

Investment Climate Survey
(FOR COMPANY MANAGERS)

Table No.: N table
 Issued by: National Bureau of
 Statistics
 Document No.: NBS [2004]
 Year 2004

1. Major type of activity **HYDD**
 2. City your company located city
 3. Code of company's resident district or county **XZQH**
 4. Company code **QYBM**
 5. Enumerator code **DCYBM**

A. Company Information

A1. The year your company established A1

A2. Percentage of sales in the regions below in 2004:

Unit: %

Region	Within the city	Within the province (autonomous region, central municipality, excluding the sales within the city)	Out of the province	Overseas (including HK, Macau, Taiwan)	Total
Sales ratio	A21	A22	A23	A24	100

A3. Utilized Production Capacity:

1. 2004: A31% 2. 2003: **A32**_____% 3. 2002: A33_____%

A4. Registration Status (Ownership): **A4**

- (1) State-owned (SOE) (2) Collective-owned (3) Share joint-owned units
 (4) Limited liability corporation (5) Shareholding corporations
 (6) private-owned (7) Enterprises invested by HK, Macau, Taiwan
 (8) FIE (9) Others

B. Investment Climate Factors Impeding Firm Growth

B1. Please indicate to what extent the following factors affect your company's operation and growth.

Factors	Severity				
	None	Low	Moderate	high	Very high (All, whole)
1.Communication B101	0	1	2	3	4
2.Electricity B102	0	1	2	3	4
3.Transport B103	0	1	2	3	4
4.Tax Administration B104	0	1	2	3	4
5.Customs B105	0	1	2	3	4
6.Worker's skills and education level B106	0	1	2	3	4
7. Access to finance (eg. Guarantee) B107	0	1	2	3	4
8. Financing cost (eg. Interest rates) B108	0	1	2	3	4
9. Local protectionism B109	0	1	2	3	4
10.Unstable economic and administration policies B110	0	1	2	3	4
11. Crime, theft B111	0	1	2	3	4
12. Anti-competition behaviors by other enterprises B112	0	1	2	3	4
13. Access to information on laws and regulations B113	0	1	2	3	4
14. water services B114	0	1	2	3	4

The factor with highest severity? **B21**

The factor with second highest severity? **B22**

C. Relationship with wholesale dealers and retail clients

C1. Number of years of cooperation between your company and your major clients (including wholesale and retail) **C1**

- (1) < 1 year (2) 1—2 years (3) 2—3 years
 (4) 3—4 years (5) 4—6 years (6) 6—10 years (7) >10 years

C2. Does your company usually sign formal contracts with the client? **C2**

- (1) Yes (2) No

C3. How many commercial disputes have occurred between your company and the wholesale dealers/clients in the past 3 years? **C3**

C4. Among the resolution methods listed below, what is the percentage that each one employed among all dispute resolution methods?

Resolution Method	Code	Proportion Used (%)	Average length (month)
Negotiation/discussion	1	C411	C421
Lawsuit	2	C412	C422
Arbitration	3	C413	C423
Others	4	C414	C424
Total	5	100	---

C5. Regarding your products sold in 2004:

1. What percent of your products are sold to the government in 2004? **C51** %
2. What percent of your products are sold to the SOEs in 2004? **C52** %
3. What percent of your products are customized productions (not sold to other clients) in 2004? **C53** %

D. Relationship with raw materials suppliers

D1. Number of years of corporation between your company and the major suppliers: **D1**

- (1) < 1 year (2) 1—2 years (3) 2—3 years
(4) 3—4 years (5) 4–6 years (6) 6–10 years (7) >10 years

D2. Does your company usually sign formal contracts with the supplier? **D2**

- (1) Yes (2) No

D3. How many commercial disputes have occurred between your company and the suppliers in the past 3 years? **D3**

D4. Among the resolution methods listed below, what is the percentage that each one employed among all dispute resolution methods?

