

<p>2.1 MAJOR PRODUCTS OF THE ESTABLISHMENT (ENUMERATE IN ORDER OF THEIR VALUE OF SALES)</p> <p>_____</p>	
<p>2.2 IF MULTI-ESTABLISHMENT ENTERPRISE, NUMBER OF ESTAB.</p>	<p align="center">1</p> <p><input type="text"/></p>
<p>2.3 DATE OF COMMENCEMENT OF OPERATION (IN ETHIOPIAN CALENDAR YEAR)</p>	<p align="center">2</p> <p><input type="text"/><input type="text"/><input type="text"/><input type="text"/><input type="text"/><input type="text"/></p>
<p>2.4 DO YOU KEEP BOOKS OF ACCOUNTS? (IF YES ATTACH DETAILED STATEMENT OF ACCOUNTS)</p> <p>YES, FULL BOOKS OF ACCOUNT =1</p> <p>YES, ONLY RECORDS OF INCOME/EXPENCES =2</p> <p>NO, BOOKS OF ACCOUNT =3</p>	<p align="center">3</p> <p><input type="text"/></p>
<p>2.5 IF THE ANSWER TO 2.5 IS CODE 1 STATE ACCORDING TO WHICH CALENDAR YEAR YOUR ACCOUNTS AND BOOKS ARE BEING KEPT</p> <p>ETHIOPIAN FISCAL YEAR ----- (YEAR ENDING JULY 7) =1</p> <p>ETHIOPIAN CALENDAR YEAR (YEAR ENDING SEPT. 10) =2</p> <p>GREGORIAN CALENDAR YEAR (YEAR ENDING DEC. 31) =3</p> <p>OTHER (SPECIFY) _____ =4</p>	<p align="center">4</p> <p><input type="text"/></p>
<p>2.6 TYPE OF OWNERSHIP</p> <p>PRIVATE/CO-OPERATIVE =1 PUBLIC =2</p> <p>PUBLIC/ AND PRIVATE =3 % SHARE _____</p>	<p align="center">5</p> <p><input type="text"/></p>
<p>2.7 IS THE FACTORYS OWNERSHIP TRANSFERRED FROM PUBLIC TO PRIVATE?</p> <p>YES=1 NO=2</p>	<p align="center">6</p> <p><input type="text"/></p>

2.8 IF THE ANSWER TO 2.7 IS CODE 1 WHEN WAS THE TRANSFER OF OWNERSHIP FROM PUBLIC TO PRIVATE OCCURRED? _____

2.9 IF THE ANSWER TO 2.7 IS CODE 1 OR 3 WHAT IS THE LEGAL FORM OF THE ORGANIZATION?

INDIVIDUAL PROPRIETOR _____ =1
PARTNERSHIP _____ =2
SHARE COMPANY _____ =3
PRIVATE LIMITED COMPANY _____ =4
CO-OPERATIVE _____ =5
JOINT VENTURE _____ =6
OTHER (SPECIFY) _____ =7

2.10 NUMBER OF OWNERS OF THE ESTABLISHMENT BY SEX

2.11 INTIAL PAID-UP CAPITAL BY OWNERSHIP AND SEX

1. ETHIOPIAN MALE BIRR _____
2. ETHIOPIAN FEMALE BIRR _____
3. NON-ETHIOPIAN BIRR _____
4. PUBLIC BIRR _____
5. OTHER (SPECIFY) BIRR _____
6. TOTAL BIRR _____

2.12 CURRENT PAID-UP CAPITAL BY OWNERSHIP AND SEX

1. ETHIOPIAN MALE BIRR _____
2. ETHIOPIAN FEMALE BIRR _____
3. NON-ETHIOPIAN BIRR _____
4. PUBLIC BIRR _____
5. OTHER (SPECIFY) BIRR _____
6. TOTAL BIRR _____

