



وزارة التخطيط التنموي والإحصاء  
Ministry of Development Planning and Statistics

# Business Confidence Index in the State of Qatar Q2 2018

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**Development Indicators Series**

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## Methodology

The Business Confidence Index (BCI) is based on international methodologies, especially the European Commission Methodology and the CESifo Group Munich Methodology.

The BCI measurement is based on (6) questions from which two sub-indices emerge (Current Situation Index and Future Situation Index).

These six questions that make up the sub-indices are centered on the following:

- Production size.
- Stock of finished products
- Prices of finished products of goods/services
- Business volume/ sales volume/ purchase orders.
- Labour force size.
- Profitability ratios

## Index Value

The index value ranges between (-100) and (+100) points. It reaches its maximum (+100) if the views of all surveyed enterprises are positive, whereas it reaches neutrality (zero) when positive and negative views are equal. If the index value is below (zero), this indicates a negative assessment of enterprises status in Qatar.

**For further information on methodology, please refer to issue No. 1.**

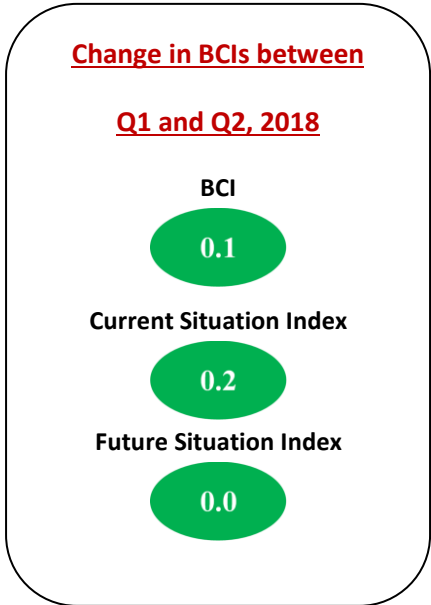
<http://www.mdps.gov.qa/en/statistics/Statistical%20Releases/Economic/ConfidenceIndex/BCI/2014/Q2/BCI-Q2-2014-Ar.pdf>

**Doha – August, 2018**

**Business Confidence Index in Qatar:**

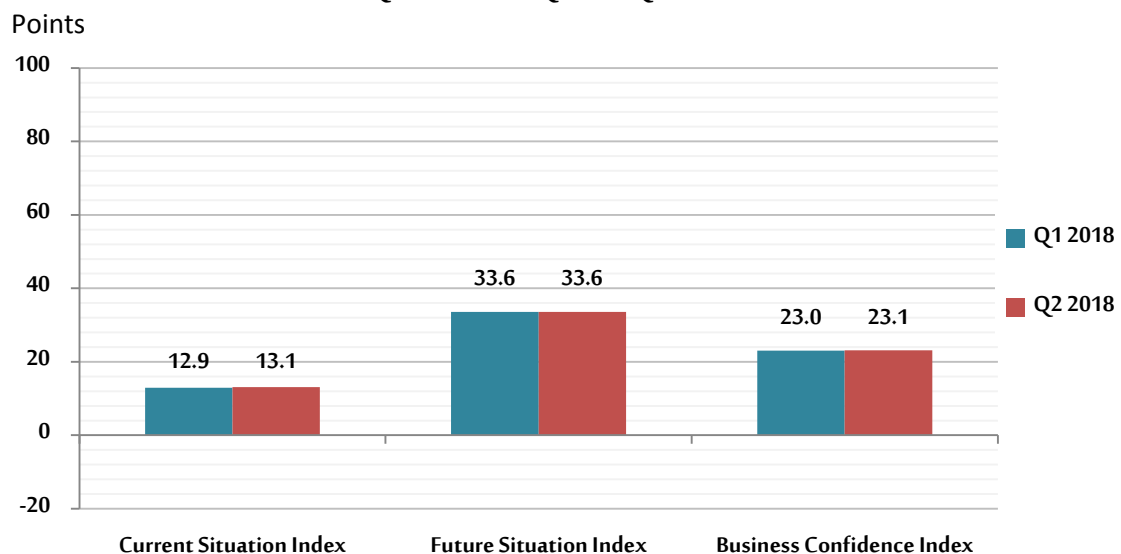
In Q2, 2018, the Business Confidence Index (BCI) rose to (23.1) points, an increase of (0.1) point from Q1, 2018 (Graph 1). In terms of annual change, there was an increase of (1.0) point compared to Q2, 2017 where the value of the index was (22.1) points.

