

Business Tendency Survey February 2025



In February 2025, the **Retail Confidence Index (RCI)** stood at **24.5%**, representing an increase of **2.9 pp** compared to the previous month (**RCI January 2025: 21.6%**). The higher retail confidence was explained by a 5.8 pp increase in the perception of the current economic situation of the company or business, a 2.4 pp rise in expectations for the economic situation in the next semester, and a 0.6 pp reduction in inventory levels. Compared to the same month of the previous year, the RCI increased by 13.6 pp (RCI February 2024: 10.9%).

Meanwhile, the **Industrial Confidence Index (ICI)** stood at **0.2%** in February 2025, showing a decrease of **1.8 pp** compared to the previous month (**ICI January 2025: 2.0%**). The negative monthly variation in industrial confidence in February was explained by a 3.8 pp decline in production expectations for the next quarter, a 1.2 pp increase in inventory levels, and a 0.4 pp reduction in the current order volume. Compared to February 2024, the ICI increased by 0.5 pp (ICI February 2024: -0.3%).

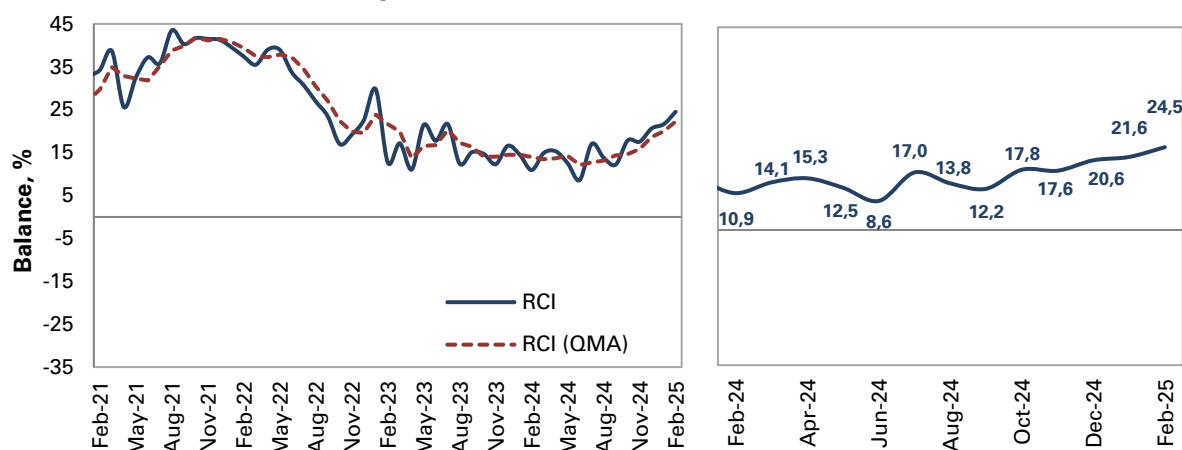
Regarding the **quarterly module, the capacity utilization in the industry** for February was 72.7%, decreasing by 3.8 pp compared to November 2024. Additionally, regarding **economic and sociopolitical conditions for investment**, in February, companies' perception of economic conditions improved by 7.5 pp, while the perception of sociopolitical conditions worsened by -5.8 pp, compared to November 2024.

Additionally, there was an improvement in both the perception of the current economic situation and the pace of the **construction sector**, accompanied by an increase in construction expectations for the next quarter compared to the previous quarter.

Retail Confidence Index – RCI

In February 2025, the Retail Confidence Index (RCI) stood at 24.5%, representing an increase of 2.9 pp compared to the previous month (21.6%). Additionally, the RCI showed an increase of 13.6 pp compared to February 2024 (10.9%). Meanwhile, the quarterly moving average stood at 22.3%, representing an increase of 2.4 pp compared to the same indicator for January 2025 (19.9%) and a rise of 8.3 pp compared to the same indicator for February 2024 (14.0%).

