

## Productivity and the Investment Climate Survey Syrian Arab Republic

The purpose of this survey is to better understand conditions in the Syrian investment climate and how they affect firm-level productivity. The goal is to advise the Syrian government on ways to change policies that hinder private establishments like yours and to develop new policies and programs that support productivity growth. Your answers should reflect only your experience of doing business in your country. Please note that the information obtained here will be treated strictly confidentially. Neither your name nor the name of your firm will be used in any document based on this survey.

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### GENERAL INFORMATION

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**Note: Questions 1 through 5 apply to your entire firm, including all its establishments (factories, stores and/or service outlets).**

1. In what year did your firm begin operations in this country? \_\_\_\_\_

2. a) What is the current legal status of your firm? \_\_\_\_\_

Cooperative ( <i>tadhamun</i> )	=1	<input type="checkbox"/>	Holding company ( <i>qabidha</i> )	=6	<input type="checkbox"/>
<i>Tawsyia baseeta</i>	=2	<input type="checkbox"/>	Sole proprietorship ( <i>fardyia</i> )	=7	<input type="checkbox"/>
Mixed company ( <i>mushtarika</i> )	=3	<input type="checkbox"/>	Partnership company ( <i>ta'awunyia</i> )	=8	<input type="checkbox"/>
Shareholding company ( <i>musahama</i> )	=4	<input type="checkbox"/>	Other (specify _____)	=9	<input type="checkbox"/>
Privately held, limited liability	=5	<input type="checkbox"/>			

b) Was your firm created under Investment Law #10 ? \_\_\_\_\_ YES =1 NO=2

If the answer is YES, what are, in your view, the main advantages of the law #10:

1- Financing	<input type="checkbox"/>	2- Tax provisions	<input type="checkbox"/>
3- Access to industrial land	<input type="checkbox"/>	4- Trade facilitation	<input type="checkbox"/>
5- Other (specify _____)	<input type="checkbox"/>		

c) In your view, what are the main disadvantages of investment law #10 ?

1- \_\_\_\_\_

2- \_\_\_\_\_

3- \_\_\_\_\_

3. What percentage of your firm is owned by: *Private Sector:* a) domestic \_\_\_\_\_ %  
b) foreign \_\_\_\_\_ %  
*Government/State* \_\_\_\_\_ %  
*Other* \_\_\_\_\_ %  
100

4. a) What percentage of your firm is owned by the largest shareholder or owner? \_\_\_\_\_ %  
b) Which of the following best describes the largest shareholder or owner in your firm?

1- Individual

2- Family

3- Domestic company

4- Foreign company

5- Bank


6- Investment fund

7- Managers of the firm

8- Employees of the firm

9- Government or government agency

10- Other (specify \_\_\_\_\_)


If the largest shareholder is an individual (or family member):

c) Is this principal owner also the manager/director? \_\_\_\_\_ *Yes = 1 No = 2*

d) Is the principal owner female? \_\_\_\_\_ *Yes = 1 No = 2*

5. a. How many establishments (separate operating facilities) does your firm have in this country? \_\_\_\_\_  
b. Does your firm have holdings or operations in other countries? \_\_\_\_\_ *Yes = 1 No = 2*

**NOTE: For the remainder of this survey, please answer with respect to this establishment (factory, store or service outlet).**

6. In what city are your headquarters located (if different than that of this establishment) ?  
\_\_\_\_\_

7. What is your main product line? \_\_\_\_\_ [ISIC code: \_\_\_\_\_]

What percentage of your turnover is generated by this product line ? \_\_\_\_\_ %

8. If you have other product lines, please indicate the share of turnover generated by each of them:

	Product line		% of turn-over
a)		ISIC: _____	_____ %
b)		ISIC: _____	_____ %
c)		ISIC: _____	_____ %
d)		ISIC: _____	_____ %