This increase reflects the strength and solidity of Qatari economy despite the unjust and illegal blockade imposed on Qatar by land, sea and air from some GCC countries since the first week of June 2017, thanks to the wise and rational leadership that managed to turn blockade into victory, achieving long-term benefit. Currently, Qatar is witnessing an economic diversification and an unprecedented industrial boom based on diversification of the economy, promotion of investment and focus on food security projects in pursuit of self-sufficiency.



**Graph (1)**

**Qatar's BCI – Q1 and Q2, 2018**

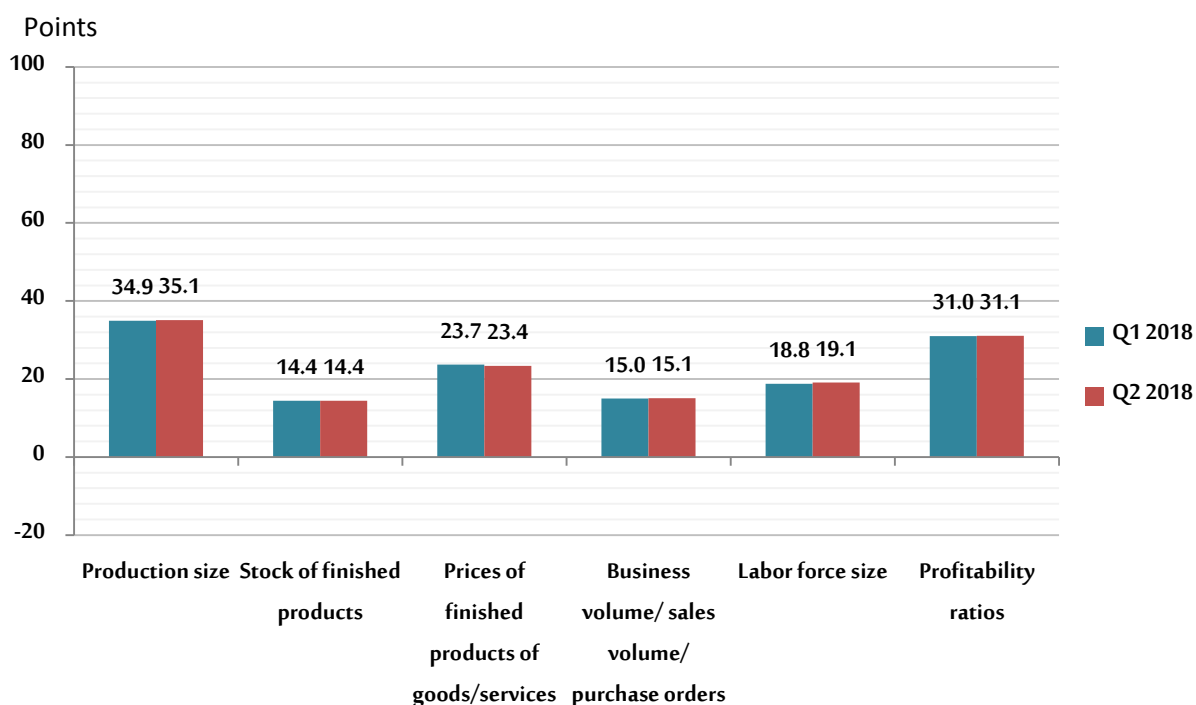


Sub-Indices for the Status of Qatar-Based Enterprises:

Sub-indices are the Current Situation Index and the Future Situation Index. The survey results indicate an increase of (0.2) point in optimism among Qatar-based enterprises over the current situation, recording (13.1) points, compared to (12.9) points in Q1, 2018. Whereas the levels of optimism among Qatar-based enterprises in the Future Situation Index remained unchanged, recording (33.6) points, which is the same value recorded in the previous quarter (Annex, p16).