Graph 1. Retail Confidence Index (RCI)



Source: Business Tendency Survey (BTS) – Fedesarrollo.

*QMA: 3 Month moving average.

The RCI comprises three elements: **the perception of the current economic situation of the company or business, the level of stock, and the expectations for the economic situation for the next semester**. The results for February 2024, January 2025, and February 2025 are presented in Table 1.

Table 1. Evolution of Retail Confidence Index Components

Component (Balance, %)	2024		2025
	February	January	February
Business current economic situation	29,6	32,5	38,3
Level of stocks	19,8	3,6	3,0
Expectations about the economic situation for the next semester	22,9	35,9	38,3
Retail Confidence Index - RCI	10,9	21,6	24,5

Source: Business Tendency Survey (BTS) – Fedesarrollo.

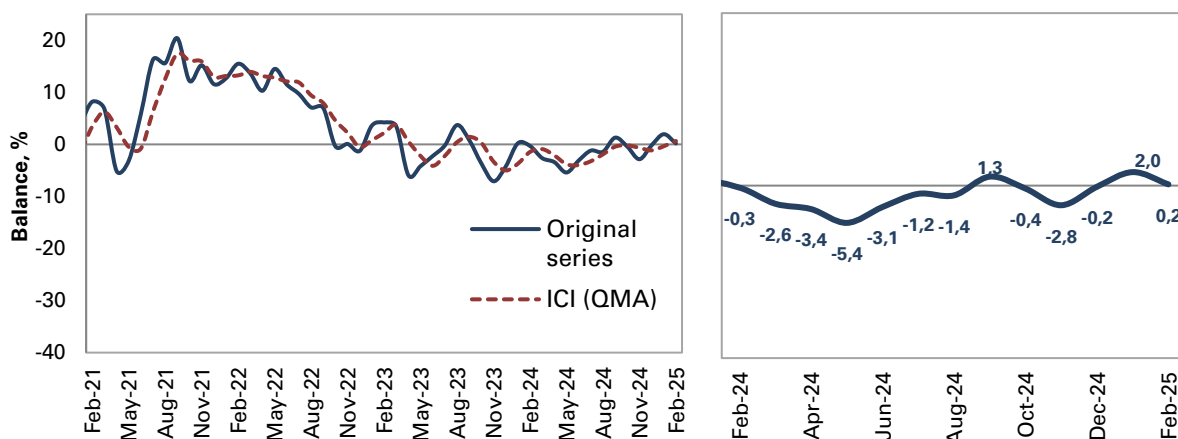
The higher retail confidence in February 2025 compared to the previous month was due to a 5.8 pp increase in the perception of the current economic situation of the company or business, a 2.4 pp rise in expectations for the economic situation in the next semester,

and a 0.6 pp decrease in inventory levels. On an annual basis, the increase in business confidence was explained by a 16.8 pp reduction in inventory levels, a 15.4 pp rise in expectations for the economic situation in the next semester, and an 8.7 pp increase in the perception of the current economic situation of the company or business compared to February 2024.

Industrial Confidence Index – ICI

The Industrial Confidence Index (ICI) stood at 0.2% in February 2025. With this, the ICI registered a decrease of 1.8 pp compared to the previous month (ICI January 2025: 2.0%) and an increase of 0.5 pp compared to the same month of 2024 (ICI February 2024: -0.3%) (Graph 2). Meanwhile, the quarterly moving average stood at 0.7%, representing an increase of 1.1 pp compared to the same indicator for January 2025 (-0.4%) and a rise of 2.2 pp compared to February 2024 (-1.5%).

Graph 2. Industrial Confidence Index (ICI)



Source: Business Tendency Survey (BTS) – Fedesarrollo.

*QMA: 3 Month moving average.

The ICI is composed of three components: **stock level, current volume of orders, and production expectations for the next quarter**. The results for February 2024, January 2025, and February 2025 are presented in Table 2.

