

THE WORLD BANK ENTERPRISE SURVEY

Myanmar Manufacturing Module (2016)

FIELDWORK SUPERVISORS AND MANAGEMENT ARE RESPONSIBLE FOR THE ACCURACY OF THIS SECTION.

INFORMATION ACQUIRED PRIOR TO SCREENING:

| Sampling Information [CODES FROM WBG PROGRESS REPORT] | |
|--|--------------|
| Sampling sector | a4a |
| Sampling size | a6a |
| Sampling location | a2 |
| Panel | panel |

INFORMATION BASED ON LOCATION OF INTERVIEW (a3x). ENSURE A3X IS THE NAME OF AN OFFICIAL LOCALITY AND NOT A NEIGHBORHOOD

| Is this city the official capital city? | a3b | Is this city the main business city? | a3c | Size of locality | a3 |
|---|------------|--------------------------------------|------------|-------------------------------------|-----------|
| Yes | 1 | Yes | 1 | City with population over 1 million | 2 |
| No | 2 | No | 2 | Over 250.000 to 1 million | 3 |
| | | | | 50.000 to 250.000 | 4 |
| | | | | Less than 50.000 | 5 |

PLEASE ENSURE ALL VALUES ARE VERIFIED BY SUPERVISOR AND MANAGEMENT. REVIEW SALES AND ACCOUNTING FIGURES AND DESCRIPTIONS FOR ACCURACY.

A.13 Supervisor code **a13**

| |
|--|
| |
|--|

A. CONTROL INFORMATION [TO BE COMPLETED FROM SCREENER BEFORE INTERVIEW]

| A.4 Industry | | Screener sector a4b | Questionnaire a0 FROM A4B |
|-----------------------|---|-------------------------------|--|
| Manufacturing | Food | 15 | 1 - manufacturing |
| | Tobacco | 16 | |
| | Textiles | 17 | |
| | Garments | 18 | |
| | Leather | 19 | |
| | Wood | 20 | |
| | Paper | 21 | |
| | Publishing, printing, and Recorded media | 22 | |
| | Refined petroleum product | 23 | |
| | Chemicals | 24 | |
| | Plastics & rubber | 25 | |
| | Non metallic mineral products | 26 | |
| | Basic metals | 27 | |
| | Fabricated metal products | 28 | |
| | Machinery and equipment (29-30) | 29 | |
| | Electronics (31-32) | 31 | |
| | Precision instruments | 33 | |
| | Transport machines (34-35) | 34 | |
| | Furniture | 36 | |
| | Recycling | 37 | |
| Retail | Retail | 52 | 2 - retail |
| Other Services | Wholesale | 51 | 3 - other services |
| | IT | 72 | |
| | Hotel and restaurants: section H | 55 | |
| | Services of motor vehicles | 50 | |
| | Construction Section F: | 45 | |
| | Transport Section I: (60-64) | 60 | |

| A.3a | Screener Region a3a | A.6 | Screener Size a6b |
|-------------|--------------------------------|----------------------|------------------------------|
| Yangon | 1 | Micro <5 | 0 |
| Mandalay | 2 | Small >=5 and <=19 | 1 |
| Bago | 3 | Medium >=20 and <=99 | 2 |
| Taunggyi | 4 | Large >=100 | 3 |
| Monywa | 5 | | |

CAPI QUESTIONS BEGIN HERE**A. CONTROL INFORMATION [TO BE COMPLETED AT THE TIME OF THE INTERVIEW]****INFORMATION AUTOMATICALLY GENERATED**

| | | |
|------------------------|--------------------------|------------|
| GPS COORDINATES | Degrees North (Latitude) | lat |
| | Degrees East (Longitude) | lon |

A.14 Time face-to-face interview begins:

| | | | | |
|-----------------|-------------------|--------------------|------------------------|---------------------------|
| Day (dd) | Month (mm) | Year (yyyy) | Hour (00 to 23) | Minutes (00 to 59) |
| a14d | a14m | a14y | a14h | a14min |

A.12 Interviewer code **a12** A.1A Language **a1a**

| | |
|--|--|
| | |
|--|--|

A.3x Name of City/town/village

INTERVIEWR

| | |
|------------|----------------------------|
| a3x | UPDATE IF INCORRECT |
|------------|----------------------------|

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING.

The goal of this survey is to gather information and opinions about the business environment in **Myanmar**. The information gathered here will help to develop new policies and programs that enhance employment and economic growth.

The information obtained here will be held in the strictest confidentiality. Neither your name nor the name of your business will be used in any document based on this survey.

A. CONTROL INFORMATION

| | |
|-----|--|
| A.7 | Is this establishment part of a larger firm? (larger firms include several distinct locations or establishments, including branch offices or production, distribution, or sales sites) |
|-----|--|

| | | |
|-----|---|--------------------|
| Yes | 1 | SKIP TO B.1 |
| No | 2 | |
| | | a7 |

| | |
|------|---|
| A.7a | How many establishments are part of the firm? |
|------|---|

| | |
|---------------------------------|------------|
| Number of establishments | a7a |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------|--|
| A.7b | Is this establishment the headquarters location? |
|------|--|

| | | |
|-----|---|-------------------|
| Yes | 1 | SKIP TO A9 |
| No | 2 | |
| | | a7b |

| | | | | | | | | |
|---|--|--|--|--|--|--|--|--|
| 0 | | | | | | | | |
|---|--|--|--|--|--|--|--|--|

| | |
|------|---|
| A.7c | Does this headquarters location engage in production or sales at this location? |
|------|---|

| | |
|-----|---|
| Yes | 1 |
| No | 2 |

TERMINATE

a7c

| | |
|------|---|
| A.11 | Are the financial statements of the headquarters location separate from the rest of the other establishments? |
|------|---|

| | |
|-----|---|
| Yes | 1 |
| No | 2 |

SKIP TO B.1

SKIP TO B.1

a11

| | |
|-----|--|
| A.9 | Are this establishment's financial statements prepared separately from headquarters' statements? |
|-----|--|

| | |
|-----|---|
| Yes | 1 |
| No | 2 |

TERMINATE

a9

B. GENERAL INFORMATION**READ OUT THE FOLLOWING INTRODUCTORY SENTENCE ONLY IF A7 = 1 (yes):****The first few questions apply to the firm which this establishment is part of.****B.1** What is this firm's current legal status?**SHOW CARD 1**

| | |
|--|-----------|
| Shareholding company with shares trade in the stock market | 1 |
| Shareholding company with non-traded shares or shares traded privately | 2 |
| Sole proprietorship | 3 |
| Partnership | 4 |
| Limited partnership | 5 |
| OTHER (SPONTANEOUS-SPECIFY) <u> b1x </u> | 6 |
| DON'T KNOW (SPONTANEOUS) | -9 |

SKIP TO B.2**b1****INTERVIEWER: PLEASE NOTE WHEN **b1** IS 3 (SOLE PROPRIETORSHIP), WRITE 100% FOR QUESTION **b3**.****B.3** What percentage of this firm does the largest owner or owners own?

| | Percent |
|--|----------------|
| Percentage held by largest owner or owners | b3 % |
| DON'T KNOW (SPONTANEOUS) | -9 |

B.2 What percentage of this firm is owned by each of the following:**SHOW CARD 2**

| | Percent | DON'T KNOW (SPONTANEOUS) |
|--|----------------|---------------------------------|
| Private domestic individuals, companies or organizations | b2a % | -9 |
| Private foreign individuals, companies or organizations | b2b % | -9 |
| Government or State | b2c % | -9 |
| Other | b2d % | -9 |
| | 100% | |

IF 100% END INTERVIEW**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100% (UNLESS RESPONDENT DOES NOT KNOW)**

| | |
|---------------|--|
| MYAB.1 | What is the highest level of education completed by the principal owner of this establishment? SHOW CARD 3 |
|---------------|--|

| | |
|---|-----------|
| None | 1 |
| Primary school | 2 |
| Mid or High School | 3 |
| Vocational or Technical Training (Professional Training) | 4 |
| University education | 5 |
| Other | 6 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| |
|--------------|
| myab1 |
|--------------|

| | |
|------------|--|
| B.4 | Amongst the owners of the firm, are there any females? |
|------------|--|

| | | |
|---------------------------------|-----------|--------------------|
| Yes | 1 | |
| No | 2 | SKIP TO B.5 |
| DON'T KNOW (SPONTANEOUS) | -9 | SKIP TO B.5 |

| |
|-----------|
| b4 |
|-----------|

| |
|---|
| INTERVIEWER: PLEASE NOTE WHEN b1 IS 3 (SOLE PROPRIETORSHIP) and b4 is 1 (FIRM HAS A FEMALE OWNER), WRITE 100% FOR QUESTION b4a. |
|---|

| | |
|-------------|--|
| B.4a | What percentage of the firm is owned by females? |
|-------------|--|

| | Percent |
|---------------------------------|----------------|
| Percentage of female ownership | b4a% |
| DON'T KNOW (SPONTANEOUS) | -9 |

| |
|--------------------------------|
| READ ONLY IF A7=1 (yes) |
|--------------------------------|

| |
|---|
| I want to proceed by asking you about this establishment only. |
|---|

| | |
|------------|---|
| B.5 | In what year did this establishment begin operations? |
|------------|---|

| | Year |
|-------------------------------------|-------------|
| Year establishment began operations | b5 |
| DON'T KNOW (SPONTANEOUS) | -9 |