The surveyed business community sample expressed optimism about all sub-indices of enterprises status during Q2, 2018. The production volume recorded the highest level of optimism (35.1) points, followed by profitability ratios (31.1) points, and then prices of finished products of goods/services (23.4) points. See further details in Graph 2.

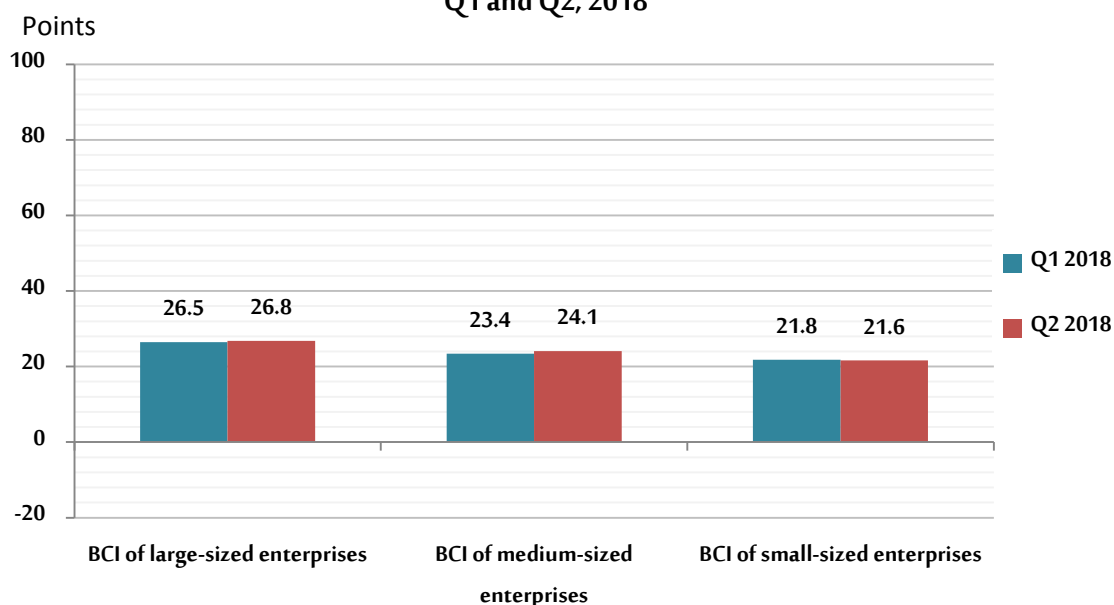
**Graph (2)**  
**Sub-Indices of Qatar-Based Enterprises Status**  
**Q1 and Q2, 2018**



BCI by Enterprise Size:

All large, medium and small-sized enterprises expressed their optimism over Qatar's economic conditions in Q2, 2018, recording (26.8), (24.1) and (21.6) points respectively, an increase of (0.3) and (0.7) points for large and medium-sized enterprises respectively, while small-sized enterprises decreased by (-0.2) point, compared to Q1, 2018, as shown in Graph (3).