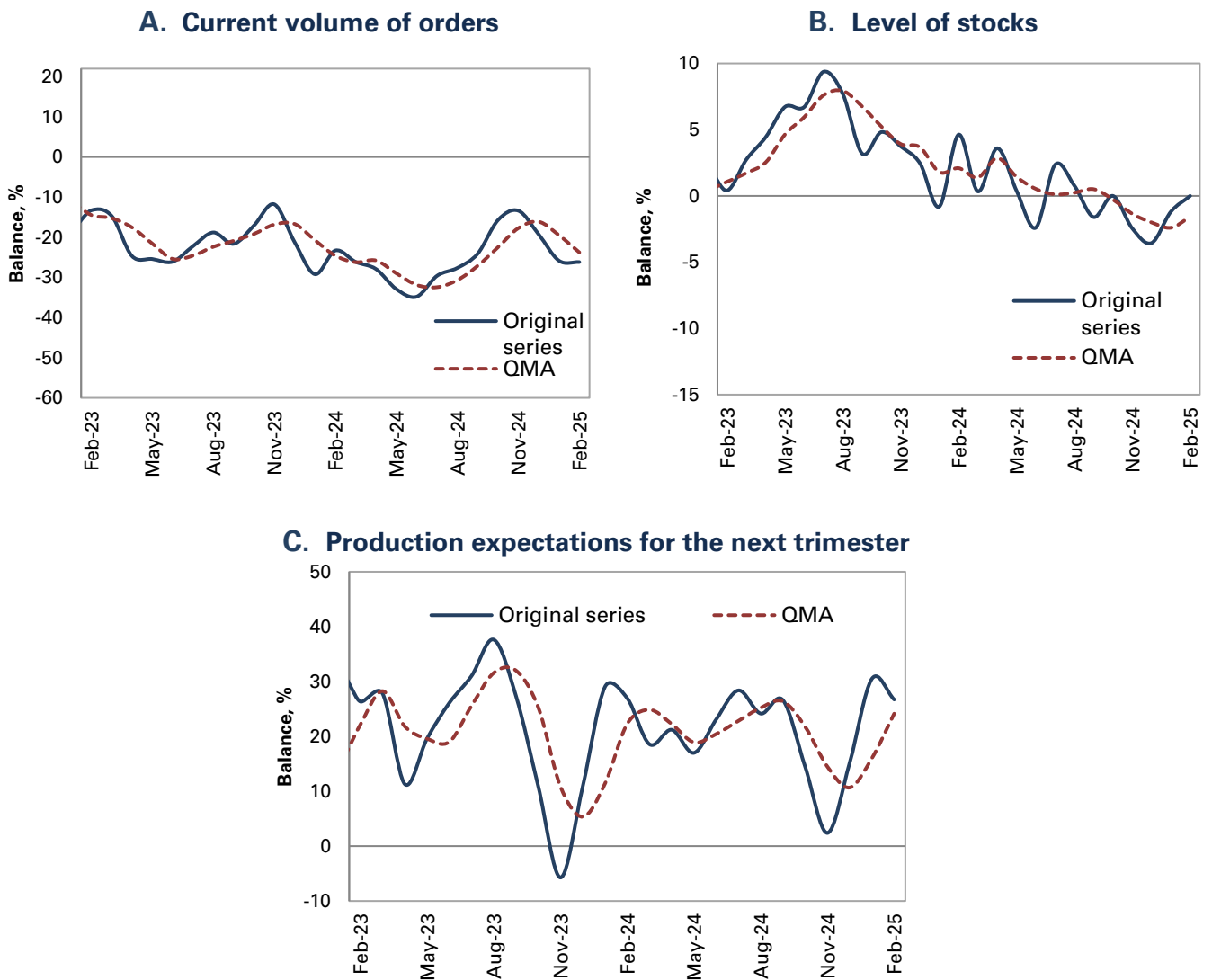
Table 2. Evolution of Industrial Confidence Index Components

Component (Balance, %)	2024		2025
	February	January	February
Level of stocks	4,6	-1,2	0,0
Current volume of orders	-23,3	-25,8	-26,2
Production expectations for the next quarter	27,0	30,5	26,7
Industrial Confidence Index – ICI	-0,3	2,0	0,2

Source: Business Tendency Survey (BTS) – Fedesarrollo.