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

| | |
|------------|---|
| B.6 | How many full-time employees did this establishment employ when it started operations? Please include all employees and managers (INTERVIEWER: INCLUDE RESPONDENT WHEN APPLICABLE) |
|------------|---|

| | Number |
|---------------------------------|--------|
| Full-time employees at start-up | b6 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|-------------|--|
| B.6a | Was this establishment formally registered when it began operations? |
|-------------|--|

| | |
|---------------------------------|----|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

b6a

| | |
|-------------|--|
| B.6b | In what year was this establishment formally registered? |
|-------------|--|

| | Year |
|--|------|
| Year establishment formally registered | b6b |
| DON'T KNOW (SPONTANEOUS) | -9 |
| NEVER REGISTERED (SPONTANEOUS) | -7 |

TERMINATE
INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR.

| | |
|------------|--|
| B.7 | How many years of experience working in this sector does the Top Manager have? |
|------------|--|

| | Years |
|---------------------------------|-------|
| Manager's experience in sector | b7 |
| LESS THAN ONE YEAR | 1 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|-------------|----------------------------|
| B.7a | Is the Top Manager female? |
|-------------|----------------------------|

| | |
|---------------------------------|----|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

b7a

| | |
|---------------|---|
| MYAB.7 | How did the top manager come to run this establishment? |
|---------------|---|

| | |
|--|----|
| Started this establishment | 1 |
| Inherited this establishment from his/her family | 2 |
| Was appointed by the owner(s) of the firm | 3 |
| DON'T KNOW (SPONTANEOUS) | -9 |

myab7

| | | | | | | | | |
|---|--|--|--|--|--|--|--|--|
| 0 | | | | | | | | |
|---|--|--|--|--|--|--|--|--|

| | |
|------------|---|
| B.8 | Does this establishment have an internationally-recognized quality certification? (INTERVIEWER: SOME EXAMPLES ARE ISO 9000 or 14000, or HACCP) |
|------------|---|

| | | |
|---------------------------------|-----------|---------------------|
| Yes | 1 | |
| No | 2 | <i>SKIP TO A.20</i> |
| STILL IN PROCESS | -6 | |
| DON'T KNOW (SPONTANEOUS) | -9 | <i>SKIP TO A.20</i> |
| | | b8 |

| | |
|-------------|--|
| B.8x | Please specify the internationally-recognized quality certifications |
|-------------|--|

| | |
|------------------------|------------|
| Specify Certifications | b8x |
|------------------------|------------|

| | |
|-------------|--|
| A.20 | On which calendar date did the last completed fiscal year end? |
|-------------|--|

| | | |
|--------------|-------------|-------------|
| Month | Day | Year |
| a20m | a20d | a20y |

C. INFRASTRUCTURE AND SERVICES**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING.****Now, we turn to the establishment's operations**

C.3 Over the last two years, did this establishment submit an application to obtain an electrical connection?

| | | |
|---------------------------------|-----------|---------------------------|
| Yes | 1 | |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION C.6 |
| | | GO TO QUESTION C.6 |
| | | c3 |

C.4 In reference to that application for an electrical connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

| | Days |
|---------------------------------|-------------|
| Wait for electrical connection | c4 |
| LESS THAN ONE DAY | 1 |
| STILL IN PROCESS | -6 |
| APPLICATION DENIED | -5 |
| DON'T KNOW (SPONTANEOUS) | -9 |

C.5 In reference to that application for an electrical connection, was an informal gift or payment expected or requested?

| | | |
|---------------------------------|-----------|-----------|
| Yes | 1 | |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| REFUSAL (SPONTANEOUS) | -8 | |
| | | c5 |

C.6 Over **2015-2016 FY**, did this establishment experience power outages?

| | | |
|---------------------------------|-----------|----------------------------|
| Yes | 1 | |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION C.10 |
| | | GO TO QUESTION C.10 |
| | | c6 |

| | |
|------------|--|
| C.7 | In a typical month, over 2015-2016 FY , how many power outages did this establishment experience? |
|------------|--|

| | Number | |
|--|-----------|---------------------------------|
| Number of power outages in a typical month | c7 | <i>IF 0, GO TO QUESTION C.9</i> |
| DON'T KNOW (SPONTANEOUS) | -9 | <i>GO TO QUESTION C.9</i> |

| | |
|------------|---|
| C.8 | How long did these power outages last on average? |
|------------|---|

| | Hours | Minutes |
|-----------------------------------|------------|------------|
| Average duration of power outages | c8a | c8b |
| LESS THAN ONE MINUTE | | 1 |
| DON'T KNOW (SPONTANEOUS) | -9 | -9 |

| | |
|------------|---|
| C.9 | Please estimate the losses that resulted from power outages either as a percentage of total annual sales or as total annual losses. |
|------------|---|

| | Percent |
|---|--------------|
| Loss as percentage of total annual sales due to power outages | c9a % |
| NONE | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

| | KYAT |
|------------------------------------|------------|
| Annual losses due to power outages | c9b |
| NONE | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|-------------|---|
| C.10 | Over the course of 2015-2016 FY , did this establishment own or share a generator? |
|-------------|---|

| | | |
|---------------------------------|------------|----------------------------|
| Yes | 1 | |
| No | 2 | <i>GO TO QUESTION C.12</i> |
| DON'T KNOW (SPONTANEOUS) | -9 | <i>GO TO QUESTION C.12</i> |
| | c10 | |

| | |
|-------------|--|
| C.11 | In 2015-2016 FY , what percentage of this establishment's electricity came from a generator or generators that the establishment owned or shared? |
|-------------|--|

| | Percent |
|--|--------------|
| Percentage electricity from generators | c11 % |
| DON'T KNOW (SPONTANEOUS) | -9 |

C.12 Over the last two years, did this establishment submit an application to obtain a water connection?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION C.15

GO TO QUESTION C.15

c12

C.13 In reference to that application for a water connection, approximately how many days did it take to obtain it from the day of the application to the day the service was received?

| | Days |
|---------------------------------|------------|
| Wait for water connection | c13 |
| LESS THAN ONE DAY | 1 |
| STILL IN PROCESS | -6 |
| APPLICATION DENIED | -5 |
| DON'T KNOW (SPONTANEOUS) | -9 |

C.14 In reference to that application for a water connection, was an informal gift or payment expected or requested?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |

c14

C.15 Over **2015-2016 FY**, did this establishment experience insufficient water supply for production?

| | |
|---|-----------|
| Yes | 1 |
| No | 2 |
| The establishment does not use water for production | -7 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION C.22a

GO TO QUESTION C.22a

GO TO QUESTION C.22a

c15

C.16 In a typical month, over **2015-2016 FY**, how many incidents of insufficient water supply did this establishment experience?

| | Number |
|---|------------|
| Number of incidents of water insufficiency in a typical month | c16 |
| DON'T KNOW (SPONTANEOUS) | -9 |

IF 0, GO TO QUESTION C.22a

GO TO QUESTION C.22a

| | |
|-------------|--|
| C.17 | How long did these incidents of insufficient water supply last on average? |
|-------------|--|

| | Hours |
|---|------------|
| Average duration of insufficient water supply | c17 |
| LESS THAN ONE HOUR | 1 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|--------------|---|
| C.22a | At the present time, does this establishment use e-mail to communicate with clients or suppliers? |
|--------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

c22a

| | |
|--------------|--|
| C.22b | At the present time, does this establishment have its own website? |
|--------------|--|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

c22b

| | |
|-------------|--|
| C.30 | Using the response options on the card; To what degree is Electricity an obstacle to the current operations of this establishment? SHOW CARD 4 |
| | Using the response options on the card; To what degree is Telecommunications an obstacle to the current operations of this establishment? SHOW CARD 4 |

| | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | (SPONTANEOUS) DON'T KNOW | DOES NOT APPLY |
|--------------------------------|-------------|----------------|-------------------|----------------|----------------------|------------------------------------|-----------------------|
| Electricity c30a | 0 | 1 | 2 | 3 | 4 | -9 | -7 |
| Telecommunications c30b | 0 | 1 | 2 | 3 | 4 | -9 | -7 |

D. SALES AND SUPPLIES**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

The next topic to be covered is how and where this establishment makes its sales.

