

CARD 1

Shareholding company with shares trade in the stock market
Shareholding company with non-traded shares or shares traded privately
Sole proprietorship
Partnership
Limited partnership

CARD 2

	Percent
Private domestic individuals, companies or organizations	%
Private foreign individuals, companies or organizations	%
Government or State	%
Other	%
	100%

CARD 3

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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CARD 4

	Percent
National sales	%
Indirect exports (sold domestically to third party that exports products)	%
Direct exports	%
	100%

CARD 5

	Percent
Of domestic origin	%
Of foreign origin	%
	100%

CARD 6

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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CARD 7

We fixed it but did not take further action
We fixed it and took action to make sure it did not happen again
We fixed it and took action to make sure that it did not happen again, and had a continuous improvement process to anticipate problems like these in advance
No action was taken

CARD 8

Main focus was on short term, less than one year
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Main focus was on long term, one year or more

Combination of short-term and long-term targets

CARD 9

Achieved without much effort
Achieved with some effort
Achieved with normal amount of effort
Achieved with more than normal effort
Only achieved with extraordinary effort
Targets were not achieved

CARD 10

Only senior managers
Most managers and some production workers
Most managers and most production workers
All managers and most production workers

CARD 11

Their own performance
Their team performance
Their establishment's performance
Their company's performance

CARD 12

Based solely on performance and ability
Based partly on performance and ability, and partly on other factors (for example, tenure or family connections)
Based mainly on factors other than performance and ability (for example, tenure or family connections)
Non-managers are normally not promoted

CARD 13

Within 6 months of identifying under-performance
After 6 months of identifying under-performance
Rarely or never

CARD 14

Local – main product sold mostly in same municipality where establishment is located
National – main product sold mostly across the country where establishment is located
International

CARD 15

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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CARD 16

	Percent
Internal funds or retained earnings	%
Borrowed from banks: private and state-owned	%
Borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies	%
Purchases on credit from suppliers and advances from customers	%
Other, moneylenders, friends, relatives, etc.	%
	100%

CARD 17

Internal funds or retained earnings
Owners' contribution or issued new equity shares
Borrowed from banks: private and state-owned
Borrowed from non-bank financial institutions
Purchases on credit from suppliers and advances from customers
Other, moneylenders, friends, relatives, etc

CARD 18

Private commercial banks
State-owned banks or government agency
Non-bank financial institutions
Other

CARD 19

No need for a loan - establishment had sufficient capital
Application procedures were complex
Interest rates were not favorable
Collateral requirements were too high
Size of loan and maturity were insufficient
Did not think it would be approved
Other

CARD 20

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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CARD 21

Strongly disagree	Tend to disagree	Tend to agree	Strongly agree
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CARD 22

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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CARD 23

Total annual cost of labor including wages, salaries, bonuses, social security payments
Total annual cost of raw materials and intermediate goods used in production
Total annual cost of electricity
Total annual cost of water
Total annual cost of wastewater and sanitation services
Total annual cost of transport costs and services --- outsourced or rented
Total annual cost of transport costs and services --- provided in-house
Total cost of sales