The negative monthly variation in industrial confidence in February was explained by a 3.8 pp decline in production expectations for the next quarter, a 1.2 pp increase in inventory levels, and a 0.4 pp decrease in the current order volume. On an annual basis, the increase in industrial confidence was mainly driven by a 4.6 pp reduction in inventory levels, partially offset by a 2.9 pp decrease in the current order volume and a 0.3 pp drop in production expectations for the next quarter.

Graph 3. Industrial Confidence Index Components



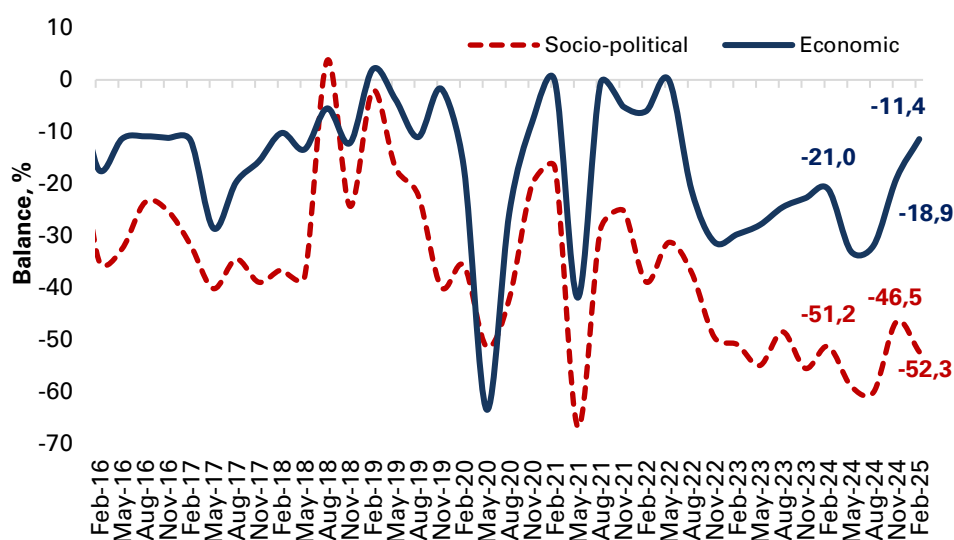
Source: Business Tendency Survey (BTS) – Fedesarrollo.

*QMA: 3 Month moving average.

Quarterly Module: Economic and Socio-political Conditions for Investment

In February 2025, the balance of the industrial sector regarding the favorability of economic conditions for investment stood at -11.4%, representing an improvement of 7.5 pp compared to the November 2024 measurement (-18.9%) and 9.6 pp compared to February 2024 (-21.0%) (Graph 4). The results show that 33.1% of respondents consider current economic conditions to be unfavorable (vs. 33.7% in the previous measurement). Meanwhile, 21.7% of business owners consider current conditions to be favorable (vs. 14.7% in the previous measurement), while 45.2% state they are neutral (vs. 51.6% in the previous measurement).