D.1a1 In **2015-2016 FY**, what was this establishment's main activity and product, that is, the activity and product that represented the largest proportion of annual sales?
ENUMERATOR: PLEASE SPECIFY THE ACTIVITY AND PRODUCT IN DETAIL, FOR EX., "LEATHER SHOE MANUFACTURING" NOT JUST SHOES' MANUFACTURING

| | d1a1a | DETAILED DESCRIPTION OF MAIN ACTIVITY AND PRODUCT |
|---------------------|--------------|--|
| Manufacturing of | 1 | d1a1x |
| Retail trade of | 2 | |
| Wholesale trade of | 3 | |
| Construction of | 4 | |
| Hotel or restaurant | 5 | |
| Provide services of | 6 | |

MYAd.1 Compared to six months ago, have orders for this establishment's main product increased, decreased, or remained the same?

| | |
|---------------------------------|--------------|
| Increased | 1 |
| Remained the same | 2 |
| Decreased | 3 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| | myad1 |

MYAd.2 Compared to six months ago, considering the purchased material inputs and supplies for this establishment's main product, have the inventory levels increased, decreased, or remained the same?

| | |
|---------------------------------|--------------|
| Increased | 1 |
| Remained the same | 2 |
| Decreased | 3 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| | myad2 |

| | |
|---------------|--|
| MYAd.3 | Which of the following is reason for the (lack of) change in inventory levels? SHOW CARD 5 |
|---------------|--|

| | |
|---|-----------|
| Seasonal effects such as holidays or yearly weather changes | 1 |
| Unexpected large-scale weather effects | 2 |
| Changes in costs | 3 |
| Changes in market demand | 4 |
| None of the above | 5 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| myad3 | |

| | |
|---------------|---|
| MYAd.4 | Compared to six months ago, for this establishment main product, has production increased, decreased, or remained the same? |
|---------------|---|

| | | |
|---------------------------------|-----------|------------------------------|
| Increased | 1 | GO TO QUESTION MYAd.6 |
| Remained the same | 2 | |
| Decreased | 3 | |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION MYAd.6 |
| myad4 | | |

| | |
|---------------------------------|-----------------|
| | Percent |
| Increased by how much? | myad5a % |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|---------------------------------|----------------|
| | Percent |
| Decreased by how much? | mya5b % |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|---------------|---|
| MYAd.6 | Which of the following is reason for the (lack of) change in production levels? SHOW CARD 6 |
|---------------|---|

| | |
|---|-----------|
| Seasonal effects such as holidays or yearly weather changes | 1 |
| Unexpected large-scale weather effects | 2 |
| Changes in costs | 3 |
| Changes in market demand | 4 |
| None of the above | 5 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| myad6 | |

| | |
|---------------|--|
| MYAd.7 | Compared to six months ago, for this establishment's main product, has the sales price increased, decreased, or remained the same? |
|---------------|--|

| | | |
|---------------------------------|--------------|-----------------------------|
| Increased | 1 | |
| Remained the same | 2 | GO TO QUESTION D.1a3 |
| Decreased | 3 | |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION D.1a3 |
| | myad7 | |

| | |
|---------------------------------|-----------------|
| | Percent |
| Increased by how much? | myad8a % |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|---------------------------------|-----------------|
| | Percent |
| Decreased by how much? | myad8b % |
| DON'T KNOW (SPONTANEOUS) | -9 |

INTERVIEWER: THE FOLLOWING QUESTION IS NOT PART OF THE INTERVIEW. IT WILL BE FILLED OUT IN THE OFFICE

| | |
|--------------|---|
| D.1a2 | PLEASE CHOOSE THE 4-DIGIT ISIC REV. 3.1 CODE THAT BEST APPLIES TO THE ESTABLISHMENT'S MAIN ACTIVITY AND PRODUCT. |
|--------------|---|

| | |
|--|-------------|
| | Code |
| CODE OF THE MAIN PRODUCT AND ACTIVITY | d1a2 |

| | |
|--------------|---|
| D.1a3 | What percentage of total sales does the main activity or product represent? |
|--------------|---|

| | Percent |
|---|-------------|
| Percentage of sales represented by main product or activity | d1a3 |
| DON'T KNOW (SPONTANEOUS) | -9 |

INTERVIEWER: PLEASE NOTE THAT THE NEXT QUESTION REFERS TO THE TOTAL SALES OF ALL PRODUCTS AND SERVICES

| | |
|------------|--|
| D.2 | In 2015-2016 FY , what were this establishment's total annual sales for ALL products and services? |
|------------|--|

| | KYAT |
|---|------------|
| Last complete fiscal year's total sales | d2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| PLEASE ALSO WRITE OUT THE NUMBER (i.e. 50,000 as Fifty Thousand) | |
| | d2x |

| | |
|------------|---|
| N.3 | Looking back at the end of 2013-2014 FY , what were total annual sales for this establishment? |
|------------|---|

| | KYAT |
|---|-----------|
| Total annual sales three years ago | n3 |
| IF ESTABLISHMENT WAS NOT IN BUSINESS THREE YEARS AGO | -7 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------------|--|
| D.3 | Coming back to 2015-2016 FY , what percentage of this establishment's sales were: (INTERVIEWER: SKIP PATTERNS MUST BE FOLLOWED IN THE ORDER THEY APPEAR IN THE TABLE) SHOW CARD 7 |
|------------|--|

| | Percent | DON'T KNOW (SPONTANEOUS) |
|---|--------------|--------------------------|
| National sales | d3a % | -9 |
| Indirect exports (sold domestically to third party that exports products) | d3b % | -9 |
| Direct exports | d3c % | -9 |
| | 100% | |

IF 100, GO TO QUESTION D.10

IF 100, GO TO QUESTION D.8

IF 0, GO TO QUESTION D.8

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%
(UNLESS RESPONDENT DOES NOT KNOW)**

| | |
|------------|---|
| D.4 | In 2015-2016 FY , when this establishment exported goods directly, how many days did it take on average from the time this establishment's goods arrived at their main point of exit (e.g., port, airport) until the time these goods cleared customs? |
|------------|---|

| | Days |
|---|-----------|
| Average number of days to clear customs | d4 |
| LESS THAN ONE DAY | 1 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| DOES NOT APPLY | -7 |

| | |
|-------------|---|
| D.5a | In reference to when this establishment exported goods directly, in clearing these goods through customs was an informal gift or payment expected or requested? |
|-------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANENOUS) | -8 |

d5a

| | |
|------------|---|
| D.6 | In 2015-2016 FY , what percentage of the value of the products exported directly was lost while in transit because of theft? |
|------------|---|

| | Percent |
|--|-------------|
| Losses due to theft as percentage of the value of the products | d6 % |
| NO LOSSES | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| DOES NOT APPLY | -7 |

| | |
|------------|--|
| D.7 | In 2015-2016 FY , what percentage of the value of the products exported directly was lost while in transit because of breakage or spoilage? |
|------------|--|

| | Percent |
|---|-------------|
| Losses due to breakage or spoilage as percentage of the value of the products | d7 % |
| NO LOSSES | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| DOES NOT APPLY | -7 |

| | |
|------------|---|
| D.8 | In which year did this establishment first export directly or indirectly? |
|------------|---|

| | Year |
|--|-----------|
| Began exporting directly or indirectly | d8 |
| DON'T KNOW (SPONTANEOUS) | -9 |

INTERVIEWER: WRITE YEAR USING 4 DIGITS

| | |
|-------------|---|
| D.10 | In 2015-2016 FY , what percentage of the value of products this establishment shipped to supply domestic markets was lost while in transit because of theft? |
|-------------|---|

| | Percent |
|--|--------------|
| Losses due to theft as percentage of the value of the products | d10 % |
| NO LOSSES | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY) | -7 |

**GO TO QUESTION
D.12**

| | |
|-------------|--|
| D.11 | In 2015-2016 FY , what percentage of value of products this establishment shipped to supply domestic markets was lost while in transit because of breakage or spoilage? |
|-------------|--|

| | Percent |
|---|--------------|
| Losses due to breakage or spoilage as percentage of the value of the products | d11 % |
| NO LOSSES | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| NO INTERNAL SHIPMENTS MADE (DOES NOT APPLY) | -7 |

| | |
|-------------|--|
| D.12 | In 2015-2016 FY , as a proportion of all material inputs or supplies purchased that year, what percentage of this establishment's material inputs or supplies were: SHOW CARD 8 |
|-------------|--|

| | Percent | DON'T KNOW (SPONTANEOUS) |
|--|---------------|-------------------------------------|
| Material inputs or supplies of domestic origin | d12a % | -9 |
| Material inputs or supplies of foreign origin | d12b % | -9 |
| | 100% | |

**IF 0, GO TO QUESTION
D.30**

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%
(UNLESS RESPONDENT DOES NOT KNOW)**

| | |
|-------------|---|
| D.13 | Were any of the material inputs or supplies purchased in 2015-2016 FY , imported directly? |
|-------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION D.30

GO TO QUESTION D.30

d13

| | |
|-------------|--|
| D.14 | In 2015-2016 FY , when this establishment imported material inputs or supplies, how many days did it take on average from the time these goods arrived to their point of entry (e.g. port, airport) until the time these goods could be claimed from customs? |
|-------------|--|

| | Days |
|---|------------|
| Average number of days to clear customs | d14 |
| LESS THAN ONE DAY | 1 |
| DON'T KNOW (SPONTANEOUS) | -9 |

D.15a

In reference to when this establishment imported material inputs or supplies, in claiming these goods from customs was an informal gift or payment expected or requested?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANENOUS) | -8 |

d15a**D.30**

Using the response options on the card; To what degree is/are **[INSERT OPTION]** an obstacle to the current operations of this establishment?