Resolution Method	Code	Proportion Used (%)	Average length (month)
Negotiation/discussion	1	D411	D421
Lawsuit	2	D412	D422
Arbitration	3	D413	D423
Others	4	D414	D424
Total	5	100	---

E. Labor, internal incentive, and social security

E1. Has the company provided trainings (off-the-job training, on-the-job training, seminars, etc) for employees in the past two years? **E101**

(1) Yes (2) No

If yes, how much percentage of the employees received the formal training in 2004: **E102** %

E2. What was your labor manpower situation in 2004? **E2**

(1) Surplus of workers (2) Shortage of workers (3) Sufficient number of workers

1. If there was a surplus of workers, what was the percentage of surplus: **E21** %

2. If there was a shortage of workers, what was the percentage of shortage: **E22** %

E3. Employee Wage Components:

Unit: %

Wage type	Fixed salary	Bonus (performance award)	Piece rate wage	Time wage	Others	Total Compensation
Permanent workers (%)	E311	E321	E331	E341	E351	100
Temporary workers (%)	E312	E322	E332	E342	E352	100

E4. If your company pays bonuses:

1. Is the bonus based on the subjective evaluation (for example, personnel review, managers' decision, etc)? **E41**

(1) Yes (2) No

2. Is the bonus based on the company's performance? **E42**

(1) Yes (2) No

3. Is the bonus based on department's or production unit's performance? **E43**

(1) Yes (2) No

4. If both 2 & 3 count, which one is more important? **E44**

(1) company's performance (2) department's or production unit's performance

5. Is the personal bonus kept confidential by the company? **E45**

(1) Yes (2) No

E5. Among employees who received a wage increase in 2004:

1. What percentage of these employees also received a promotion in 2003: **E51** %

2. What percentage of these employees did not receive a promotion in 2003: **E52** %

E6. Information on the majority type of position in the company in 2004:

1. The highest salary is how many times larger than the lowest salary? E61 times
2. Proportion of promoted employees that were permanent or temporary workers:
Permanent workers E621%
Temporary workers E622%
3. If there is a salary gap, are employees aware of this gap? E63 (1) Yes (2) No

E7. Information on recruitment and resignation/retirement in 2004:

1. Percent of resigned staff that were:
Permanent workers E711%
Temporary workers E712%
2. Percent of staff laid-off (including early retirement) that were:
Permanent workers E721%
Temporary workers E722%
3. Percent of new hires that were:
Permanent workers E731%
Temporary workers E732%

E8. Has the company demoted mid-level managers in the past 3 years? E8

(1) Yes (2) No

E9. Has the company participated in a medical insurance program?

Permanent workers E91 (1) Yes (2) No

Temporary workers E92 (1) Yes (2) No

E10. Are there any fitness facilities in the company? (facilities such as ping-pong tables or basketball courts) E10 (1) Yes (2) No

E11. Does the company have its own cafeteria or other lunch arrangements? E11 (1) Yes (2) No

E12. Working hours:

1. Average monthly employee overtime days: E121
(1) 0 (2) 1-2 days (3) 3-5 days (4) 6-10 days (5) > 10 days
 - a. If overtime occurs, does the company pay for the overtime? E1211
(1) Yes (2) No
 - b. If overtime occurs, is the hourly overtime pay higher than the normal rate? E1212
(1) Yes (2) No
2. Average working hours per week : E122
(1) < 40 hours (2) 40 hours (3) 41-42 hours (4) 43-45 hours (5) 46-50 hours (6) > 50 hours

F. Infrastructure and service

F1. Over the last 3 years, how many power outages occur annually on average? F11

On average, how many hours did an outage last? F12

F2. In 2004, losses caused by electricity problems accounted for what percent of total output or revenue?