Graph 4. Favorability of Current Economic and Socio-political Conditions for Investment



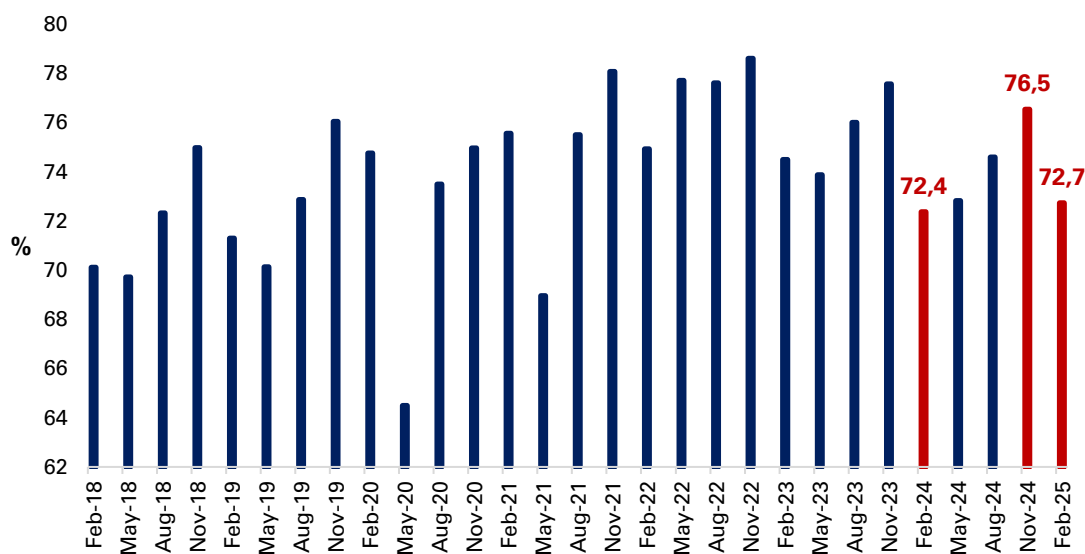
Source: Business Tendency Survey (BTS) – Fedesarrollo

Meanwhile, the balance of the favorability of sociopolitical conditions for investment stood at -52.3% in February, reflecting a deterioration of 5.8 pp compared to the previous quarter (-46.5% in November 2024) and 1.1 pp compared to the same quarter of the previous year (-51.2% in February 2024). The results show that only 7.7% of respondents consider sociopolitical conditions to be favorable (vs. 6.7% in the previous measurement). Additionally, 60.0% of business owners believe current conditions are unfavorable (vs. 53.2% in November 2024), while the remaining 32.3% state they are neutral (vs. 40.1% in the previous measurement).

Industry Installed Capacity Utilization

In February, the utilization of installed capacity (UCI) in the industry stood at 72.7%. Based on this result, the UCI decreased by 3.8 pp compared to the November 2024 measurement (76.5%) and increased by 0.3 pp compared to February 2024 (72.4%) (Graph 5).

Graph 5. Utilization of installed capacity in the industry



Note: The series of utilization of installed capacity was revised backwards.

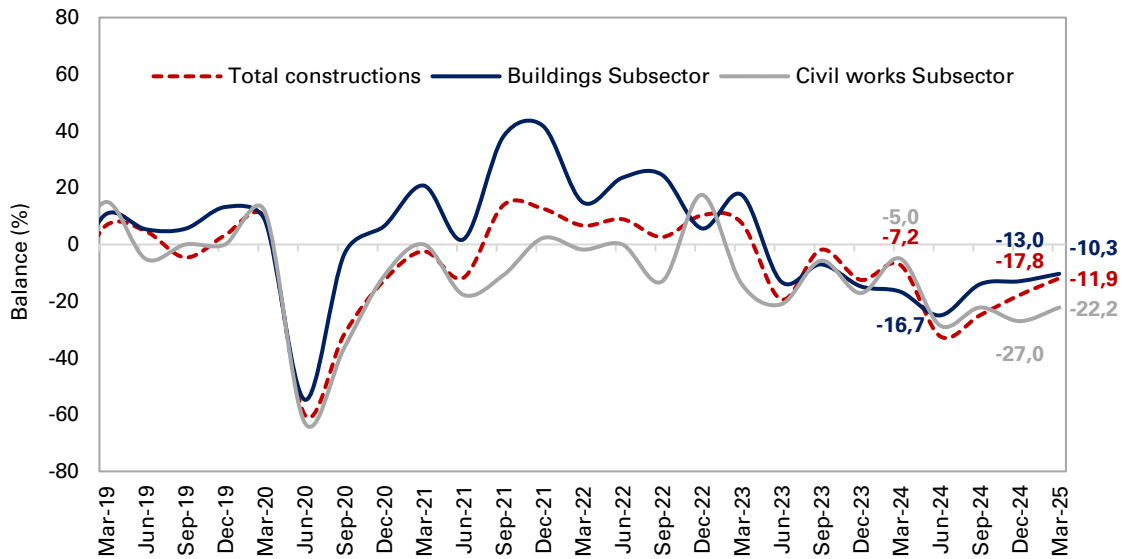
Source: Business Tendency Survey (BTS) – Fedesarrollo