SHOW CARD 10

| | | | | | | (SPONTANEOUS) | |
|---|-------------|----------------|-------------------|----------------|----------------------|----------------------|-----------------------|
| | | | | | | DON'T KNOW | DOES NOT APPLY |
| | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | | |
| Transport d30a | 0 | 1 | 2 | 3 | 4 | -9 | -7 |
| Customs and trade regulations d30b | 0 | 1 | 2 | 3 | 4 | -9 | -7 |

E. DEGREE OF COMPETITION

| | |
|------------|---|
| E.1 | In 2015-2016 FY , which of the following was the main market in which this establishment sold its main product? SHOW CARD 11 |
|------------|---|

| | |
|---|-----------|
| Local – main product sold mostly in same municipality where establishment is located | 1 |
| National – main product sold mostly across the country where establishment is located | 2 |
| International | 3 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION E.6
GO TO QUESTION E.6

e1

| | |
|------------|--|
| E.2 | In 2015-2016 FY , for the main market in which this establishment sold its main product, how many competitors did this establishment's main product face? |
|------------|--|

| | |
|---------------------------------|------------|
| Number of competitors | e2b |
| TOO MANY TO COUNT | -4 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------------|---|
| E.6 | Does this establishment at present use technology licensed from a foreign-owned company, excluding office software? |
|------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

e6

| | |
|-------------|---|
| E.11 | Does this establishment compete against unregistered or informal firms? |
|-------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

e11

| | |
|-------------|---|
| E.30 | Using the response options on the card; To what degree are Practices of Competitors in the Informal Sector an obstacle to the current operations of this establishment? SHOW CARD 12 |
|-------------|---|

| | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | (SPONTANEOUS) DON'T KNOW | DOES NOT APPLY |
|--|-------------|----------------|-------------------|----------------|----------------------|------------------------------------|-----------------------|
| Practices of competitors in the informal sector e30 | 0 | 1 | 2 | 3 | 4 | -9 | -7 |

H. INNOVATION**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING**

And now we switch to a different topic. In this section “new” means new to the establishment but not necessarily new to the market.

H.1 During the last three years, has this establishment introduced new or significantly improved products or services?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

*GO TO QUESTION H.5**GO TO QUESTION H.5***h1**

H.2 Were any of the new or significantly improved products or services also new for the establishment's main market?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

h2

H.3 Please describe in detail the **main** new or significantly improved product or service that this establishment introduced during the last three years.
The main new or significantly improved product or service is the one that represented the largest proportion of this establishment's sales in value (not volume) during the last three years.

Description**DESCRIPTION SHOULD BE AS DETAILED AS POSSIBLE****h3x**

H.4 Please describe in detail how the **main** new or significantly improved product or service is different than the most similar product or service, if any, previously produced by this establishment.
IF THERE IS NOTHING SIMILAR WRITE “COMPLETELY NEW”

Description**DESCRIPTION SHOULD BE AS DETAILED AS POSSIBLE**

h4x

| | |
|------------|--|
| H.5 | <p>During the last three years, has this establishment introduced any new or significantly improved process? These include:</p> <p>methods of manufacturing products or offering services; logistics, delivery, or distribution methods for inputs, products, or services; or supporting activities for processes?</p> |
|------------|--|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION H.8**h5**

| | |
|------------|--|
| H.6 | <p>Please describe in detail the main new or significantly improved process that this establishment introduced during the last three years. The main innovative process is the innovative process that had the largest impact on the operations of the establishment during the last three years.</p> |
|------------|--|

Description**DESCRIPTION SHOULD BE AS DETAILED AS POSSIBLE****h6x**

| | |
|------------|--|
| H.7 | <p>Please describe in detail how the main new or significantly improved process is different than the most similar process that is or was used by this establishment</p> <p>IF THERE IS NOTHING SIMILAR WRITE "COMPLETELY NEW"</p> |
|------------|--|

Description**DESCRIPTION SHOULD BE AS DETAILED AS POSSIBLE****h7x**

| | | | | | | | | |
|---|--|--|--|--|--|--|--|--|
| 0 | | | | | | | | |
|---|--|--|--|--|--|--|--|--|

| | |
|------------|---|
| H.8 | During last fiscal year, did this establishment spend on formal research and development activities, either in-house or contracted with other companies, excluding market research surveys? |
|------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION F.1

GO TO QUESTION F.1

h8

| | |
|------------|---|
| H.9 | During last fiscal year, how much did this establishment spend on formal research and development activities, either in-house or contracted with other companies? |
|------------|---|

| | |
|--|-------------|
| | KYAT |
| Cost of formal research and development activities | h9 |
| DON'T KNOW (SPONTANEOUS) | -9 |

F. CAPACITY

| | |
|------------|--|
| F.1 | In 2015-2016 FY , what was this establishment's output produced as a proportion of the maximum output possible if using all the resources available (capacity utilization)? |
|------------|--|

| | Percent |
|---------------------------------|-------------|
| Capacity utilization | f1 % |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------------|--|
| F.2 | In 2015-2016 FY , how many hours per week did this establishment normally operate? (INTERVIEWER: RESPONSE CANNOT BE GREATER THAN 168 HOURS) |
|------------|--|

| | Hours |
|--------------------------------------|-----------|
| Typical hours of operation in a week | f2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

G. LAND AND PERMITS

| | |
|------------|--|
| G.6 | Of the buildings occupied by this establishment, what percentage is owned and what percentage is rented or leased? SHOW CARD 13 |
|------------|--|

| | Percent | DON'T KNOW (SPONTANEOUS) |
|--|--------------|-----------------------------|
| Owned by this establishment | g6a % | -9 |
| Rented or leased by this establishment | g6b % | -9 |
| Other | g6c % | -9 |
| | 100% | |

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%
UNLESS RESPONDENT DOES NOT KNOW)**

| | |
|------------|--|
| G.1 | Of the land occupied by this establishment, what percent is: SHOW CARD 13 |
|------------|--|

| | Percent | DON'T KNOW (SPONTANEOUS) | DOES NOT APPLY IS A FLOOR IN A BUILDING(SPONTANEOUS) |
|--|--------------|-----------------------------|--|
| Owned by this establishment | g1a % | -9 | -7 |
| Rented or leased by this establishment | g1b % | -9 | -7 |
| Other | g1c % | -9 | -7 |
| | 100% | | |

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%
UNLESS RESPONDENT DOES NOT KNOW OR IF ESTABLISHMENT OCCUPIES A FLOOR IN A
BUILDING**

| | |
|------------|--|
| G.2 | Over the last two years, did this establishment submit an application to obtain a construction-related permit? |
|------------|--|

| | | |
|---------------------------------|-----------|----------------------------|
| Yes | 1 | |
| No | 2 | GO TO QUESTION G.30 |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION G.30 |
| | g2 | |

| | |
|------------|---|
| G.3 | In reference to that application for a construction-related permit, approximately how many days did it take to obtain it from the day of the application to the day the permit was granted? |
|------------|---|

| | Days |
|--|-------------|
| Wait for a construction-related permit | g3 |
| LESS THAN ONE DAY | 1 |
| STILL IN PROCESS | -6 |
| APPLICATION DENIED | -5 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------------|--|
| G.4 | In reference to that application for a construction-related permit, was an informal gift or payment expected or requested? |
|------------|--|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |

g4

| | |
|-------------|---|
| G.30 | Using the response options on the card; To what degree is Access to Land an obstacle to the current operations of this establishment? SHOW CARD 14 |
|-------------|---|

| | | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | (SPONTANEOUS) DON'T KNOW | DOES NOT APPLY |
|----------------|-------------|-------------|----------------|-------------------|----------------|----------------------|------------------------------------|-----------------------|
| Access to land | g30a | 0 | 1 | 2 | 3 | 4 | -9 | -7 |

I. CRIME**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:****We now turn to another topic.**

I.1 In **2015-2016 FY**, did this establishment pay for security, for example equipment, personnel, or professional security services including internet security?

| | | |
|---------------------------------|-----------|--|
| Yes | 1 | GO TO QUESTION I.3 GO TO QUESTION I.3 |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| | | i1 |

I.2 In **2015-2016 FY**, what percentage of this establishment's total annual sales was paid for security, or what was the total annual cost of security?

| | Percent |
|---|--------------|
| Percentage of total annual sales for security | i2a % |
| DON'T KNOW (SPONTANEOUS) | -9 |

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

| | KYAT |
|---------------------------------|------------|
| Total annual cost of security | i2b |
| DON'T KNOW (SPONTANEOUS) | -9 |

I.3 In **2015-2016 FY**, did this establishment experience losses as a result of theft, robbery, vandalism, arson on this establishment's premises or from internet hacking or internet fraudulent transactions?

| | | |
|---------------------------------|-----------|--|
| Yes | 1 | GO TO QUESTION I.30 GO TO QUESTION I.30 |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| | | i3 |

I.4 In **2015-2016 FY**, what were the estimated losses as a result of theft, robbery, vandalism, arson or internet hacking that occurred on this establishment's premises either as a percentage of total annual sales or as total annual losses?

| | Percent |
|--|--------------|
| Losses as percentage of total annual sales | i4a % |
| DON'T KNOW (SPONTANEOUS) | -9 |

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

| | KYAT |
|---------------------------------|------------|
| Total annual value of losses | i4b |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|-------------|--|
| I.30 | Using the response options on the card; To what degree is Crime, Theft and Disorder an obstacle to the current operations of this establishment? SHOW CARD 14 |
|-------------|--|

| | | | | | | (SPONTANEOUS) | | | | | | |
|--------------------------------------|--|--|--|--|--|---------------|----------------|-------------------|----------------|----------------------|------------|----------------|
| | | | | | | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | DON'T KNOW | DOES NOT APPLY |
| Crime, theft and disorder i30 | | | | | | 0 | 1 | 2 | 3 | 4 | -9 | -7 |

K. FINANCE**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

I would like to ask you a few questions about how you finance the operations of this establishment.

