

SHOW 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

SHOW CARD 2

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

SHOW CARD 3

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

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

SHOW CARD 5

	Percent
Material inputs or supplies of domestic origin	%
Material inputs or supplies of foreign origin	%
	100%

SHOW CARD 6

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD TR1

	Percent
CEDEAO	%
European Union	%
Rest of other countries	%
	100%

SHOW CARD TR2

Finished goods for sale to final consumers
Semi-finished goods to be used as inputs by other firms
Both finished and semi-finished goods

SHOW CARD TR3

A government or government agencies, including state-owned enterprises
This establishment's parent company or affiliated subsidiaries
Private firms, excluding this establishment's parent company or affiliated subsidiaries, with 150 employees or more
Private firms, excluding this establishment's parent company or affiliated subsidiaries, with less than 150 employees
Other

SHOW CARD TR4

Excess domestic supply for this establishment's products
High foreign demand for this establishment's products
Specific and favorable incentives when exporting to this area
There is a subsidiary of the parent firm
Firm created a new competitive product for the destination markets
Other

SHOW CARD TR5

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD TR6

1-Application of existing trade agreements
2-Cargo handling and port procedures or requirements
3-Consumer safety regulations
4-Customs procedures
5-Government procurement procedures
6-Health/environment regulations
7-High or discriminatory taxes or charges
8-Import licensing, quota or prohibitions
9-Issues with transport services
10-Lack of export financing
11-Lack of information on export market
12-Lack of support to prospect new markets
13-Pre-shipment controls
14-Product quality regulations
15-Restrictive foreign exchange allocations
16-Testing and certification
17-Other

SHOW CARD TR7

	Percent
CEDEAO (excluding Chad)	%
European Union	%
Rest of other countries	%
	100%

SHOW CARD TR8

Personal knowledge and research (advertisement, internet, etc.)
Other businesses in the same line than ours
Other business associates, suppliers or customers
Business Association or Chamber of Commerce
Government agency
Tender
Supplier is located close to this establishment
Supplier contacted this

SHOW CARD TR9

Personal acquaintance
Physical proximity close to this establishment
Belongs to same Business Association than this establishment
Recommended by business associates/suppliers/customers
Only supplier whose products meet specifications
Supplier is government owned with guarantees
Other reason
Supplier has international certification

SHOW CARD 7

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

SHOW CARD 8

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD 9

Peers (other businesses)
Paid professionals (consultants)
Clients or suppliers
Governments or donor funded institutions
Incubators
Accelerator programs

SHOW CARD 10

Below required	As required	Above required
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SHOW CARD 11

	Percent
Owned by this establishment	%
Rented or leased by this establishment	%
Other	%
	100%

SHOW CARD 12

	Percent
Owned by this establishment	%
Rented or leased by this establishment	%
Other	%
	100%

SHOW CARD 13

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD 14

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD 15

	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%

SHOW CARD 16

	Percent	OR	Amount LCU
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	%		
Quasi equity instruments (mezzanine and subordinate debt)	%		
Other, moneylenders, friends, relatives, bonds, etc	%		
	100%		

SHOW CARD 17

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

SHOW CARD 18

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

SHOW CARD 19

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD 20

Reduce costs of financial transactions
Reduce the time spent in financial transactions
Reduce the risks in financial transactions
Satisfy suppliers' request
Satisfy costumers' request
Align with competitors' use

SHOW CARD 21

Don't know enough about microfinance institutions
This establishment does not qualify for microfinance
Microfinance institutions do not fit the establishment's needs
Microfinance institutions are not reliable
Microfinance institutions are too expensive (high fees)

SHOW CARD 22

Don't know enough about microfinance institutions
This establishment does not qualify for microfinance
Microfinance institutions do not fit the establishment's needs
Microfinance institutions are not reliable
Microfinance institutions are too expensive (high fees)

SHOW CARD 23

Strongly disagree	Tend to disagree	Tend to agree	Strongly agree
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SHOW CARD 24

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD 25

Below required	As required	Above required
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SHOW CARD 26

Very poor	Poor	Good	Very good
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SHOW CARD 27

No obstacle	Minor obstacle	Moderate obstacle	Major obstacle	Very Severe Obstacle
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SHOW CARD 28

ROTATION A
Transport
Tax administration
Courts
Electricity
Practices of competitors in the informal sector
Business licensing and permits
Crime, theft and disorder
Political instability
Inadequately educated workforce
Labor regulations
Customs and trade regulations
Corruption
Access to land
Tax rates
Access to finance

ROTATION B

Access to finance

Corruption

Labor regulations

Access to land

Transport

Business licensing and permits

Tax rates

Political instability

Crime, theft and disorder

Practices of competitors in the
informal sector

Electricity

Tax administration

Inadequately educated workforce

Customs and trade regulations

Courts

ROTATION C

Political instability

Business licensing and permits

Access to finance

Tax administration

Transport

Customs and trade regulations

Corruption

Courts

Electricity

Inadequately educated workforce

Labor regulations

Practices of competitors in the
informal sector

Tax rates

Access to land

Crime, theft and disorder

SHOW CARD 29

	LCUs
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 COST OF SALES SHOULD INCLUDE ALL
ABOVE COSTS AND OTHER COSTS NOT LISTED ABOVE**

Total cost of sales	
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