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## SALES AND SUPPLIES

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9. a. Within your main product line, what share of the national market is made up by the sales of your establishment? \_\_\_\_\_ %
- b. Within your main product line, what share of the local market in your city or town is made up by the sales of your establishment? \_\_\_\_\_ %
10. a) What percent of your establishment's sales are:
- i) sold domestically \_\_\_\_\_% (of which, in your *Muhafadha* \_\_\_\_\_%)
  - ii) exported directly \_\_\_\_\_%
  - iii) exported indirectly (through a distributor) \_\_\_\_\_%
- 100%
- b) Approximately what percentage of your domestic sales are sold to:
- i) the retail market (directly or through a retailer) \_\_\_\_\_ %
  - ii) SMEs (firms of less than 200 employees) \_\_\_\_\_ %
  - iii) large domestic firms (those with approximately 200 plus workers) \_\_\_\_\_ %
- 100%
- c) Approximately what percentage of your domestic sales are sold to:
- i) The private sector (firms as well as directly to consumers, except 4&5) \_\_\_\_\_ %
  - ii) State-owned enterprises \_\_\_\_\_ %
  - iii) The Government and public administrations \_\_\_\_\_ %
  - iv) Multinationals present in Syria \_\_\_\_\_ %
  - v) Your parent company or affiliated subsidiaries \_\_\_\_\_ %
- TOTAL 100%
- d) If you export: i) what was the year your establishment first exported? \_\_\_\_ (year)
- ii) which countries are the biggest destinations for your exports?
- \_\_\_\_\_
11. a) What percent of your establishment's material inputs and supplies are:
- i) purchased from domestic sources \_\_\_\_\_ %
  - ii) imported directly \_\_\_\_\_ %
  - iii) imported indirectly (through a distributor) \_\_\_\_\_ %
- TOTAL 100%
12. a) At the time you receive delivery of your most important input or supply, how many days of inventory do you typically have on hand? \_\_\_\_\_ days of inventory of main input
- b) Is this input or supply imported ? \_\_\_\_\_ Yes =1 No=2
13. What percent of your purchased material inputs/supplies are of lower than agreed upon quality? \_\_\_\_\_ %
14. What percentage of sales in the last year were lost due to delivery delays from suppliers? \_\_\_\_\_ %
15. a. Over the last year, within your main product line, how many competitors do you have in the domestic market that are private domestic enterprises, state-owned enterprises or foreign-owned enterprises?  
(A=more than 20; B=between 11 and 20; C= between 5 and 10; D=less than 5; E=not available)
- Domestic Private Firms \_\_\_\_\_ State Owned Firms \_\_\_\_\_ Foreign Owned Firms \_\_\_\_\_ Informal sector ☐

b. Over the last year, within your main product line, how many suppliers of your main supply or input do you have that are private domestic enterprises, state-owned enterprises or foreign-owned enterprises?

(A=more than 20; B=between 11 and 20; C= between 5 and 10; D=less than 5; E=not available)

Domestic Private Firms\_\_\_\_\_ State Owned Firms\_\_\_\_\_ Foreign Owned Firms\_\_\_\_\_ Informal sector ☐

c. Over the last year, within your main product line, how many customers do you have that are private domestic enterprises, state-owned enterprises or foreign-owned enterprises?

(A=more than 20; B=between 11 and 20; C= between 5 and 10; D=less than 5; E=not available)

Domestic Private Firms\_\_\_\_\_ State Owned Firms\_\_\_\_\_ Foreign Owned Firms\_\_\_\_\_ Informal sector ☐

16. Now I would like to ask you a hypothetical question. If you were to raise your prices of your main product line or main line of services 10% above their current level in the domestic market (after allowing for any inflation) which of the following would best describe the result assuming that your competitors maintained their current prices? \_\_\_\_\_ (select one of the options below).

1. *Our customers would continue to buy from us in the same quantities as now*
2. *Our customers would continue to buy from us, but at slightly lower quantities*
3. *Our customers would continue to buy from us, but at much lower quantities*
4. *Our customers would stop buying from us.*

17. a) When you buy your most important input or supply, is the price that you pay (for the same quality) higher or lower than:

	Higher %	Lower %	Comments
i) Your local competitors from the private sector	_____%	_____%	
ii) Your competitors from the public sector	_____%	_____%	
iii) International competitors	_____%	_____%	

b) Is the selling price of your main product line fixed administratively:

- i) In the local market ? \_\_\_\_\_ Yes =1 No=2
- ii) When you export it ? \_\_\_\_\_ Yes =1 No=2