2.13 NUMBER OF MONTHS THE ESTABLISHMENT OPERATED DURING 1998 E.F.Y(2005/2006 G.C)

2.14 WHAT WERE THE THREE MAJOR PROBLEMS THAT PREVENTED YOU FROM OPERATING FULL YEAR (ENUMERATE IN ORDER OF IMPORTANCE)

NEWLY ESTABLISHED _____ =1
SHORTAGE OF RAW MATERIALS _____ =2
SHORTAGE OF SPARE PARTS _____ =3
GETTING MARKET/CUSTOMERS _____ =4
LACK OF WORKING CAPITAL _____ =5
SHORTAGE OF FOREIGN EXCHANGE _____ =6
SHORTAGE OF ELECTRIC & WATER SUPPLY _____ =7
REPEATED BREAKAGE OF MACHINERY _____ =8
GOVERNMENT RULES & REGULATIONS _____ =9
OTHER (SPECIFY) _____ =10

2.15 OWNERSHIP OF NON-RESIDENTIAL BUILDINGS

PRIVATELY OWNED _____ =1
RENTED _____ =2
OTHER (SPECIFY) _____ =3

2.16 IF PRIVATELY OWNED, WHAT WAS THE SOURCE OF OWNERSHIP?

INHERITTED _____ =1
PROVIDED FREE _____ =2
BOUGHT / CONSTRUCTED BY THE ESTAB. _____ =3
OTHER (SPECIFY) _____ =4

7
2.8

--	--	--	--	--	--

8
2.9

--

9
2.10

MALE	FEM	TOTAL

2.11
1.

--	--	--	--	--	--	--	--	--	--

2.

--	--	--	--	--	--	--	--	--	--

3.

--	--	--	--	--	--	--	--	--	--

4.

--	--	--	--	--	--	--	--	--	--

5.

--	--	--	--	--	--	--	--	--	--

6.

--	--	--	--	--	--	--	--	--	--

2.12
1.

--	--	--	--	--	--	--	--	--	--

2.

--	--	--	--	--	--	--	--	--	--

3.

--	--	--	--	--	--	--	--	--	--

4.

--	--	--	--	--	--	--	--	--	--

5.

--	--	--	--	--	--	--	--	--	--

6.

--	--	--	--	--	--	--	--	--	--

22
2.13

--	--

23
2.14

--	--

24

--	--

25

--	--

26
2.15

--

27
2.16

--

ITEM 3 NUMBER OF PERSONS ENGAGED AND WAGES AND SALARIES PAID (IN BIRR) IN 1998

3.1 NUMBER OF PERSONS ENGAGED IN 1998

SR. NO.	GENERAL OCCUPATION	NUMBER OF PERSONS ENGAGED AS OF THE LAST PAY PERIOD OF WORKING DAY IN 1998														PERSON/ MONTHS	WAGES		
		MESKEREM				TAHSAS				MEGABIT				SENE					
		ETHIOPIAN			FOR.	ETHIOPIAN			FOR.	ETHIOPIAN			FOR.	ETHIOPIAN				FOR.	
		MALE	FEMALE			MALE	FEMALE			MALE	FEMALE			MALE	FEMALE				
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16				
1	UNPAID WORKING PROPRIETORS ACTIVE PARTNERS AND FAMILY WORKERS																		
2	UN-PAID APPERENTICES																		
3	ADMINISTRATIVE, TECHNICAL EMPLOYEES, CLERICAL AND OFFICE WORKERS																		
4	PRODUCTION WORKERS																		
5	PAID APPERENTICES																		
6	SEASONAL & TEMPORARY WORKERS																		
7	TOTAL																		