K.1 In **2015-2016 FY**, what percentage, as a proportion of the value of total annual purchases of material inputs or services was purchased on credit?

| | Percent | DON'T KNOW (SPONTANEOUS) |
|---------------------|--------------|-----------------------------|
| Purchased on credit | k1c % | -9 |

K.2 In **2015-2016 FY**, what percentage of this establishment's total annual sales of its goods or services was sold on credit?

| | Percent | DON'T KNOW (SPONTANEOUS) |
|----------------|--------------|-----------------------------|
| Sold on credit | k2c % | -9 |

K.3 Over **2015-2016 FY**, please estimate the proportion of this establishment's working capital, that is the funds available for day-to-day operations, that was financed from each of the following sources?
SHOW CARD 15

| | Percent | DON'T KNOW (SPONTANEOUS) |
|---|---------------|-----------------------------|
| Internal funds or retained earnings | k3a % | -9 |
| Borrowed from banks: private and state-owned | k3bc % | -9 |
| Borrowed from non-bank financial institutions which include microfinance institutions, credit cooperatives, credit unions, or finance companies | k3e % | -9 |
| Purchases on credit from suppliers and advances from customers | k3f % | -9 |
| Other, moneylenders, friends, relatives, etc. | k3hd % | -9 |
| | 100% | |

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100%
(UNLESS RESPONDENT DOES NOT KNOW)**

K.4 In **2015-2016 FY**, did this establishment purchase any new or used fixed assets, such as machinery, vehicles, equipment, land or buildings, including expansion and renovations of existing structures?

| | | |
|---------------------------------|-----------|----------------------------|
| Yes | 1 | |
| No | 2 | GO TO QUESTION K.4b |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION K.4b |
| | | k4 |

| | |
|------------|---|
| N.5 | In 2015-2016 FY , how much did this establishment spend on purchases of: INTERVIEWER: READ OUT |
|------------|---|

| | KYAT | DON'T KNOW (SPONTANEOUS) |
|--|------|-----------------------------|
| New or used machinery, vehicles, and equipment? | n5a | -9 |
| Land and buildings including expansion and renovations of existing structures? | n5b | -9 |

| | |
|------------|---|
| K.5 | Over 2015-2016 FY , please estimate the proportion of this establishment's total purchase of fixed assets that was financed from each of the following sources: SHOW CARD 16 |
|------------|---|

| | Percent | OR | Amount KYAT | DON'T KNOW (SPONT ANEOU S) |
|--|---------|----|----------------|--|
| Internal funds or retained earnings | k5a% | | k5a1 | -9 |
| Owners' contribution or issued new equity shares | k5i % | | k5i1 | -9 |
| Borrowed from banks: private and state-owned | k5bc% | | k5bc1 | -9 |
| Borrowed from non-bank financial institutions | k5e % | | k5e1 | -9 |
| Purchases on credit from suppliers and advances from customers | k5f % | | k5f1 | -9 |
| Other, moneylenders, friends, relatives, bonds, etc | k5hdj% | | k5hdj1 | -9 |
| | 100% | | n5A+n5B | |

**INTERVIEWER: CHECK THAT TOTAL SUMS TO 100% OR THAT TOTAL SUM EQUALS TOTAL PURCHASES IN N5
(UNLESS RESPONDENT DOES NOT KNOW)**

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:
In the following questions, we are inquiring about the second last complete fiscal year.

| | |
|-------------|---|
| K.4b | In 2014-2015 FY , did this establishment purchase any new or used fixed assets, such as machinery, vehicles, equipment, land or buildings, including expansion and renovations of existing structures? |
|-------------|---|

| | |
|--------------------------|----|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION K.6
GO TO QUESTION K.6

k4b

| | |
|------------|---|
| N.5 | In 2014-2015 FY , how much did this establishment spend on purchases of: INTERVIEWER: READ OUT |
|------------|---|

| | KYAT | DON'T KNOW (SPONTANEOUS) |
|--|------------|-----------------------------|
| New or used machinery, vehicles, and equipment | n5c | -9 |
| Land and buildings | n5d | -9 |

K.6 Now let's talk about the establishment's present situation. At this time, does this establishment have a checking (current) or savings account?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

k6

K.7 At this time, does this establishment have an overdraft facility?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

k7

K.8 At this time, does this establishment have a line of credit or a loan from a financial institution?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION K.15d**GO TO QUESTION K.15d****k8**

K.9 Referring to the most recent line of credit or loan, what type of financial institution granted this loan?
SHOW CARD 17

| | |
|--|-----------|
| Private commercial banks | 1 |
| State-owned banks or government agency | 2 |
| Non-bank financial institutions | 3 |
| Other | 4 |
| DON'T KNOW (SPONTANEOUS) | -9 |

k9

K.10 Referring only to this most recent line of credit or loan, in what year was the most recent line of credit or loan approved?

| | Year |
|--|------------|
| Year most recent line of credit or loan approved | k10 |
| DON'T KNOW (SPONTANEOUS) | -9 |

INTERVIEWER: PROVIDE FOUR DIGITS FOR YEAR

K.11 Referring only to this most recent line of credit or loan, what was its value at the time of approval?

| | KYAT |
|---|------------|
| Size of most recent line of credit or loan approved | k11 |
| REFUSAL (SPONTANEOUS) | -8 |
| DON'T KNOW (SPONTANEOUS) | -9 |

K.13 Referring only to this most recent line of credit or loan, did the financing require collateral?

| | | |
|---------------------------------|-----------|--|
| Yes | 1 | GO TO QUESTION K.15b GO TO QUESTION K.15b |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |

k13

K.14 Referring only to this most recent line of credit or loan, what type of collateral was required?
INTERVIEWER: READ OUT

| Collateral | Yes | No | DON'T KNOW (SPONTANEOUS) |
|--|-----|----|---------------------------------|
| Land, buildings under ownership of the establishment k14a | 1 | 2 | -9 |
| Machinery and equipment including movables k14b | 1 | 2 | -9 |
| Accounts receivable and inventories k14c | 1 | 2 | -9 |
| Personal assets of owner (house, etc.) k14d | 1 | 2 | -9 |
| Other forms of collateral not included in the categories above k14e | 1 | 2 | -9 |

K.15 Referring only to this most recent line of credit or loan, what was the approximate value of the collateral required?

| | KYAT |
|---------------------------------|-------------|
| Value of collateral | k15a |
| DON'T KNOW (SPONTANEOUS) | -9 |

K.15b What is the total number of open lines of credit and outstanding loans held by this establishment?

| | Number | GO TO QUESTION K.15d |
|--|-----------|-----------------------------|
| Total number of open lines of credit and outstanding loans k15b | | |
| DON'T KNOW (SPONTANEOUS) | -9 | |

K.15c What is the total outstanding balance of all open lines of credit and loans held by this establishment?

| | KYAT |
|---|-------------|
| Total outstanding balance of all open lines of credit and loans | k15c |
| REFUSAL (SPONTANEOUS) | -8 |
| DON'T KNOW (SPONTANEOUS) | -9 |

K.15d At this time, does the owner or owners of this establishment have any outstanding personal loans that are used to finance this establishment's business activities?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

k15d

K.16 Referring again to the **2015-2016 FY**, did this establishment apply for any lines of credit or loans?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION K.20**GO TO QUESTION K.21****k16**

K.17 What was the **main** reason why this establishment did not apply for any line of credit or loan?
SHOW CARD 18

| | |
|---|-----------|
| No need for a loan - establishment had sufficient capital | 1 |
| Application procedures were complex | 2 |
| Interest rates were not favorable | 3 |
| Collateral requirements were too high | 4 |
| Size of loan and maturity were insufficient | 5 |
| Did not think it would be approved | 6 |
| Other | 7 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION K.21**GO TO QUESTION K.21****GO TO QUESTION K.21****GO TO QUESTION K.21****GO TO QUESTION K.21****GO TO QUESTION K.21****GO TO QUESTION K.21****GO TO QUESTION K.21****k17**

K.20 Referring only to this most recent application for a line of credit or loan, what was the outcome of that application?

| | |
|-------------------------------------|-----------|
| Application was approved in full | 1 |
| Application was approved in part | 2 |
| Application was rejected | 3 |
| Application was withdrawn | 4 |
| APPLICATION STILL IN PROCESS | -6 |
| DON'T KNOW (SPONTANEOUS) | -9 |

k20a1

K.21 In **2015-2016 FY**, did this establishment have its annual financial statements checked and certified by an external auditor?