If YES, please indicate (in percentage terms) the price premium or the price discount compared to the market price (existing, or the one you would expect to prevail in the absence of administered prices)

	Higher %	Lower %
i) Local market	_____%	_____%
ii) Export	_____%	_____%

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## INVESTMENT CLIMATE CONSTRAINTS TO THE ESTABLISHMENT

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18. a) Please tell us if any of the following issues are a problem for the operation and growth of your business. If an issue poses a problem, please judge its severity as an obstacle on a four-point scale where:

**0 = No obstacle   1 = Minor obstacle   2 = Moderate obstacle   3 = Major obstacle   4 = Very Severe Obstacle**

		<u>No Problem</u>	<u>Degree of Obstacle</u>			
A.	Telecommunications	0	1	2	3	4
B.	Electricity	0	1	2	3	4
C.	Transportation	0	1	2	3	4
D.	Access to water	0	1	2	3	4
E.	Access to Land	0	1	2	3	4
F.	Tax rates	0	1	2	3	4
G.	Tax administration	0	1	2	3	4
H.	Customs administration	0	1	2	3	4
I.	Foreign trade regulations	0	1	2	3	4
J.	Labor Regulations	0	1	2	3	4
K.	Skills and Education of Available Workers	0	1	2	3	4
L.	Business Licensing and Operating Permits	0	1	2	3	4
M.	Access to Financing (e.g. collateral)	0	1	2	3	4
N.	Cost of Financing (e.g. interest rates)	0	1	2	3	4
O.	Economic and Regulatory Policy Uncertainty	0	1	2	3	4
P.	Macroeconomic Instability (inflation, exchange rate)	0	1	2	3	4
Q.	Corruption in the administration	0	1	2	3	4
R.	The bureaucracy	0	1	2	3	4
S.	Anti-competitive or informal practices	0	1	2	3	4
T.	Access to foreign exchange	0	1	2	3	4

b) Please indicate the three most severe constraints from the list A to T above (starting with the most severe one):

1- \_\_\_\_\_

2- \_\_\_\_\_

3- \_\_\_\_\_

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**INFRASTRUCTURE AND SERVICES**

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19. During how many days last year did your establishment experience the following service interruptions, how long did they last, and what percent of your total sales value was lost last year due to:

	<u># Days</u>	<u>Ave. duration</u>	<u>Lost Value*</u>
a) power outages or surges from the public grid?	_____ Days	_____ Hrs	_____ % total sales NA
b) insufficient water supply?	_____ Days	_____ Hrs	_____ % total sales NA
c) unavailable mainline telephone service?	_____ Days	_____ Hrs	_____ % total sales NA
d) transport failures?	_____ Days	_____ Hrs	_____ % total sales NA

(\*Please include losses due to lost production time from the outage, time needed to reset machines, and production and sales lost due to processes being interrupted.)

20. a. Does your establishment own or share a generator? \_\_\_\_\_ 1 = Yes, 2 = No  
b. If YES, what percentage of your electricity comes from your own or a shared generator? \_\_\_\_\_ %  
c. If YES, what was the generator's original cost to your establishment? S.P.<sup>1</sup> \_\_\_\_\_ Year \_\_\_\_\_

21. What share of your firm's water supply do you get from: a. municipal/public sources? \_\_\_\_\_ %  
b. your own well or a shared well? \_\_\_\_\_ %  
c. purchased from private vendors? \_\_\_\_\_ %

22. What percentage of the value of your average cargo consignment is lost while in transit due to breakage, theft, or spoilage? \_\_\_\_\_ % of consignment value

23. What percent of your workforce regularly uses a computer in their jobs? \_\_\_\_\_ %

24. Does your enterprise regularly use e-mail or an Internet connection in its interactions with clients and suppliers?

- |                         |       |                 |
|-------------------------|-------|-----------------|
| a. E-mail?              | _____ | 1 = Yes, 2 = No |
| b. Internet connection? | _____ | 1 = Yes, 2 = No |

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<sup>1</sup> S.P.: Syrian Pounds