**Graph (3)**  
**Qatar's BCI by Enterprise Size**  
**Q1 and Q2, 2018**

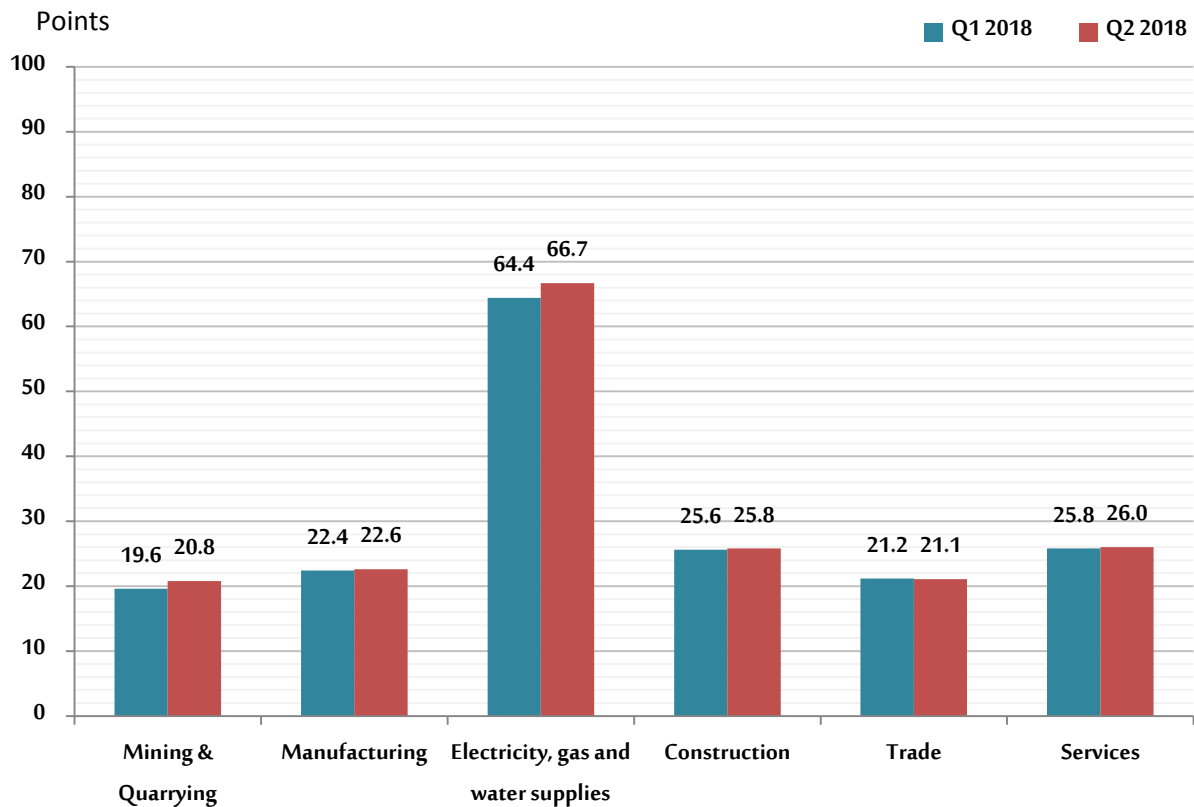


The results of Q2, 2018 reflect a rise in production size and business volume of large-sized enterprises, as the index reached (42.2) and (16.9) points compared to (40.9) and (15.7) points respectively in the previous quarter. The index of labor force size and stock of finished products of medium-sized enterprises also increased to (17.9) and (17.4) points compared to (15.9) and (15.8) points respectively in the previous quarter. The index of profitability ratios of small-sized enterprises increased to (30.8) points compared to (30.7) points in the previous quarter (Annex, p16).

BCI by Economic Activity:

With regards to economic activity of Qatar-based enterprises in Q2, 2018, the results indicate that the enterprises engaged in "electricity, gas and water supplies" were most optimistic (66.7) points about the country's economic conditions in general, and about their own businesses in particular, recording an increase of (2.3) points from the previous quarter. In second place came "services" activity (26.0) points, followed by "construction" (25.8) points, "manufacturing" (22.6) points, "trade" (21.1) points and "mining and quarrying" (20.8) points, an increase of (1.2) points compared to the previous quarter as shown in Graph (4).

