrease of the indicator is expected (CLI by expectations is 99,9).

\* A composite leading indicator is used to identify turning points in the business cycle and provides good quality information about the state and directions of trends in the economic activity. A composite leading indicator reflects a summarized evaluation of opinions of managers of the interviewed enterprises regarding the existing and anticipated situation in their enterprises and possesses the forward-looking feature of the real GDP behavior for 1-2 quarters. Construction of CLI is based on the OECD methodology («OECD System of Composite Leading Indicators, Methodology Guideline», OECD 2012).

\*\* The CLI parameters for Q4 2024 are calculated on the basis of expectations among enterprises in the real sector that participated in the survey.

- The diffusion index (DI) as reflected in tables and in figures is calculated as a sum of positive responses and a half of “no change” responses. This index is a generalized indicator which characterizes the behavior of the reviewed indicator. If its value is above 50 – this means a positive change, if it is below 50, then the change is negative. In doing so, the further (the higher) the value of the diffusion index deviates from 50, the higher are the rates of change (increase or decrease) of the indicator.
- The indicator of “an acceptable interest rate on bank loans” is calculated as the average of interest rates indicated by enterprises participating in the monitoring process as acceptable rates for these enterprises in terms of the existing level of profitability of production.
- Numbers reflecting financial ratios are provided as average values calculated based on the whole sample of interviewed enterprises as well as broken down by sector, where necessary, based on estimates of the quarter-end balance sheet numbers received from enterprises. In doing so, the evaluation data as well as the averages calculated on their basis are not aiming at obtaining the absolute precision of their values (since they are not the reporting ones) but rather serve for obtaining updated estimates and for analyzing the trends of the change in the state of the non-financial sector of the economy and its sectors.
- Discriminant analysis allows to identify the most informative indicators of the financial condition of the enterprise and determine the approach of a crisis situation at the enterprise, and thus classify them according to the degree of reliability. The distribution of enterprises into groups (stable, normal and critical) is carried out using classification functions, including 3 financial indicators: the income growth rate from sales of products per employee, the coefficient of financial independence and the equity capital growth rate. Details in the economic research <https://www.nationalbank.kz/file/download/9013>.
- The composite indicator (CLI) possesses the forward-looking feature of the real GDP behavior for 1-2 quarters. The time series of the CLI and the real GDP (in terms of prices of the year 2005) are cleared of seasonality and do not contain the trend, i.e. they only include a cyclical component as determined by short-term fluctuations of the economic market environment. For comparability purposes, the resulting cyclical components are standardized, i.e. they are reduced to one (non-dimensional) unit of measurement.
- The CLI serves to reflect short-term development trends in the real sector of the economy as a whole. It possesses the following features: 1) it has a forward-looking mature; 2) it reflects a cyclical nature in the development of the real sector of the economy; 3) it is quickly designed since it is built on the basis of on-the-spot interviews of enterprises.

## METHODOLOGICAL COMMENTS