NB:-SR.NO 3 AND 4 SHOULD INCLUDE ONLY PERMANENT & CONTRACT EMPLOYEES

3.2 WAGES AND SALARIES AND OTHER EMPLOYEE BENEFITS PAID (IN BIRR) IN 1998

SR. NO.	GENERAL OCCUPATION	GROSS ANNUAL WAGES AND SALARIES PAID'														EMPLOYEES BENEFITS		ESTABLISHMENTS CONTRIBUTION ON BEHALF OF EMPLOYEES TO PENSION, LIFE AND CASUALTY INSURANCE SCHEMES	NO. OF S H I F T S	HRS. PER DAY	M O N T H S	NO. OF WORKERS PER SHIFT		
		ETHIOPIAN								FOREIGNERS	TOTAL	COMMISSION, BONUSES, PROFESSIONAL AND HARDSHIP ALLOWANCES (EXCLUDING CAR ALLOWANCE AND PERDIEM)	ACTUAL COST TO THE ESTABLISHMENT OF FOOD, LODGING, MEDI- CAL & OTHER BENEFITS PROVIDED TO EMPLOY- EES FREE OF CHARGE											
		MALE				FEMALE																		
1	2	3				4				5				6=(3+4+5)				7	8	9	10	11	12	13
1	PAID APPRENTICES																							
2	ADMINISTRATIVE, TECHNICAL EMPLOYEES, CLERICAL & OFF. WORKERS																							
3	PRODUCTION WORKERS																							
4	TOTAL																							

* WAGES AND SALARIES OF SEASONAL AND TEMPORARY WORKERS SHOULD BE EXCLUDED.

3.3 NUMBER OF PERMANENT EMPLOYEES BY BASIC SALARY GROUP*

SR. NO.	SEX	UNDER 200	200 UNDER 400	400 AND UNDER 600	600 AND UNDER 800	800 UNDER 1200	1200 AND UNDER 1600	1600 AND UNDER 2000	2000 AND OVER	TOTAL
1	2	3	4	5	6	7	8	9	10	11
1	MALE									
2	FEMALE									
3	TOTAL									

* NUMBER OF PERMANENT EMPLOYEES BY SEX & BASIC SALARY GROUP COULD BE COMPILED FROM THE PAYROLL OF LAST PERIOD OF WORKING DAY IN SENE.

ITEM 4 - PRODUCTS , SALES AND SERVICES OF THE ESTABLISHMENT (IN BIRR) IN 1998

4.1 PRODUCTS AND SALES AND SERVICES OF THE ESTABLISHMENT (IN BIRR) IN 1998

[illegible]

* TOTAL VALUE OF PRODUCTION AND SALES SHOULD INCLUDE SALES TAX., VALUE ADDED TAX AND TURN OVER TAX

4.2 SERVICES AND OTHER RECEIPTS (IN BIRR) IN 1998

[illegible]

ITEM 5- VALUE OF STOCKS RAW MATERIAL PURCHASE AND CGS(IN BIRR) IN 1998

ITEM 5.1 - VALUE OF STOCKS (IN BIRR) IN 1998

[illegible]

ITEM 5.2 - VALUE OF STOCKS RAW MATERIAL PURCHASE AND CGS(IN BIRR) IN 1998

Sr. No.	Type of Stock	Average	End of the Year	In the Year
1	2	3	4	5
1	RAW MATERIALS			
	SEMI-FINISHED			
1	GOODS			
2	FINISHED GOODS			
	RAW MATERIALS			
3	PURCHASE			
	COST OF GOODS SOLD			
4				

6.1 COST AND QUANTITY OF RAW MATERIALS, PARTS AND CONTAINERS USED (VALUE IN BIRR) IN 199{

sr. no	DESCRIPTION OF PRINCIPAL RAW MATERIALS, PARTS & CONTAINERS USED	U/M	RAW MATERIAL CODE	U/M CODE	LOCAL										IMPORTED										TOTAL									
					QUANTITY					VALUE					QUANTITY					VALUE					QUANTITY					VALUE				
	2	3	4	5	6					7					8					9					10=6+8					11=7+9				
1																																		
2																																		
3																																		
4																																		
5																																		
6																																		
7																																		
8	SPARE PARTS																																	
	AUXILIARY																																	
9	MATERIALS																																	
0	TOTAL																																	

ONLY THE PRINCIPAL RAW MATERIALS USED IN THE REFERENCE YEAR SHOULD BE DESCRIBED IN THE SPACES PROVIDED.
VALUE OF PARTS & CONTAINERS USED AND OTHER NON-PRINCIPAL MATERIALS SHOULD BE INCLUDED UNDER AUXILIARY MATERIALS.