(Please include the losses caused by production hours wasted and extra time required for restarting the equipment due to insufficient power supply; and losses caused by products damaged due to production abruption.) F2 %

F3. In 2004, losses caused by packages damage, goods theft and damage account for what percent of the total goods value? F3 %

F4. Telecommunication Service:

1. How many days are needed to install a new telephone? F41 days

2. How many days are needed to gain the access to Internet service? F42 days

3. On average, how often is the fixed-line telephone service interrupted in a month? F431 times

On average, how often is the internet service interrupted in a month? F432 times

4. Please estimate how much percent does the expense of providing electronic information service (including Internet) account for the sales revenue: F44 %

5. Please estimate how much percent does the IT investment (including equipment, hardware and software) account for the sales revenue in 2004: F45 %

F5. Ratio of staff who regularly use computers: F5 %

F6. Ratio of sales revenue realized through Internet and Email: F6 %

F7. Were any IT trainings organized for staff in the past year? F71

(1) Yes (2) No

If yes, what is the ratio of staff receiving the training? F72 %

F8. Does your water supply provided by a water company or company-provided? F8

(1) Water company (2) Own company provided

If your water supply is supplied by a water company:

1. How do you rate the reliability of the water supply: F81 (1) high (2) medium (3) low

2. How do you rate the water quality: F82 (1) high (2) medium (3) low

3. How do you rate the water tariffs: F83 (1) expensive (2) appropriate (3) cheap

G. International Trade

G1. City where your company handle customs most often: G1

G2. How many days did the export customs clearance take on average in 2004 for your company?
 G2 days

G3. In the past two years, if you imported raw materials or components, what is the average number of days to pass customs clearance? G3 days

G4. Is your company allowed to export products directly? G4 (1) Yes (2) No

H. Financing

H1. Since the macroeconomic policy changes implemented at the end of 2003 by the central government, has it become more or less difficult to apply for loans from the legal financial and banking institutions? **H1**

- (1) Can't get a loan (2) much more difficult (3) a little bit more difficult
(4) No change (5) easier

H2. Does your company enjoy favorable terms on overdraft or have a loan quota? **H2**

- (1) Yes (2) No

If yes, 1. loan quota? H21(RMB thousand) 2. percent of unused loans H22%

H3. Loan status

1. Does your company have loans from banks or other financial institutions? **H31**

- (1) Yes (2) No

2. About recent overdraft or loan:

1. bank approval year

H321

2. requires collateral?

H322

(1) Yes

(2) No

3. The collateral value is what percentage of the total loan? H323%

H4. Is there a need for informal payment to staff from the banks or loan providing institutions? **H4**

- (1) Yes (2) No

H5. Does your company purchase the raw materials on credit from the supplier (i.e. account payable)?

H5

- (1) Yes (2) No

If yes, what percent of all raw materials were purchased on credit in 2004? H51%

I. Information on General Manager and Board of Directors

11. Education level of the General Manager (GM) **I1**
(1) Master or above (2) Undergraduate (3) College (4) High school
(5) Junior high school (6) Primary school (7) No formal education
12. Number of years the current GM has held the position **I2** years
13. Is the GM appointed by the government? **I3** (1) Yes (2) No
14. Does your company have a Board of Directors? **I4** (1) Yes (2) No
If yes, is GM also the president of the Board of Directors? **I41** (1) Yes (2) No
15. Compensation of employees:
- How many times more is GM's annual income than that of the mid-level managers (annual income includes salary and bonus. Middle managers ie) department or branch manager)? **I51**
(1) < 2 times (2) 2-3 times (3) 3-4 times (4) 4-6 times (5) > 6 times
 - How many times more is mid-level manager's annual income than that of the ordinary employees? **I52**
(1) < 2 times (2) 2-3 times (3) 3-4 times (4) 4-6 times (5) > 6 times
16. 1. Is GM's annual income directly related to the company's performance? **I61**
(1) Yes (2) No
2. In 2004, if the performance exceeds the target, GM's annual income increased: **I62**
(1) 1-5% (2) 6-10% (3) 11-15% (4) 16-20% (5) 21-40% (6) 41-60% (7) >61%
3. In 2004, if the performance fails the target, GM's annual income decreased: **I63**
(1) 1-5% (2) 6-10% (3) 11-15% (4) 16-20% (5) 21-40% (6) 41-60% (7) >61%
17. Has the company fired or demoted any GM or Vice GM in the past 4 years? **I7** (1) Yes (2) No
18. Is your company a member of a conglomerate or a Holding Company? **I8** (1) Yes (2) No