Quarterly Construction Survey¹

In the first quarter of 2025, the balance of the current economic situation of companies in the construction sector stood at -11.9%, reflecting an increase of 5.9 pp compared to the previous quarter (-17.8%) and a decrease of 4.7 pp compared to the same period in 2024 (-7.2%). Meanwhile, the balance for the building subsector was -10.3%, increasing by 2.7 pp compared to the previous quarter (-13.0%) and 6.4 pp compared to the same quarter in 2024 (-16.7%). Regarding the civil works subsector, the balance of the current economic perception stood at -22.2%, representing an increase of 4.8 pp compared to the previous quarter (-27.0%) and a decrease of 17.2 pp compared to the same quarter of the previous year (-5.0%) (Graph 6).

¹ On a quarterly basis, Fedesarrollo conducts a survey focused on businessmen in the construction sector, to know their perception of the current economic situation and their expectations for the future.

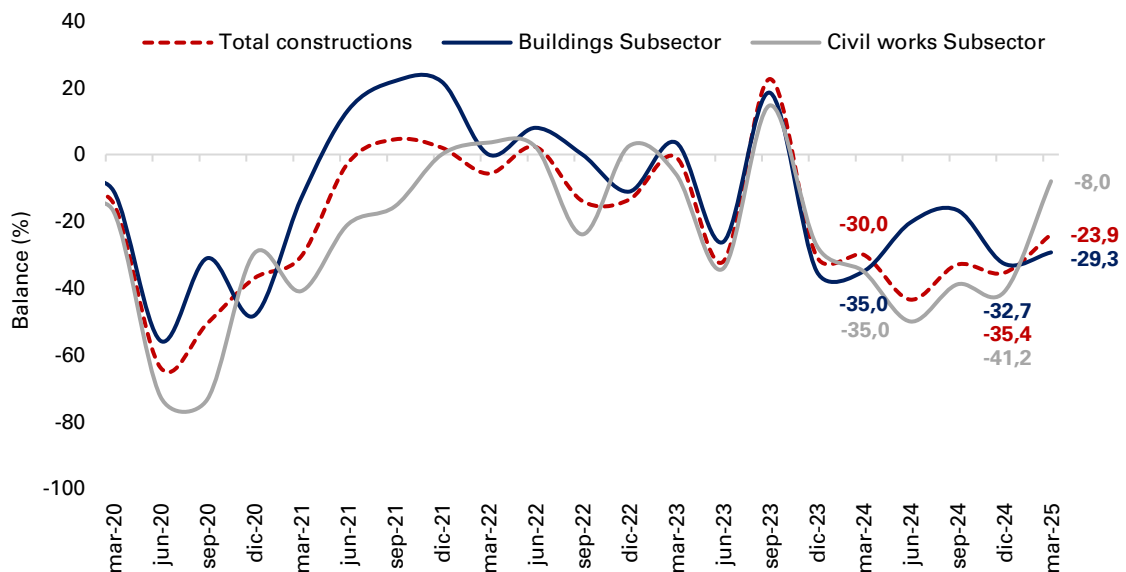
Graph 6. Current situation of companies in the construction sector



Source: Quarterly Construction Survey - Fedesarrollo.