[illegible]k21

SHOW CARD 19

(SPONTANEOUS)

J. BUSINESS-GOVERNMENT RELATIONS**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

The following questions assess how establishments, such as this one, deal with government officials and their agencies.

J.1 Please tell me if you Strongly disagree, Tend to disagree, Tend to agree, or Strongly agree with the statement: "The court system is fair, impartial and uncorrupted".
SHOW CARD 20

(SPONTANEOUS)

| | Strongly disagree | Tend to disagree | Tend to agree | Strongly agree | DON'T KNOW | DOES NOT APPLY |
|---|-------------------|------------------|---------------|----------------|-------------------|-----------------------|
| "The court system is fair, impartial and uncorrupted." h7a | 1 | 2 | 3 | 4 | -9 | -7 |

J.2 In a typical week over the last year, what percentage of total senior management's time was spent on dealing with requirements imposed by government regulations?
(By senior management I mean managers, directors, and officers above direct supervisors of production or sales workers. Some examples of government regulations are taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms)

| | Percent |
|--|----------------|
| Senior management's time spent on dealing with regulations | j2 % |
| NO TIME WAS SPENT | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |

J.3 Over the last year, was this establishment visited or inspected by tax officials or required to meet with them?

| | | |
|---------------------------------|-----------|----------------------------|
| Yes | 1 | |
| No | 2 | GO TO QUESTION J.6a |
| DON'T KNOW (SPONTANEOUS) | -9 | GO TO QUESTION J.6a |
| | | j3 |

J.4 Over the last year, how many times was this establishment visited or inspected by tax officials or required to meet with them?

| | Number |
|---|---------------|
| Times inspected or met with tax officials | j4 |
| DON'T KNOW (SPONTANEOUS) | -9 |

J.5 In any of these inspections or meetings was a gift or informal payment expected or requested?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |

j5

J.6a Over the last year, has this establishment secured or attempted to secure a government contract?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION J.7**GO TO QUESTION J.7****j6a**

J.6 When establishments like this one do business with the government, what percent of the contract value would be typically paid in informal payments or gifts to secure the contract?

| | Percent |
|--|-------------|
| Percent of the contract value paid as informal payments or gifts | j6 % |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |
| NO PAYMENTS | 0 |

J.7 It is said that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percentage of total annual sales, or estimated total annual value, do establishments like this one pay in informal payments or gifts to public officials for this purpose?

| | Percent |
|---|--------------|
| Percentage of total annual sales paid as informal payment | j7a % |
| NO PAYMENTS OR GIFTS ARE PAID | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |

PROVIDE EITHER ONE OR THE OTHER, NOT BOTH

| | KYAT |
|--------------------------------------|------------|
| Total annual informal payment | j7b |
| NO PAYMENTS OR GIFTS ARE PAID | 0 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |

J.10 Over the last two years, did this establishment submit an application to obtain an import license?

| | | |
|---------------------------------|-----------|--|
| Yes | 1 | <i>GO TO QUESTION J.13</i> <i>GO TO QUESTION J.13</i> |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| | | j10 |

J.11 Approximately how many days did it take to obtain this import license from the day of the application to the day it was granted?

| | Days |
|---------------------------------|------------|
| Wait for import license | j11 |
| LESS THAN ONE DAY | 1 |
| STILL IN PROCESS | -6 |
| APPLICATION DENIED | -5 |
| DON'T KNOW (SPONTANEOUS) | -9 |

J.12 In reference to that application for an import license, was an informal gift or payment expected or requested?

| | | |
|---------------------------------|-----------|------------|
| Yes | 1 | |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| REFUSAL (SPONTANEOUS) | -8 | |
| | | j12 |

J.13 Over the last two years, did this establishment submit an application to obtain an operating license?

| | | |
|---------------------------------|-----------|--|
| Yes | 1 | <i>GO TO QUESTION MYAJ.6</i> <i>GO TO QUESTION MYAJ.6</i> |
| No | 2 | |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| | | j13 |

J.14 Approximately how many days did it take to obtain this operating license from the day of the application to the day it was granted?

| | Days |
|---------------------------------|------------|
| Wait for operating license | j14 |
| LESS THAN ONE DAY | 1 |
| STILL IN PROCESS | -6 |
| APPLICATION DENIED | -5 |
| DON'T KNOW (SPONTANEOUS) | -9 |

J.15 In reference to that application for an operating license, was an informal gift or payment expected or requested?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| REFUSAL (SPONTANEOUS) | -8 |

j15

MYAJ.6 Do you feel businesses in your sector will benefit from the New Investment Law that is currently being drafted in Parliament?
SHOW CARD 21

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No, there will be no effect | 2 |
| No, this will hurt my business | 3 |
| Not aware of this new law | 4 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION J.30

GO TO QUESTION J.30

GO TO QUESTION J.30

GO TO QUESTION J.30

myaj6

MYAJ.7 What is the principal reason you feel this new law will be beneficial?
SHOW CARD 22

| | |
|--|-----------|
| Transfer of technology from increased FDI | 1 |
| Access to better inputs from increased FDI | 2 |
| Increased range of potential buyers or suppliers for my business | 3 |
| The Law will provide official mechanism to help solve my business' problems and disputes | 4 |
| The Law will help provide protection against expropriation | 5 |
| Other | 6 |
| DON'T KNOW (SPONTANEOUS) | -9 |

myaj7

J.30 Using the response options on the card; To what degree is/are **[INSERT OPTION]** an obstacle to the current operations of this establishment?
SHOW CARD 23

| ROTATE OPTIONS | | | | | | (SPONTANEOUS) | |
|--------------------------------|-------------|-------------|----------------|-------------------|----------------|----------------------|-----------------------|
| | | | | | | DON'T KNOW | DOES NOT APPLY |
| | | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | |
| Tax rates | j30a | 0 | 1 | 2 | 3 | 4 | -9 |
| Tax administration | j30b | 0 | 1 | 2 | 3 | 4 | -9 |
| Business licensing and permits | j30c | 0 | 1 | 2 | 3 | 4 | -9 |
| Political instability | j30e | 0 | 1 | 2 | 3 | 4 | -9 |
| Corruption | j30f | 0 | 1 | 2 | 3 | 4 | -9 |
| Courts | h30 | 0 | 1 | 2 | 3 | 4 | -9 |

L. LABOR**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

Now I would like to ask you a few questions about this establishment's labor force.

MYAL.12 Compared to six months ago, has overall employment for this establishment increased, decreased, or remained the same?

| | | |
|---------------------------------|-----------|-------------------------------|
| Increased | 1 | GO TO QUESTION MYAL.14 |
| Remained the same | 2 | |
| Decreased | 3 | GO TO QUESTION MYAL.14 |
| DON'T KNOW (SPONTANEOUS) | -9 | |
| | | myal12 |

| | |
|---------------------------------|------------------|
| | Percent |
| Increased by how much? | myal13a % |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|---------------------------------|------------------|
| | Percent |
| Decreased by how much? | myal13b % |
| DON'T KNOW (SPONTANEOUS) | -9 |