I9. How much autonomy does the GM has over the production, investment, employment (i.e. not intervened by the government, 1=0-19%; 2=20-39%; 3=40-59%; 4=60-69%; 5=70-79%; 6=80-89%; 7=90-99%; 8=100%):

Types	Code	Autonomy level							
Production autonomy I91	1	1	2	3	4	5	6	7	8
Investment autonomy I92	2	1	2	3	4	5	6	7	8
Employment autonomy I93	3	1	2	3	4	5	6	7	8

I10. How much decision-making power the junior managers/staff have I10

(1) None (2) A little (3) Some (4) Strong (5) Very strong

J. Relationship between the company and the government

J1. How many days does the GM or Vice GM spend on the government assignments and communications per month? (Government agencies include Tax Administration, Customs, Labor Bureau, Registration Bureau, etc; assignments refer to handling the relationship with the government workers, consolidating and submitting various reports or statements, etc.): **J1**

(1)1 day (2)2-3 days (3)4-5 days (4)6-8 days (5)9-12 days (6)13-16 days
(7)17-20 days (8) > 21 days

J2. How many licenses and registrations (permanent and renewable annually) are required for your company? **J2**

J3. Business disputes

1. In the case of commercial disputes with the suppliers, clients or subsidiaries **in your province**, how much confidence do you have that the disputes will be settled with justice by the local legal system? **J31**%

2.

(i) Outside of your company's home province, which province is your company's biggest client or supplier located? **J32**,

(ii) In the case of commercial disputes with the suppliers, clients or subsidiaries **in this province (J32)**, how much confidence do you have that the disputes will be settled with justice by the local legal system? **J321**%

J4. Does your company have specialized staff to handle government relationships (for example, a government relation office)? **J4** (1) Yes (2) No
If yes, how many staff? **J41** Persons.

J5. Were there any disputes, different interpretations between your company and the government in the past 3 years? **J5** (1) Yes (2) No

If yes, were any other government or senior leaders who were able to help solve the issue? **J51** (1) Yes (2) No

If yes, has your company used this channel in the past 3 years? **J511** (1) Yes (2) No

If yes, is your company happy with the result? **J5111** (1) Yes (2) No

J6. Your company's interactions (for example receiving inspections, attending conferences) with the following government departments in 2004:

Government Departments	code	Relationship with the department (1) bad (2) so-so (3) average (4) good (5) very good	Total days of interaction (days)	Percent of the officials in the department who contributes to the development of the company? (%)
Taxation	1	J611	J621	J631
Public Security	2	J612	J622	J632
Environment	3	J613	J623	J633
Labor and Social	4	J614	J624	J634

J7. In commercial or other legal disputes, what percent of cases were your company's legal contracts or properties protected (a favorable verdict was passed and enforced) J7%

J8. If your company has made acquisitions or merger in the past or plans one in the next 5 years, what role do you think the local government will play: J8

(1) Very negative (2) A little negative (3) No influence (4) A little positive (5) Very positive

Investment Climate Survey

(FOR Accountants and HR manager of the company)

Table No.: N 502
 Issued by: National Bureau of
 Statistics
 Document No.: NBS (2005) No. 71

Year 2004

1. Company Code **QYBM** 2. Enumerator code **DCYBM**

A. Ownership/Shareholding Information

A1. Ownership structure:

						Unit: %
Ownership types	State	Collective	Corporation	Private	Foreign	Total
Percent owned	AA11	AA12	AA13	AA14	AA15	100