The construction pace indicator stood at -23.9%, showing an increase of 11.5 pp compared to the previous quarter (-35.4%) and 6.1 pp compared to the first quarter of 2024 (-30.0%). Similarly, a similar trend was observed in the building subsector, which registered a balance of -29.3%, representing an increase of 3.4 pp compared to the previous quarter (-32.7%) and a rise of 5.7 pp compared to the same quarter of the previous year (-35.0%). Regarding the civil works subsector, the perception of its construction pace registered a balance of -8.0%, increasing by 33.2 pp compared to the previous quarter (-41.2%) and 27.0 pp compared to the same quarter of 2024 (-35.0%) (Graph 7).

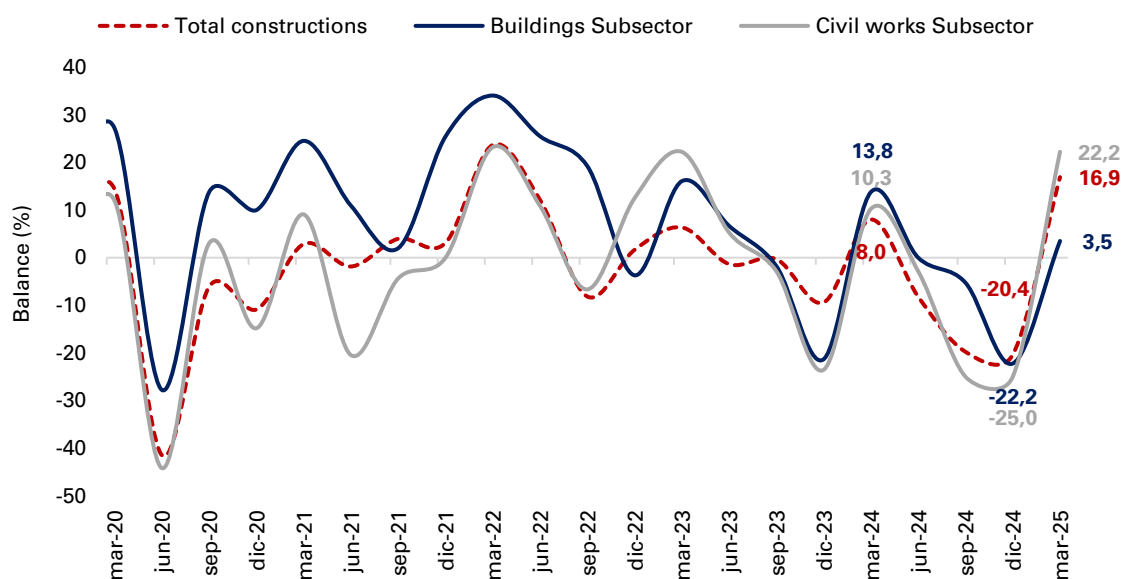
Graph 7. Construction rate compared to the previous year



Source: Quarterly Construction Survey - Fedesarrollo.

The balance of construction expectations for the next quarter stood at 16.9%, showing an increase of 37.3 pp compared to the previous quarter (-20.4%) and 8.9 pp compared to the same quarter of 2024 (8.0%). Meanwhile, in the building subsector, expectations recorded a balance of 3.5%, representing an increase of 25.7 pp compared to the previous quarter (-22.2%) and a decrease of -10.3 pp compared to the same quarter of the previous year (13.8%). Regarding the civil works subsector, expectations registered a balance of 22.2%, increasing by 47.2 pp compared to the previous quarter (-25.0%) and 11.9 pp compared to the same quarter of the previous year (10.3%) (Graph 8).

Graph 8. Construction expectations for the next quarter



Source: Quarterly Construction Survey - Fedesarrollo.



**Contact us if you would like to have access to
disaggregated results by region, industrial
sector and other survey questions**

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Published March 26, 2025

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