6.2 OTHER INDUSTRIAL COSTS (VALUE IN BIRR) IN 1998

SR. NO.	TYPE	U/M	UNIT CODE	QUANTITY	VALUE OF FUEL & LUBRICATING OIL	ELECTRICITY		OTHER EXPENSES					TOTAL
						(KWH) CONSUMED	VALUE	WOOD AND CHARCOAL FOR ENERGY	WATER CONSUMED	COST OF CONTRACT WORK DONE BY OTHERS FOR THIS ESTAB.	COST OF GOODS BOUGHT AND RESOLD	COST OF REPAIR & MAIN TENANCE DONE BY OTHERS	
1	2	3	4	5	6	7	8	9	10	11	12	13	(14=6+8+9+10+12+13)
1	FUEL OIL												
2	DIESEL FUEL OIL												
3	OTHERS(SPECIFY)												
4	a.												
5	b.												
6	c.												
7	d.												
7	TOTAL												

6.3 OTHER NON-INDUSTRIAL EXPENSES (IN BIRR) IN 1998

SR. NO.	LICENSE FEE	ADVERTISING	STATIONARY, TELE- PHONE MAILING EXPENSES	PAYMENTS FOR ACCOUNTING, LEGAL COMMISSION, etc..	TRANSPORT COST	INTEREST PAID	BANK CHARGE PAID	DIVIDENDS PAID	RENT PAYABLE FO RENTAL OF STRUCTL AND EQUIPMENT	INSURANCE PREMIUM ON PROPERTY	AMORTIZATION
1	2	3	4	5	6	7	8	9	10	11	12
1											

OTHERS	TOTAL
13	14 = (2+3+4+...+12+13)

6.4 TAXES PAID (IN BIRR) IN 1998

SR. NO.	VALUE ADDED TAX	SALES TAX	EXISE TAX	TURN OVER TAX	PROFIT TAX	TOTAL
1	2	3	4	5	6	7
1						

ITEM 7 - FIXED ASSETS AND INVESTMENT (IN BIRR) IN 1998

7.1 TYPE AND VALUE OF FIXED ASSETS

SR. NO.		FIXED ASSETS																															
		BOOK VALUE BEGINNING OF THE YEAR						INVESTMENT FOR PURCHASE & CAPITAL REPAIR OF FIXED ASSETS						SOLD & DISPOSED DURING THE YEAR						DEPRECIATION DURING THE YEAR*						BOOK VALUE END OF THE YEAR							
1	2	3						4						5						6						7							
1	DWELLING HOUSES																																
2	NON-RESIDENTIAL BUILDINGS																																
3	OTHER CONSTRUCTION & WORKS																																
4	MACHINERY & EQUIPMENT																																
5	VEHICLES																																
6	OTHERS (OFFICE FURNITURE AND FIXTURE, etc..)																																
7	TOTAL																																

* MAKE SURE THAT IN COLUMN 6 ONLY ANNUAL DEPRECIATION IS INCLUDED

7.2 ANNUAL INVESTMENT AND WORKING CAPITAL EXPENSES BY TYPE AND SOURCE

[illegible]

**ITEM - QUANTITY AND VALUE OF PRODUCTION AT FULL CAPACITY,
REQUIRED RAW MATERIAL AND OTHER GENERAL QUESTIONS**

8.1 ANNUAL QUANTITY AND VALUE OF PRODUCTION AT FULL CAPACITY

SR. NO.		DESCRIPTION OF PRODUCTS	U/M	PRODUCT CODE	U/M CODE	QUANTITY OF PRODUCT THAT CAN BE PRODUCED ANNUALLY	VALUE OF PRODUCT (AT CURRENT MARKET PRICE)
1		2	3	4	5	6	7
0	1						
0	2						
0	3						
0	4						
0	5						
0	6						
0	7						
0	8						
1	9	OTHERS (BY PRODUCTS)					
1	0	TOTAL					