## FINANCE

25. Please identify the contribution over the last year of each of the following sources of financing for your establishment's: i) **Working capital** (i.e. inventories, accounts receivable and cash)  
ii) **New Investments** (i.e. new land, buildings, machinery and equipment)

	Working Capital	New Investments
a. Internal funds or Retained earnings	_____ %	_____ %
b. Family, friends	_____ %	_____ %
c. Local commercial banks (loan, overdraft)	_____ %	_____ %
d. Foreign owned commercial banks	_____ %	_____ %
e. Trade credit (supplier or customer credit)	_____ %	_____ %
f. Other (specify source*): _____	_____ %	_____ %
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>

\*: for example, leasing, investment funds, informal credit market, government credit lines, etc.

26. Do you have an overdraft facility or line of credit? Yes No  
If YES, what percent is currently unused? \_\_\_\_\_ %

27. For the most recent loan or overdraft:

- a. When was this financing approved (year)? \_\_\_\_\_
- b. What type of financing was it ? indicate the loan's approximate annual cost/rate of interest (in %), and its duration (term) in months:

Type of loan	Interest rate (%)	Term (months)	N.A.
Bank overdraft or line of credit <input type="checkbox"/>			
Local bank loan <input type="checkbox"/>			
Foreign bank loan <input type="checkbox"/>			
Loan from the Office of Fight against Unemployment (Hay'at Mukafahat Al Batala) <input type="checkbox"/>			
Other (specify _____) <input type="checkbox"/>			

- c. Did the financing require collateral or a deposit? YES NO N/A (no loan)

- d. If YES, what share of collateral was:

- i) Land and buildings? \_\_\_\_\_
- ii) Machinery? \_\_\_\_\_
- iii) Intangible assets (accounts receivable, inventory)? \_\_\_\_\_
- iv) Personal assets of owner/manager (e.g. house)? \_\_\_\_\_

- e. What was the approximate value of collateral required as a percentage of the loan value? \_\_\_\_\_ %

28. What share of your total borrowing (loans, accounts payable) is denominated in foreign currency? \_\_\_\_%

29. How long does it take to clear the following payments through your financial institution (i.e. until the recipient can draw the funds)?

Days

- a) a check \_\_\_\_\_  
b) a domestic currency wire \_\_\_\_\_  
c) a foreign currency wire \_\_\_\_\_

30. Does your establishment have its annual financial statement reviewed by an external auditor? YES NO

31. Of the land and buildings occupied by this establishment, what percent is owned or leased/rented?

	Owned	Leased/rented	If leased/rented, average contract length	“Furugh”	“Maftouha”
a. Land	_____ %	_____ %	_____ months	<input type="checkbox"/>	<input type="checkbox"/>
b. Buildings	_____ %	_____ %	_____ months	<input type="checkbox"/>	<input type="checkbox"/>



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## BUSINESS-GOVERNMENT RELATIONS

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32. a) If you **import**, what was the average and the longest number of days in the last year that it took from the time your goods arrived in their point of entry (e.g. port, airport) until the time you could claim them from customs? \_\_\_\_\_ days on average NA (we don't import)  
 \_\_\_\_\_ days for the longest time in the last year
- b) If you **export**, what was the average and the longest number of days in the last year that it took from the time your goods arrived in their point of exit (e.g., port, airport) until the time they clear customs?  
 i) \_\_\_\_\_ days on average  
 ii) \_\_\_\_\_ days was the longest time in the last year  
 NA (we don't export)
33. If you could change the number of regular full-time workers you currently employ without any restrictions (i.e. without seeking permission, making severance payments etc.), by what percentage would you increase or decrease your current workforce ? + / - \_\_\_\_\_ %
34. In a typical week, what percentage of senior management's time is spent in dealing with requirements imposed by government regulations [e.g. taxes, customs, labor regulations, licensing and registration] including dealings with officials, completing forms, etc.? \_\_\_\_\_ %
35. Recognizing the difficulties many enterprises face in fully complying with taxes and regulations, what percentage of total sales would you estimate the typical establishment in your area of activity reports for tax purposes? \_\_\_\_\_ %
36. Based on the experience of your establishment over the **last two years**, what is the actual delay experienced (from the day you applied to the day you received the service or approval) to obtain each of the following?