**Graph (4)**  
**Qatar's BCI by Economic Activity**  
**Q1 and Q2, 2018**



Economic Enterprises and Bank Finance:

Survey results reveal that about (89.8%) of enterprises did not receive any bank finance in Q2, 2018, compared to (91.1%) in Q1, 2018. This is due to a variety of reasons topped by the fact that around (80.2%) of enterprises had sufficient internal funds, compared to (80.9%) in Q1, 2018, reflecting the enterprises' financial stability and high financial capacity. The second reason is that bank finance was considered an additional burden that might be exhausting according to (10.7%) of surveyed enterprises, compared to (10.4%) in Q1, 2018. See further details in Table (1) below.

**Table (1)**  
**Reasons why enterprises did not avail of bank finance in Q2, 2018\***

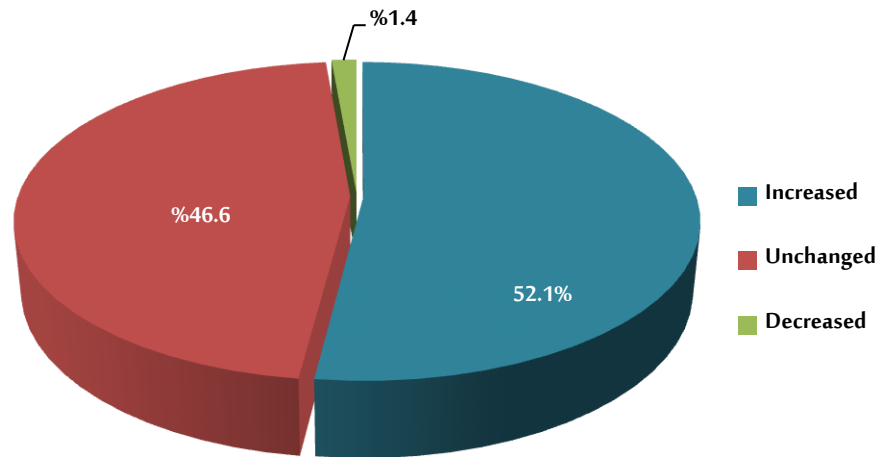
Reasons	Number of enterprises	Percentage of total enterprises that did not avail of bank finance
Sufficient internal funds	518	80.2%
Bank finance is an additional burden/commitment	69	10.7%
Bank charges/fees are unaffordable	29	4.5%
Enterprise's financial position does not allow to borrow from banks	22	3.4%
Banks do not lend enterprises operating in such sector/industry	17	2.6%
Others	8	1.2%

\* You may choose more than one option.

These results, on one hand, reflect the stability of enterprises and their ability to bear financial burdens and cover their commitments without borrowing from banks. On the other hand, about (10.2%) of enterprises received bank finance in Q2, 2018, compared to about (8.9%) in Q1, 2018. When surveyed, (52.1%) of enterprises reported that the cost of finance increased, whereas (46.6%) reported that the cost of finance remained unchanged in Q2, 2018, compared to (27.0%) and (58.7%) respectively in Q1, 2018, as shown in Graph (5).