A2. What share is held by the controlling shareholder? AA2 %

B. Financial Statement

B1. Income Statements

Unit: Thousand Yuan

Indicators	Code	2004	2003	2002
Core business income	01	AB1101	AB1201	AB1301
Core business expenses	02	AB1102	AB1202	AB1302
compensation	03	AB1103	AB1203	AB1303
raw materials	04	AB1104	AB1204	AB1304
Core business taxation and additional expenses	05	AB1105	AB1205	AB1305
Core business profits	06	AB1106	AB1206	AB1306
Other business income	07	AB1107	AB1207	AB1307
Other business profit	08	AB1108	AB1208	AB1308
Operation expenses	09	AB1109	AB1209	AB1309
Overhead expenses	10	AB1110	AB1210	AB1310
Financial expenses	11	AB1111	AB1211	AB1311
Interests expenditure	12	AB1112	AB1212	AB1312
Operation profits	13	AB1113	AB1213	AB1313
Total profits	14	AB1114	AB1214	AB1314

B2. Expenditure information in 2004:

1. Business travel expenses: AB21 thousand yuan
2. Entertaining expenses: AB22 thousand yuan
3. Conference expenses: AB23 thousand yuan

B3. Company's business vehicles:

1. Number of business vehicles (including cars and vans) AB31
2. Average cost of each car annually (include road-maintenance expense, insurance, fuel, car utilization tax) AB32 thousand yuan
3. Average toll expenses of each car in 2004 AB33 thousand yuan

B4. Percent of the net profit in 2004 used for reinvestment AB4 %

B5. Please fill in the tax (Actual) information:

Unit: thousand yuan

Items	Code	2004	2003	2002
Tax Total	1	AB511	AB521	AB531
Value-added tax	2	AB512	AB522	AB532
Consumption tax	3	AB513	AB523	AB533
Business tax	4	AB514	AB524	AB534
Resource tax	5	AB515	AB525	AB535
Income Tax	6	AB516	AB526	AB536
Land Tax	7	AB517	AB527	AB537
Real estate tax	8	AB518	AB528	AB538
Other administrative expenses submitted to various departments	9	AB519	AB529	AB539

How many kinds of administrative expenses were collected by various government departments? AB541.

If operating profit increase by 100 yuan, how many yuan of tax and fees would the firm has to pay?

AB542 yuan.

B6. Net fixed assets value in recent 3 years:

Unit: thousand yuan

Items	Code	2004	2003	2002
Net fixed assets	1	AB611	AB621	AB631
New fixed assets investment	2	AB612	AB622	AB632

B7. R&D Expenditure:

1. 2004: AB71 thousand yuan
2. 2003: AB72 thousand yuan
3. 2002: AB73 thousand yuan

B8. Does your company rent the real estate and office for operation? **AB8** (1) Yes (2) No

If yes, the average annual rent is: AB81 yuan /square meter.

C. Labor Statistics

C1. Staff in your company

Unit: %, yuan

Indicators	Code	2004	2003	2002
		1	2	3
Total employment	1	AC11	AC21	AC31
High school education or above (%)	2	AC12	AC22	AC32
college education or above (%)	3	AC13	AC23	AC33
Permanent workers (%)	4	AC14	AC24	AC34
Temporary workers (%)	5	AC15	AC25	AC35
Peasant workers/ Temporary workers (%)	6	AC16	AC26	AC36
Average wage of Permanent workers (yuan)	7	AC17	AC27	AC37
Average wage of Temporary workers (yuan)	8	AC18	AC28	AC38
Average wage of Peasant workers (yuan)	9	AC19	AC29	AC39

City Information

Table No.: N 503
 Issued by: National Bureau of
 Statistics
 Document No.: NBS (2005)