	<u>Actual Delay/Wait (days)</u>	<u>Was the process accelerated using any informal means ?</u>	
i) A mainline telephone connection	_____ or N/A	YES	NO
ii) An electrical connection	_____ or N/A	YES	NO
iii) A water connection	_____ or N/A	YES	NO
iv) A construction permit	_____ or N/A	YES	NO
v) An import license	_____ or N/A	YES	NO
vi) Operating license	_____ or N/A	YES	NO
vii) Other services (specify)	_____ or N/A	YES	NO

37. On average, how many **days last year** were spent in inspections and mandatory meetings with officials of each of the following agencies in the context of regulation of your business? And was any informal means used to accelerate the matter ?

	Total days spent in inspections, required meetings with officials	Was the process accelerated using any informal means ?	
a) Tax Inspectorate		YES	NO
b) Labor and Social Security		YES	NO
c) Fire and Building Safety		YES	NO
d) Sanitation/Epidemiology		YES	NO
e) Municipal Police		YES	NO
f) Environmental		YES	NO
g) <b>TOTAL</b> , all agencies		YES	NO

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**CONFLICT RESOLUTION / LEGAL ENVIRONMENT**

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38. Do you think that the Syrian legal and judicial system would enforce your contractual and property rights in business disputes ?

1. Never                      2. Sometimes                      3. Always

39. a) What percent of your establishment's sales are pre-paid? \_\_\_\_\_ %

b) What percent of your establishment's sales are sold on credit (i.e. full payment is not due at the time of delivery)? \_\_\_\_\_ %

c) What percent of your sales to private customers involve overdue payments? \_\_\_\_\_ %

d) What percent of your sales to government agencies or state-owned enterprises involve overdue payments? \_\_\_\_\_ %

e) How long does it typically take to resolve an overdue payment? \_\_\_\_\_ months

f) Over the last 2 years, what percent of your establishment's disputes over payments were resolved by court action? \_\_\_\_\_ %

g) On average, how many months did those court cases take to resolve? \_\_\_\_\_ months

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## CAPACITY, INNOVATION, LEARNING

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40. What was this establishment's average capacity utilization over the last year? (Capacity utilization is the amount of output actually produced relative to the maximum amount that could be produced with your existing machinery and equipment and regular shifts.) \_\_\_\_\_ %

41. How much have your sales changed (grown or declined) in each of the last 3 fiscal years?  
(Circle "+" for growth, "-" for decline.)

Year	Percentage change	Reason of change (if possible)
2000	+ / - _____ %	
2001	+ / - _____ %	
2002	+ / - _____ %	

42. Approximately what share of net profits were re-invested in your establishment last year (that is, not distributed to owners or shareholders)? \_\_\_\_\_ % (999=No Profit)

43. a) How many products does your establishment produce? \_\_\_\_\_  
b) How many new products (i.e. those that involve a significant change in the production process) has your establishment introduced in the last three years? \_\_\_\_\_

44. Does your establishment use technology licensed from a foreign-owned company? YES NO

45. Right now, how many months ahead has the management of your enterprise planned its activities with regard to:

- a) product mix: \_\_\_\_\_ months
- b) target markets \_\_\_\_\_ months
- c) human resources (employment and training) \_\_\_\_\_ months
- d) investments: \_\_\_\_\_ months

46. Thinking of your main product line or main line of services and comparing your production process with that of your closest competitor, which of the following best summarizes your position: \_\_\_\_\_ (select one)

1. *My firm's technology is **less advanced** than that of its main competitor*
2. *My firm's technology is **about the same** as that of its main competitor*
3. *My firm's technology is **more advanced** than that of its main competitor*

47. Has your firm received ISO (e.g. 9000, 9002 or 14,000) certification? \_\_\_\_\_ 1=Yes, 2=No

48. Has your company undertaken any of the following initiatives in the last three years?

	Undertaken	
	Yes	No
1. Developed a major new product line	1	2
2. Upgraded an existing product line	1	2
3. Introduced new technology that has substantially changed the way that the main product is produced	1	2
4. Discontinued at least one product (not production) line	1	2
5. Opened of new plant	1	2
6. Closed at least one existing plant or outlet	1	2