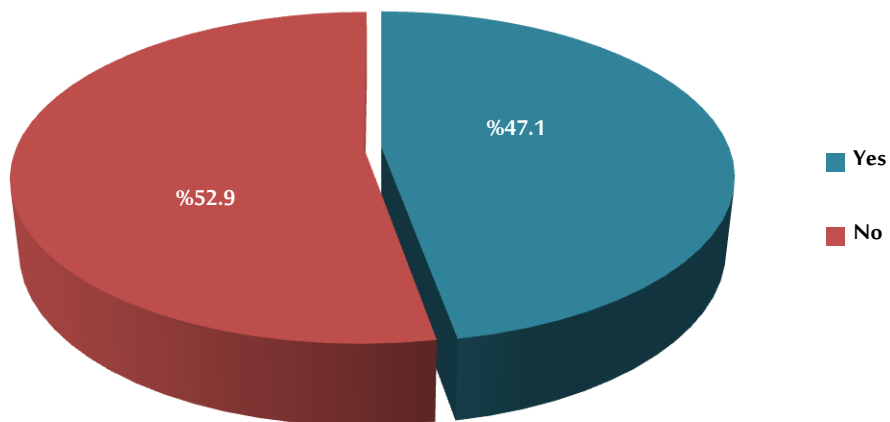
**Graph (5)**  
**Enterprises' Assessment of Cost of Finance in Q2, 2018**



[Production Capacity and Enterprise Future Plan:](#)

Results of Q2, 2018 indicate that (47.1%) of enterprises have future plans to expand their production capacity, compared to (49.7%) in the previous quarter, as shown in graph (6).

**Graph (6)**  
**Percentage of Enterprises Planning to Expand Their Production Capacity Q2, 2018**



According to survey results, a high percentage of enterprises plan to expand their businesses. Thus, the percentage of enterprises planning to expand their current premises reached (57.5%) of total enterprises with future plan to expand their production capacity, and around (36.0%) plan to open new branches either in Qatar or in GCC countries, whereas (11.8%) plan to invest in business assets, such as factories, warehouses, machinery and vehicles. Furthermore, some other enterprises plan to add a new activity or develop marketing, as shown in Table (2) below.

**Table (2)**  
**Enterprises' future plan to expand their production capacity \***  
**Q2, 2018**

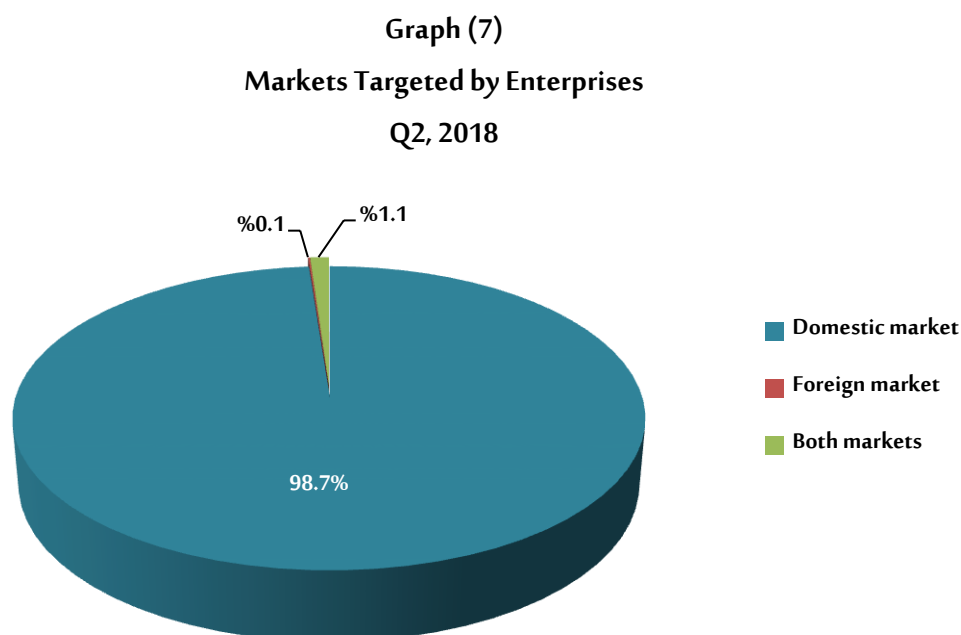
Enterprises' future plan	No. of enterprises	Percentage of total enterprises having a future expansion plan
Expand current premises	195	57.5%
Open new branches in Qatar or GCC countries	122	36.0%
Invest in business assets, such as factories, warehouses, machinery and vehicles	40	11.8%
Others	9	2.7%

\* You may choose more than one option.