Year 2004

Name of the city A01 City code B01

I. Important Indicators:

Indicator	Code	Unit	2003	2002	2001
Total fixed assets investments	1	10,000 yuan	C02	D02	E02
Contractual foreign investments	2	10,000 yuan	C03	D03	E03
Investment in Development Zone	3	10,000 yuan	C04	D04	E04
Fiscal revenue	4	10,000 yuan	C05	D05	E05
Fiscal expenditure	5	10,000 yuan	C06	D06	E06
Wages of civil servants, staff in PSUs and Social groups	6	10,000 yuan	C07	D07	E07
Total Population	7	10,000 persons	C08	D08	E08
Population in downtown areas	8	10,000 persons	C09	D09	E09
Local fiscal expenditure	9	10,000 yuan	C10	D10	E10
GDP per capita	10	yuan	C11	D11	E11
Growth of GDP per capita (as % of previous year)	11	%	C12	D12	E12
Number of students in colleges	12	10,000 persons	C13	D13	E13
Number of students in high schools	13	10,000 persons	C14	D14	E14
% of large and medium enterprises with R&D activities	14	%	C15	D15	E15
Tourists received	15	number persons	C16	D16	E16
Value added of industrial enterprises account for that of all enterprises	16	%	C17	D17	E17
Road with grades	17	kilometer	C18	D18	E18
highway	18	kilometer	C19	D19	E19
Toilets per 10,000 persons	19	units	C20	D20	E20
Per capita consumption of water	20	tons	C21	D21	E21
Price of process water	21	yuan / m ³	C22	D22	E22
Price of domestic water	22	yuan / m ³	C23	D23	E23
Price of production electricity	23	yuan/kwh	C24	D24	E24
Price of domestic electricity	24	yuan/kwh	C25	D25	E25
Price of production natural gas	25	yuan / m ³	C26	D26	E26

Indicator	Code	Unit	2003	2002	2001
Price of domestic natural gas	26	yuan / m ³	C27	D27	E27
Percent of non-agriculture population	27	%	C28	D28	E28
Per capita R&D expenditure	28	yuan	C29	D29	E29
Per capita education expenditure	29	yuan	C30	D30	E30
Number of telephones per 100 persons	30	unit	C31	D31	E31
Percentage of Industrial Waste Water up to the Standards for Discharge	31	%	C32	D32	E32
Per capita green space	32	m ²	C33	D33	E33
Ratio of days with excellent or good air quality in urban areas in one year	33	%	C34	D34	E34
Number of catering enterprises with legal person status & certain scales	34	unit	C35	D35	E35
Number of doctors per 1000 persons	35	person	C36	D36	E36
Per capita urban income/per capita rural income	36	%	C37	D37	E37
Unemployment ratio	37	%	C38	D38	E38
Bus line length	38	kilometers	C39	D39	E39
Per capita urban residential construction space	39	m ²	C40	D40	E40
Annual average wage	40	yuan	C41	D41	E41
Number of civil servants	41	person	C42	D42	E42
Per capital Insurance coverage	42	yuan	C43	D43	E43
Infant Mortality rate	43	1/1000	C44	D44	E44
% Graduates of Primary Schools Entering Senior Secondary Schools	44	%	C45	D45	E45
Percentage of girl students	45	%	C46	D46	E46

II. Other 2004 statistics:

1. Annual average temperature: BB01 (°C)
2. Average temperature from July to Dec. December: BB02 (°C)
3. Distance from the closest airport: BB03 (km)
4. Distance from the frequently-used port city: BB04 (km)
5. port city name: BB05

III. 1978 historical statistics

1. Total population: BA06 (10,000 persons)
2. Total population in the city: BE06 (10,000 persons)
3. Total industrial output: BA07 (10,000 yuan)
4. Total GDP: BE07 (10,000 yuan)

IV. City Governance

Indicators	Current municipal CPC Secretary	Previous municipal CPC Secretary	The one before Previous municipal CPC Secretary
The year taking the post (4 digits)	BC08	BD08	BF08
Is CPC Secretary the Mayor concurrently? (1) Yes (2) No	BC09	BD09	BF09
Education level of CPC Secretary (1) PhD (2) Masters (3) College (4) Other	BC10	BD10	BF10
Age of the CPC Secretary	BC11	BD11	BF11
Was the CPC Secretary promoted within the municipality? (1) Yes (2) No	BC12	BD12	BF12

Explanations:

1. Per capita R&D expenditure = Total R&D expenditure / population in downtown areas.
2. Per capita education expenditure = budgetary education expenditure / population in downtown areas
3. Unemployment ratio = registered unemployed persons / population in downtown areas
4. Number of civil servants = civil servants + staff in PSUs managed as government agencies
5. Per capital Insurance coverage = total insurance / population in downtown areas