7. Agreed a new joint venture with foreign partner	1	2
8. Obtained a new licensing agreement	1	2
9. Outsourced a major production activity that was previously conducted in-house	1	2
10. Brought in-house of a major production activity that was previously outsourced	1	2

49. Over the last two years, what were the leading ways in which your establishment acquired technological innovations? Please identify which of the following is (read 1 through 12):

(i) the most important? \_\_\_\_ ii) the second most important? \_\_\_\_ iii) the third most important? \_\_\_\_

- |   |   |
|---|---|
| 1. Embodied in new machinery or equipment                     | 6. Transferred from parent company                |
| 2. By hiring key personnel                                    | 7. Developed in cooperation with client firms     |
| 3. Licensing or turnkey operations from international sources | 8. Developed with equipment or machinery supplier |
| 4. Licensing or turnkey operations from domestic sources      | 9. From a business or industry association        |
| 5. Developed or adapted within the establishment locally      | 10. Trade Fairs and/or Study Tours                |
|   | 11. Consultants                                   |
|   | 12. From universities, public institutions        |

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**PRODUCTION COSTS STRUCTURE**


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50. Please indicate the breakdown of the unit cost of your main product line, into the following cost items:

Cost items	Percentage of unit cost
<b>1) Raw materials and inputs (except energy)</b>	_____ %
<b>2) Energy costs</b>	_____ %
a) Electricity	_____ %
b) Fuels (including fuel for electric generator)	_____ %
c) Other energy costs	_____ %
Percent of energy costs to fuel the electric generator	_____ %
<b>3) Labor costs</b>	_____ %
<b>4) Financial costs (interests, etc.)</b>	_____ %
<b>5) Other costs (overhead costs, marketing costs, etc.)</b>	_____ %
<b>TOTAL</b>	<b>100%</b>

## LABOR RELATIONS

51. The following table refers only to permanent workers of your plant:

	Total	Management	Professionals	Skilled Production Workers	Unskilled Production Workers	Non- production workers
Ave. number of workers during fiscal year 2000						
Ave. number of workers during fiscal year 2001						
Ave. number of workers during fiscal year 2002						
of which: % female						
Total wages (S.P.)						
Total compensation* (S.P.)						

\*Wages and all benefits, including food, transport, social security (i.e. pensions, medical insurance, unemployment insurance) etc.

52. The following table refers only to **temporary** workers of your plant:

	2000	2001	2002
Average number of temporary workers employed:			
Of which, average number of female workers			
Average length of employment for each worker	____(days)	____(days)	____(days)
Total compensation of all temporary workers (wages and benefits) (S.P.)			

53. What percent of your permanent skilled workers are foreign nationals? \_\_\_\_ %

54. a) In 2001, how many new employees did your plant hire? \_\_\_\_\_ (number)

b) In 2001, how many employees from your plant: i) were dismissed or laid off? \_\_\_\_\_ (number)  
ii) left for other reasons? \_\_\_\_\_ (number)

55. Within the last two years, how much time did it take to fill your most recent vacancy through external recruitment for a:

i) skilled technician? \_\_\_\_ weeks NA  
ii) production/service worker? \_\_\_\_ weeks NA

56. a) Do you offer formal (beyond “on the job”) training to your permanent employees? YES NO  
Skilled Unskilled

b) What percentage of your total permanent employees received formal training in 2001? \_\_\_\_ % \_\_\_\_ %

c) What was the average number of days of training for each employee (in days)? \_\_\_\_ \_\_\_\_

57. What percent of your workforce is unionized? \_\_\_\_ %

58. How many days of production last year did you lose due to

a) strikes or other labor disputes? \_\_\_\_\_ days  
b) employee absenteeism due to illness, death, funerals? \_\_\_\_\_ days

59. What percent of the workforce at your establishment have the following education levels?

- a. Some Primary education (less than 6 years) \_\_\_\_\_% (of which, are female: \_\_\_\_\_%)
  - b. Some middle school (6-9 years) \_\_\_\_\_%
  - c. Some high school (10-12 years) \_\_\_\_\_%
  - d. Some university of higher (more than 12 years) \_\_\_\_\_%
- 100%