According to survey results in Q2, 2018, the enterprises that did not have plans to expand their production capacity amounted to (52.9%) of respondents. This is due to inadequacy/instability of market conditions. Others reported that they had previously expanded and were satisfied with their current situation.

Economic Enterprises and Access to Markets:

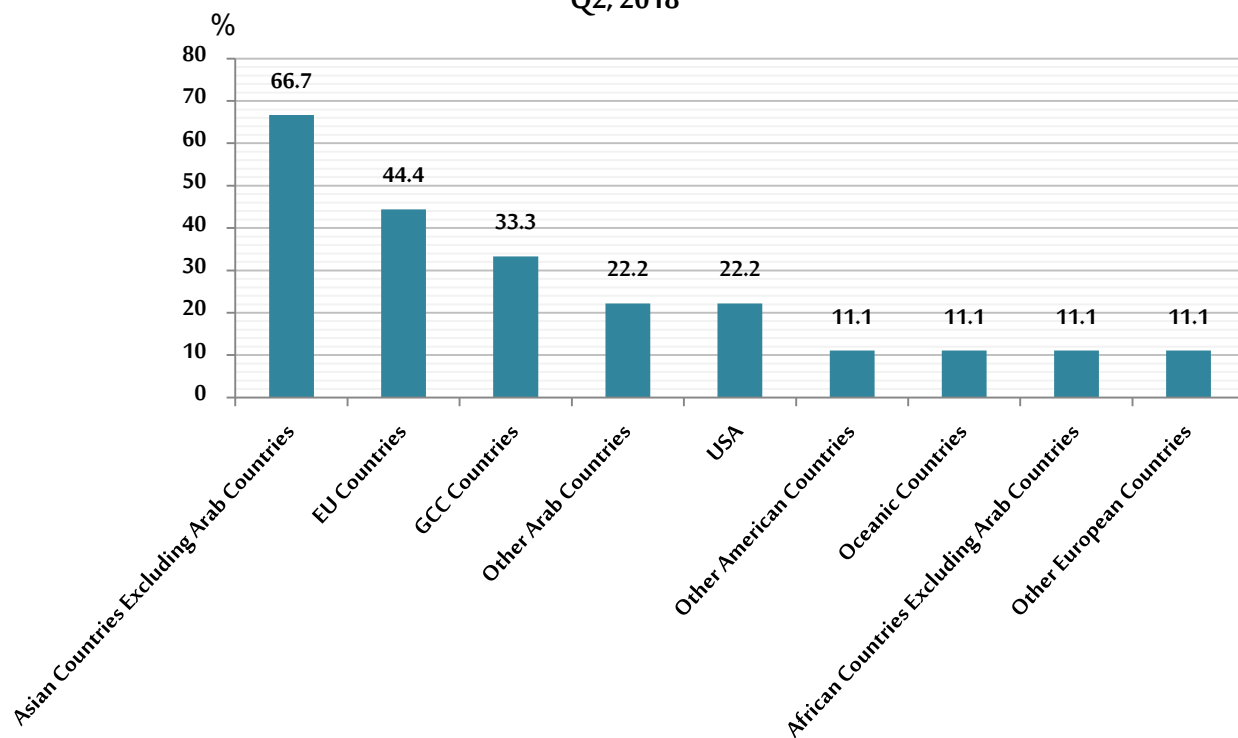
As for access to markets, around (98.7%) of enterprises targeted domestic market and (1.1%) targeted both domestic and foreign markets, whereas (0.1%) of enterprises targeted only foreign markets, as shown in Graph (7).



According to survey results, the average percentage of enterprises' exports targeting foreign markets in Q2, 2018 amounted to (35.0%) of total production, compared to (34.6%) in Q1, 2018. We notice an increase despite the unjust blockade imposed on Qatar since the first week of June 2017, indicating that the blockade could not affect Qatar's exports to the world despite the air, land and sea embargo by the blockading countries.