8.2 ESTIMATED VALUE AND QUANTITY OF RAW MATERIALS NEEDED, AT FULL CAPACITY

[illegible]

8.3 WHAT IS THE PERCENTAGE OF THE 1995 PRODUCTION AS COMPARED TO THE FACTORY'S PRODUCTION AT FULL CAPACITY? _____

8.4 WHAT WERE THE THREE MAJOR PROBLEMS THAT PREVENTED THE ESTABLISHMENT FROM OPERATING AT FULL CAPACITY

- SHORTAGE OF SUPPLY OF RAW MATERIALS =1
 SHORTAGE OF SPARE PARTS =2
 GETTING MARKET/CUSTOMERS =3
 LACK OF CREDIT FROM BANKS =4
 LACK OF FOREIGN EXCHANGE =5
 LACK OF TECHNICAL KNOW HOW =6
 GOVERNMENT RULES AND REGULATION =7
 OTHERS (SPECIFY) =8

1

2

3

8.5 IF THE ANSWER TO 8.4 IS CODE 3 WHAT WAS THE REASON FOR LACK OF MARKET?

- UNABLE TO COMPETE FOREIGN PRODUCT IN QUALITY =1
 UNABLE TO COMPETE FOREIGN PRODUCT IN PRICE =2
 UNABLE TO COMPETE LOCAL PRODUCT IN QUALITY =3
 UNABLE TO COMPETE LOCAL PRODUCT IN PRICE =4
 OTHER (SPECIFY) =5

1

8.6 IF THE ANSWER TO 8.4 IS CODE 4 WAS THE FACTORY MADE ATTEMPT TO TAKE LOAN?

- YES =1 NO =2

1

8.7 IF THE ANSWER TO 8.6 IS CODE 1 WHAT IS THE REASON FOR NOT SOLVING THE PROBLEM?

- PERMITTED LOAN WAS NOT SUFFICIENT =1
 UNABLE TO PROVED LOAN REQUIREMENT =2
 HIGH INTEREST RATE =3
 LOAN DURATION IS SHORT =4
 LOAN PROCEDURE TAKES LONG TIME =5
 OTHER (SPECIFY) _____ =6

1

8.8 WHAT ARE THE THREE MAJOR PROBLEMS THAT ARE FACING

THE ESTABLISHMENT AT PRESENT
 SHORTAGE OF SUPPLY OF RAW

- MATERIALS =1
 SHORTAGE OF SPARE PARTS =2
 DIFFICULT MARKET COMPETITION =3
 GETTING MARKET/CUSTOMERS =4
 SHORTAGE OF WORKING CAPITAL =5
 FREQUENT MACHINE BREAKAGE =6
 INCONVENIENT WORKING PLACE =7
 PROBLEMS WITH WORKERS =8
 GOVERNMENT RULES & REGULATION =9
 NO PROBLEMS FACED =10
 OTHERS (SPECIFY) =11

1

2

3

8.9 DOES THE FACTORY FACE PROBLEM DURING EXPORT ?

- YES =1 NO =2

8.10 IF THE ANSWER TO 8.9 IS CODE 1 STATE THE THERE MAJER PROBLEMS YOU FACED DURING EXPORT

- _____=1
 _____=2
 _____=3

8.11 IF THE FACTORY USES IMPORTED MATERIAL FULLY OR PARTIALLY WHAT IS THE VEASON

- NO SUFFICIENT SUPPLY OF LOCAL RAW MATERIAL =1
 REQUIRED RAW MATERIAL NOT AVAILABLE LOCALLY =2
 LOCAL RAW MATERIAL SUPPLY NOT RELIABLE =3
 POOR QUALITY OF LOCAL RAW MATERIAL =4
 CUSTOMERS PREFER PRODUCTS MADE OF IMPORTED RAW MATERIALS =5
 OTHER (SPECIFAY) =6

1