

Net Scores*: Business Parameters

	Sales	New orders	Profitability	Capacity utilisation	New hiring	Capital expenditure
Overall	42	44	19	37	9	30
Orientation						
B2B	44.7	49.5	21.7	41.1	11.8	26.4
B2C	40.0	37.5	23.5	29.4	11.4	58.8
Designation						
CEO	42.3	39.2	13.5	37.3	9.6	34.7
CFO	41.2	50.0	25.0	37.5	8.0	25.0
Industry						
Manufacturing	44.1	52.6	12.3	39.7	8.6	40.4
Services	49.2	49.2	25.8	40.0	14.3	17.2
Sector						
Automotive	60.0	80.0	40.0	60.0	20.0	45.5
BFSI	72.7	70.0	80.0	63.6	27.3	33.3
Chemicals	45.5	30.0	10.0	30.0	−20.0	45.5
Construction	66.7	91.7	41.7	66.7	33.3	50.0
Consumer goods	25.0	50.0	0.0	14.3	12.5	75.0
General services	0.0	−9.1	−9.1	18.2	−9.1	20.0
IT & ITeS	46.7	46.7	13.3	38.5	6.7	−7.7
Industrials	35.7	28.6	−14.3	21.4	21.4	33.3
Revenue						
< Rs 500 crores	34.4	40.6	12.5	32.3	6.2	−17.2
Rs 500-2,500 crores	46.3	50.0	17.3	37.7	5.7	38.5
>Rs 2,500 crores	41.2	33.3	37.5	46.7	23.5	87.5

* Net scores measures the difference between those saying ‘up’ and those saying ‘down’. A net score of 50% would indicate that 50% more companies said up than said down.