MYAL.14 Which of the following is reason for the (lack of) change in employment levels?
SHOW CARD 24

| | |
|---|-----------|
| Seasonal effects such as holidays or yearly weather changes | 1 |
| Unexpected large-scale weather effects | 2 |
| Changes in costs | 3 |
| Changes in market demand | 4 |
| None of the above | 5 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| myal14 | |

| | |
|------------|---|
| L.1 | At the end of 2015-2016 FY , how many permanent, full-time individuals worked in this establishment? Please include all employees and managers (Permanent, full-time employees are defined as all employees that are employed for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift) (INTERVIEWER: INCLUDE INTERVIEWEE IF APPLICABLE). |
|------------|---|

| | Number |
|--|-----------|
| Permanent, full-time workers end of last fiscal year | 11 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------------|--|
| L.2 | Looking back, at the end of 2013-2014 FY , how many permanent, full-time individuals worked in this establishment? Please include all employees and managers (INTERVIEWER: INCLUDE INTERVIEWEE IF APPLICABLE). |
|------------|--|

| | Number |
|---|-----------|
| Permanent, full-time workers in 2013-2014 FY | 12 |
| IF ESTABLISHMENT WAS NOT IN BUSINESS IN 2013-2014 FY | -7 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|------------|--|
| L.3 | Coming back to 2015-2016 FY , at the end of the fiscal year, how many permanent, full-time individuals in this establishment were: (INTERVIEWER: READ EACH CATEGORY) |
|------------|--|

| | Number | DON'T KNOW (SPONTANEOUS) |
|---|------------|---------------------------------|
| Production workers | 13a | -9 |
| Non-production workers [e.g. administration, sales] | 13b | -9 |

| | |
|---------------|--|
| MYAL.4 | At the end of 2015-2016 FY , how many permanent, full-time individuals working in this establishment were: SHOW CARD 25 |
|---------------|--|

| | | Number | DON'T KNOW (SPONTANEOUS) |
|----------------|---------------------------------------|---------------|---------------------------------|
| Production | Highly skilled production workers | myal4a | -9 |
| | Semi-skilled production workers | myal4b | -9 |
| | Unskilled production workers | myal4c | -9 |
| Non-production | Highly skilled non-production workers | myal4d | -9 |
| | Semi-skilled non-production workers | myal4e | -9 |
| | Unskilled non-production workers | myal4f | -9 |

| | |
|---------------|--|
| MYAL.5 | At the end of 2015-2016 FY , how many female permanent full-time individuals working in this establishment were in the following categories? SHOW CARD 26 |
|---------------|--|

| | | Number | DON'T KNOW (SPONTANEOUS) |
|----------------|--|---------------|-----------------------------|
| Production | Female highly skilled or semi-skilled production workers | myal5a | -9 |
| | Female unskilled production workers | myal5b | -9 |
| Non-production | Female highly skilled or semi-skilled non-production workers | myal5c | -9 |
| | Female unskilled non-production workers | myal5d | -9 |

| | |
|---------------|---|
| MYAL.6 | In the 2015/2016 (FY) , what was the average gross wage/salary per month of a current, permanent, full-time employee in the following occupational category? SHOW CARD 27 INTERVIEWER: IF WAGES ARE PAID TWICE A MONTH, PLEASE CONVERT INTO MONTHLY WAGE. ALSO NOTE THAT OVERTIME IS NOT INCLUDED. |
|---------------|---|

| | | Average gross wage/salary in KYAT | DON'T KNOW (SPONTANEOUS) | DOES NOT APPLY (SPONTANEOUS) |
|----------------|---------------------------------------|-----------------------------------|--------------------------|------------------------------|
| Production | Highly skilled production workers | myal6a | -9 | -7 |
| | Semi-skilled production workers | myal6b | -9 | -7 |
| | Unskilled production workers | myal6c | -9 | -7 |
| Non-production | Highly skilled non-production workers | myal6d | -9 | -7 |
| | Semi-skilled non-production workers | myal6e | -9 | -7 |
| | Unskilled non-production workers | myal6f | -9 | -7 |

| | |
|------------|--|
| L.6 | How many full-time seasonal or temporary employees did this establishment employ during 2015-2016 FY ? (Full-time, temporary workers are all short-term (i.e. for less than a year) employees with no guarantee of renewal of employment and work full-time) |
|------------|--|

| | Number |
|---|-----------|
| Full-time seasonal or temporary workers employed last fiscal year | 16 |
| NO FULL-TIME SEASONAL OR TEMPORARY WORKERS | 0 |

GO TO QUESTION L.9b

DON'T KNOW (SPONTANEOUS)**-9****GO TO QUESTION L.9b**

L.6a How many full-time seasonal or temporary employees employed during **2015-2016 FY** were female?

| | Number |
|--|------------|
| Full-time female seasonal or temporary workers employed last fiscal year | 16a |
| DON'T KNOW (SPONTANEOUS) | -9 |

L.8 What was the average length of employment of all full-time temporary employees in **2015-2016 FY**?

| | Months |
|---|-----------|
| Average length full-time seasonal or temporary employment last fiscal year, in months | 18 |
| LESS THAN ONE MONTH | 1 |
| DON'T KNOW (SPONTANEOUS) | -9 |

L.9b What is the percentage of full-time permanent workers who completed secondary school?

| | Percent |
|--|------------|
| Percentage of full time permanent workers who completed secondary school | 19b |
| DON'T KNOW (SPONTANEOUS) | -9 |

L.10 Over **2015-2016 FY**, did this establishment have formal training programs for its permanent, full-time employees?

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION MYAL.17**GO TO QUESTION MYAL.17****110**

L.11 Referring to the training programs run over **2015-2016 FY**, what percentage of permanent, full-time employees of the following categories received formal training? If easier please provide the total numbers (provide one or the other but not both)

| | Percent | OR | NUMBER | IF NO EMPLOYEES IN A CATEGORY WERE TRAINED | DON'T KNOW (SPONTANE OUS) |
|--------------------------------|---------------|----|--------------|--|------------------------------------|
| Production full-time permanent | 111a % | | 111a1 | 0 | -9 |

| | | | | | |
|--|---------------|--|--------------|----------|-----------|
| employees trained | | | | | |
| Non-production full-time permanent employees trained | 111b % | | 111b1 | 0 | -9 |

| | |
|----------------|---|
| MYAL.17 | Over the last two years, did this establishment try to hire any managers or senior-level professionals? |
|----------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION MYAL.24

GO TO QUESTION MYAL.24

myal17

| | |
|----------------|--|
| MYAL.18 | Did the establishment encounter any of the following problems when trying to hire a manager or senior-level professional? READ EACH OPTION ALOUD |
|----------------|--|

| Problem | | Yes | No | DON'T KNOW (SPONTANEOUS) |
|---|----------------|-----|----|---------------------------------|
| There were no or few applicants | myal18a | 1 | 2 | -9 |
| Applicants lacked required job-specific skills | myal18b | 1 | 2 | -9 |
| Applicants lacked required personal skills or behaviors | myal18c | 1 | 2 | -9 |
| Applicants expected higher wages than the establishment can offer | myal18d | 1 | 2 | -9 |
| Applicants did not like the working conditions | myal18e | 1 | 2 | -9 |

| | |
|----------------|---|
| MYAL.24 | Over the last two years, did this establishment try to hire any non-production technicians, associate professionals, and sales workers? |
|----------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION MYAL.32

GO TO QUESTION MYAL.32

myal24

| | |
|----------------|---|
| MYAL.25 | Did the establishment encounter any of the following problems when trying to hire a non-production technicians, associate professionals, and sales worker? READ EACH OPTION ALOUD |
|----------------|---|

| Problem | | Yes | No | DON'T KNOW (SPONTANEOUS) |
|---|----------------|-----|----|---------------------------------|
| There were no or few applicants | myal25a | 1 | 2 | -9 |
| Applicants lacked required job-specific skills | myal25b | 1 | 2 | -9 |
| Applicants lacked required personal skills or behaviors | myal25c | 1 | 2 | -9 |
| Applicants expected higher wages than the establishment can offer | myal25d | 1 | 2 | -9 |
| Applicants did not like the working conditions | myal25e | 1 | 2 | -9 |

| | |
|----------------|---|
| MYAL.32 | Over the last two years, did this establishment try to hire any unskilled production workers? |
|----------------|---|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION MYAL.38**GO TO QUESTION MYAL.38****myal32**

| | |
|----------------|--|
| MYAL.33 | Did the establishment encounter any of the following problems when trying to hire unskilled production workers? READ EACH OPTION ALOUD |
|----------------|--|

| Problem | | Yes | No | DON'T KNOW (SPONTANEOUS) |
|---|----------------|-----|----|---------------------------------|
| There were no or few applicants | myal33a | 1 | 2 | -9 |
| Applicants lacked required job-specific skills | myal33b | 1 | 2 | -9 |
| Applicants lacked required personal skills or behaviors | myal33c | 1 | 2 | -9 |
| Applicants expected higher wages than the establishment can offer | myal33d | 1 | 2 | -9 |
| Applicants did not like the working conditions | myal33e | 1 | 2 | -9 |

| | |
|----------------|--|
| MYAL.38 | Over the last two years, did this establishment try to hire any highly skilled or semi-skilled production workers? |
|----------------|--|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