60. What is the highest level of education of the top manager?

- 1. Did not complete secondary school
- 2. Secondary School
- 3. Vocational Training
- 4. Some university training
- 5. Graduate degree (BA, BSc etc.)
- 6. Post graduate degree (Ph D, Masters)

61. What percent of the senior management is female? \_\_\_\_\_ %

62. How many years of experience working in this sector did the top manager have before running this establishment? \_\_\_\_\_ years

- a) Of these, how many years were with a private domestic firm? \_\_\_\_\_ years
- b) Of these, how many years were with a public domestic firm? \_\_\_\_\_ years
- c) Of these, how many years were with a foreign firm? \_\_\_\_\_ years
- d) Did any of these prior firms export? YES NO

## PRODUCTIVITY MODULE

63. Please provide the following information on your establishment's production, sales and expenses.

	Value in thousands of Syrian pounds		
	2002	2001	2000
Total Sales .....			
Direct raw material costs (excluding fuel) .....			
Total Market Value of Production*.....			
Total Purchases of raw materials (excluding fuel).....			
Consumption of energy :			
Electricity .....			
Fuels.....			
Other .....			
% of energy costs to run generator .....			
Manpower costs:			
Wages and salaries .....			
Allowances, bonuses and other benefits .....			
Interest charges and financial fees .....			
Other costs (i.e.: overhead expenses, selling and general administration expenses, design dept., etc.). ....			

\* Market value of production = (total number of units produced) x (unit sales price)

64. What was your establishment's sales revenue in thousands S.P. five years ago (1998): \_\_\_\_\_

65. a) How much did your establishment spend on additional machinery, equipment, vehicles, land, buildings?

	2002		2001		2000	
	amount ('000 S.P.)	of which % imported	amount ('000 S.P.)	of which % imported	amount ('000 S.P.)	of which % imported
a) New machinery and equipment .....		%		%		%
b) Second hand machinery & equipment		%		%		%
c) Land, buildings, improvement in leasehold						
d) Vehicles		%		%		%

b) Of this, was any of it spent on creating a new establishment?

YES NO

c) If yes, how much in fiscal year 2002?

S.P. \_\_\_\_\_

66. Please give the value (in thousands of S.P.) of any equipment or property your establishment sold.

	2002	2001	2000
a. Machinery and equipment.....			
b. Land and buildings or leasehold.....			
c. Vehicles.....			



67. How much did the following cost **your establishment** in thousands S.P. during the fiscal year of ...?

	2002	2001	2000
a. Rent for machinery and equipment (if owned, please enter value of depreciation) .....			
b. Rent for land or buildings (if owned, please enter value of depreciation) .....			
c. Rent (lease) of vehicles.....			
d. Royalty or license fees.....			

68. How much did your establishment spend on design or R&D in 2002 ? [*Spending includes wages and salaries of R&D personnel, such as scientists and engineers; materials, education costs, and subcontracting costs.*] \_\_\_\_\_ (thousand S.P.)

69. Please provide information on the following balance sheet items for your establishment:

	Value in thousand S.P. as of end of the fiscal year of		
	2002	2001	2000
Total Assets			
Property, Plant and Equipment:			
Gross Value (Acquisition cost)			
Machinery and equipment (including transport) ...			
Land, buildings and leasehold improvement .....			
Net book value			
Machinery and equipment (including transport) ..			
Land, buildings and leasehold improvement .....			
Current Assets:			
Inventories and stocks			
Finished goods .....			
Work-in-progress .....			
Raw materials excluding fuel .....			
Fuel .....			
Accounts receivable .....			
Cash on hand and in bank .....			
Other.....			

70. Please provide information on the structure of your establishment's liabilities:

	Value in thousands S.P. as of end of the fiscal year of		
	2002	2001	2000
Total Liabilities .....			
Long-term liabilities (i.e. more than 1 year )			
Short-term liabilities (i.e. one year or less)			
Of which: payables			
Equity – Share Capital			
-- Retained Earnings (Reserves and Surplus)			

(Note: Total Assets must equal Total Liabilities)

**THE SURVEY ENDS HERE.**  
**THANK YOU VERY MUCH FOR YOUR COOPERATION.**