GO TO QUESTION MYAL.40**GO TO QUESTION MYAL.40****myal38**

| | |
|----------------|---|
| MYAL.39 | Did the establishment encounter any of the following problems when trying to hire highly skilled or semi-skilled production workers? READ EACH OPTION ALOUD |
|----------------|---|

| Problem | | Yes | No | DON'T KNOW (SPONTANEOUS) |
|---|----------------|-----|----|---------------------------------|
| There were no or few applicants | myal39a | 1 | 2 | -9 |
| Applicants lacked required job-specific skills | myal39b | 1 | 2 | -9 |
| Applicants lacked required personal skills or behaviors | myal39c | 1 | 2 | -9 |
| Applicants expected higher wages than the establishment can offer | myal39d | 1 | 2 | -9 |
| Applicants did not like the working conditions | myal39e | 1 | 2 | -9 |

| | |
|----------------|---|
| MYAL.40 | <p>How do you rate the level of skills of the establishment's permanent employees compared to what the establishment needs for the following types of skills?</p> <p>SHOW CARD 28</p> <p>INTERVIEWER: PLEASE READ OUT THE QUESTIONS</p> |
|----------------|---|

| | | | | (SPONTANEOUS) | | |
|---|----------|-------------------|----------------|-------------------|---------------|----------------------|
| | | Below required | As required | Above required | DON'T KNOW | DOES NOT APPLY |
| Managerial and leadership skills | myal40a | 0 | 1 | 2 | -9 | -7 |
| Interpersonal and communication skills | mya l40b | 0 | 1 | 2 | -9 | -7 |
| Writing skills | myal40c | 0 | 1 | 2 | -9 | -7 |
| Reading skills | mya140d | 0 | 1 | 2 | -9 | -7 |
| Problem solving skills | myal40e | 0 | 1 | 2 | -9 | -7 |
| Critical thinking skills | myal40f | 0 | 1 | 2 | -9 | -7 |
| Work ethic and commitment | myal40g | 0 | 1 | 2 | -9 | -7 |
| Foreign language skills | myal40h | 0 | 1 | 2 | -9 | -7 |
| Computer skills or general IT skills | myal40i | 0 | 1 | 2 | -9 | -7 |
| Technical skills other than computers or vocational, job-specific skills | myal40j | 0 | 1 | 2 | -9 | -7 |
| Numeracy skills | myal40k | 0 | 1 | 2 | -9 | -7 |

| | |
|-------------|---|
| L.30 | <p>Using the response options on the card; To what degree are Labor Regulations an obstacle to the current operations of this establishment?</p> <p>SHOW CARD 29</p> <p>Using the response options on the card; To what degree is an Inadequately Educated Workforce an obstacle to the current operations of this establishment?</p> <p>SHOW CARD 29</p> |
|-------------|---|

| | | | | | | (SPONTANEOUS) | |
|---------------------------------|-------------|----------------|-------------------|----------------|----------------------|---------------|----------------|
| | | | | | | DON'T KNOW | DOES NOT APPLY |
| | No obstacle | Minor obstacle | Moderate obstacle | Major obstacle | Very Severe Obstacle | | |
| Labor regulations | 0 | 1 | 2 | 3 | 4 | -9 | -7 |
| Inadequately educated workforce | 0 | 1 | 2 | 3 | 4 | -9 | -7 |

M. BUSINESS ENVIRONMENT

READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

| | |
|------------|--|
| M.1 | <p>Can you please tell me which of the elements of the business environment included in the list, if any, currently represents the biggest obstacle faced by this establishment</p> <p>INTERVIEWER: DO NOT READ OUT</p> |
|------------|--|

| |
|---|
| 1-Access to finance |
| 2-Access to land |
| 3-Business licensing and permits |
| 4-Corruption |
| 5-Courts |
| 6-Crime, theft and disorder |
| 7-Customs and trade regulations |
| 8-Electricity |
| 9-Inadequately educated workforce |
| 10-Labor regulations |
| 11-Political instability |
| 12-Practices of competitors in the informal sector |
| 13-Tax administration |
| 14-Tax rates |
| 15-Transport |

| | |
|-------------------------------------|------------|
| Biggest obstacle | m1a |
| DON'T KNOW (SPONTANEOUS) | -9 |
| DOES NOT APPLY (SPONTANEOUS) | -7 |

N. PERFORMANCE**READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

Now, we would like to ask you a few questions about the financial results of this establishment. It is important that this information be as accurate as possible. The individual data are treated as confidential – the identity of your establishment will not be revealed at any point. Please provide the following information from the financial statements of this establishment.

| | |
|------------|---|
| N.2 | From this establishment's Income Statement for 2015-2016 FY , please provide the following information: SHOW CARD 30 |
|------------|---|

| | KYAT | DON'T KNOW (SPONTANEOUS) |
|--|-------------|-------------------------------------|
| Total annual cost of labor including wages, salaries, bonuses, social security payments | n2a | -9 |
| Total annual cost of raw materials and intermediate goods used in production | n2e | -9 |
| Total annual cost of electricity | n2b | -9 |
| TOTAL COST OF SALES SHOULD INCLUDE ALL ABOVE COSTS AND OTHER COSTS NOT LISTED ABOVE | | |
| Total cost of sales | n2p | -9 |

| | |
|------------|---|
| N.6 | From this establishment's Balance Sheet for 2015-2016 FY , what was the net book value, that is the value of assets after depreciation, of all the establishment's machinery, vehicles, and equipment? |
|------------|---|

| | KYAT | DON'T KNOW (SPONTANEOUS) |
|------------------------------------|-------------|-------------------------------------|
| Machinery, vehicles, and equipment | n6a | -9 |

| | |
|------------|--|
| N.7 | Hypothetically, if this establishment were to purchase all the machinery, vehicles, and equipment it uses now , in their current condition and regardless of whether the establishment owns them or not, how much would they cost, independently of whether they are owned, rented or leased? |
|------------|--|

| | KYAT | DON'T KNOW (SPONTANEOUS) |
|------------------------------------|-------------|-------------------------------------|
| Machinery, vehicles, and equipment | n7a | -9 |

| | |
|---------------|---|
| MYAN.8 | Consider this establishment's most recently introduced capital equipment, hypothetically, if this establishment were to purchase it in its current condition, and regardless of whether the establishment owns it or not, how much would it cost? |
|---------------|---|

| | KYAT |
|---|--------------|
| Replacement cost of capital equipment | myan8 |
| DON'T KNOW (SPONTANEOUS) | -9 |
| NO CAPITAL EQUIPMENT INTRODUCED (DOES NOT APPLY) | -7 |

**GO TO QUESTION
A.15a**

| | |
|---------------|--|
| MYAN.9 | In which year was this capital equipment introduced? |
|---------------|--|

| | Year |
|---------------------------------|--------------|
| Year acquired capital equipment | myan9 |
| DON'T KNOW (SPONTANEOUS) | -9 |

| | |
|----------------|--|
| MYAN.10 | What type of company manufactured the most recently introduced capital equipment? SHOW CARD 31 |
|----------------|--|

| | |
|---|-----------|
| A domestic company | 1 |
| A foreign company operating in Myanmar | 2 |
| A foreign company operating in Asia, outside of Myanmar | 3 |
| A foreign company operating outside of Asia | 4 |
| DON'T KNOW (SPONTANEOUS) | -9 |

myan10

| | |
|----------------|--|
| MAYN.11 | Was this capital equipment specifically developed and/or customized to your establishment's needs? |
|----------------|--|

| | |
|---------------------------------|-----------|
| Yes | 1 |
| No | 2 |
| DON'T KNOW (SPONTANEOUS) | -9 |

myan11

A.15a Please complete the following information about the interviewee(s)

| | Position in the firm | Years with the firm | Gender |
|-------------------|----------------------|---------------------|--------|
| Main respondent | a15a1ax | a15a2a | a15a3 |
| Second respondent | a15a1bx | a15a2b | a15b3 |
| Third respondent | a15a1cx | a15a2c | a15c3 |

ENTER 1 WHEN YEARS WITH THE FIRM IS LESS THAN ONE. FOR GENDER 1: MALE, 2: FEMALE

THE SURVEY ENDS HERE

THANK YOU VERY MUCH FOR YOUR COOPERATION.

A.15 Time face-to-face interview ends:

| Day (dd) | Month (mm) | Year (yyyy) | Hour (00 to 23) | Minutes (00 to 59) |
|----------|------------|-------------|-----------------|--------------------|
| a15d | a15m | a15y | a15h | a15min |

INTERVIEWERS PLEASE ANSWER AT END OF THE INTERVIEW:

| | |
|-------------|---|
| A.16 | It is my perception that the responses to the questions regarding opinions and perceptions: |
|-------------|---|

| | |
|-------------------|---|
| Truthful | 1 |
| Somewhat truthful | 2 |
| Not truthful | 3 |

a16

| | |
|-------------|---|
| A.17 | The responses to the questions regarding figures (productivity and employment numbers): |
|-------------|---|

| | |
|--|---|
| Are taken directly from establishment records | 1 |
| Are estimates computed with some precision | 2 |
| Are arbitrary and unreliable numbers | 3 |
| Are in some case taken from books in some case estimates | 4 |

a17

INTERVIEWER COMMENTS:

a17x

(Problems occurred/extraordinary circumstances which could influence results)

QUESTIONNAIRE NUMBER **id**

| | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|
| 0 | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|

SUPERVISORS PLEASE ANSWER:

| | |
|-------------|--------------------------------------|
| A.18 | This questionnaire was completed in: |
|-------------|--------------------------------------|

| | |
|---|---|
| One visit in face-to-face interview with one person | 1 |
| One visit in face-to-face interview with different managers/staff | 2 |
| Several visits | 3 |

STOP HERE

a18

| | |
|-------------|--|
| A.19 | If option 2 or 3 in A.18 , estimate duration of the whole interview |
|-------------|--|

| | |
|-------------|----------------|
| Hour | Minutes |
| | |

a19h

a19m