The results indicate that the key foreign markets were: "Asian countries except Arab countries" by (66.7%), followed by EU countries" by (44.4%) and then "GCC countries" by (33.3%). See further details in Graph (8).

**Graph (8)**  
**Markets\* Targeted by Enterprises**  
**Q2, 2018**

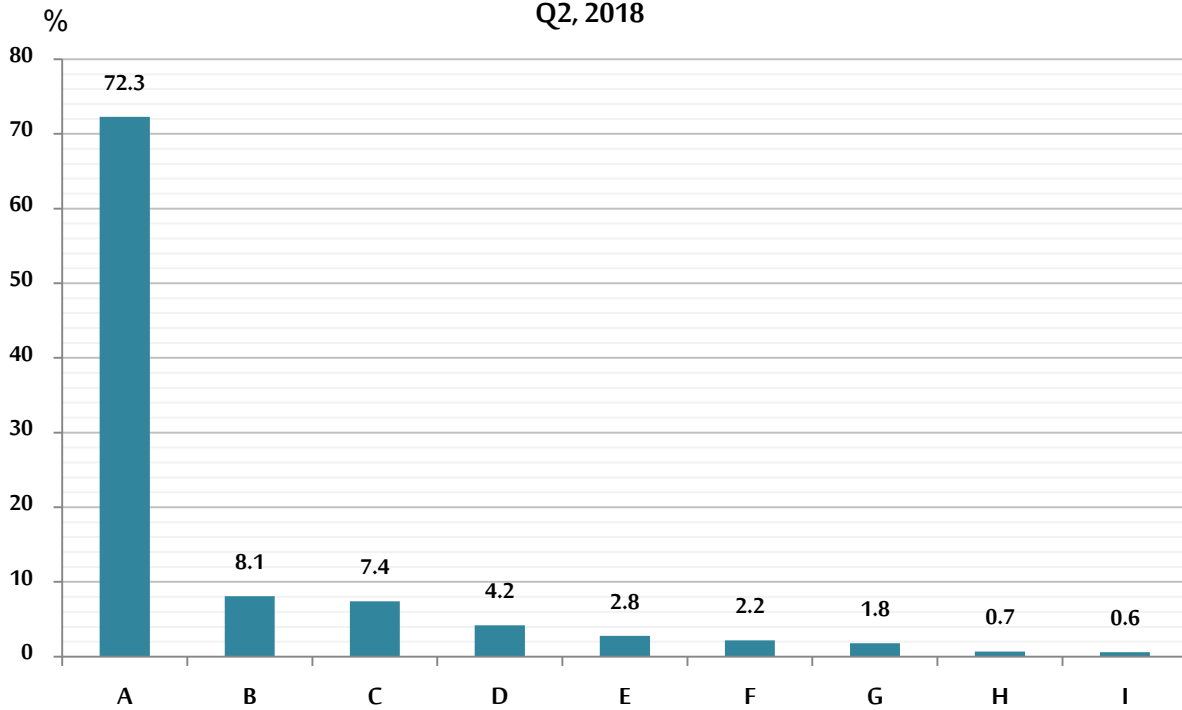


\* You may choose more than one market.

#### Qatari Product Access to Foreign Markets:

The survey results of Q2, 2018 show that (27.7%) of enterprises encountered some obstacles hindering Qatari product access to foreign markets, compared to (34.0%) in Q1, 2018. The main obstacles were the high cost of Qatari products compared to those of other countries due to high cost of raw materials and the increasing demand for Qatari products in domestic market. Others believed that poor advertising and marketing were obstacles hindering Qatari product access to foreign markets, in addition to a number of other obstacles that are explained in Graph (9).

**Graph (9)**  
**Obstacles hindering Qatari product access to foreign markets**  
**Q2, 2018**

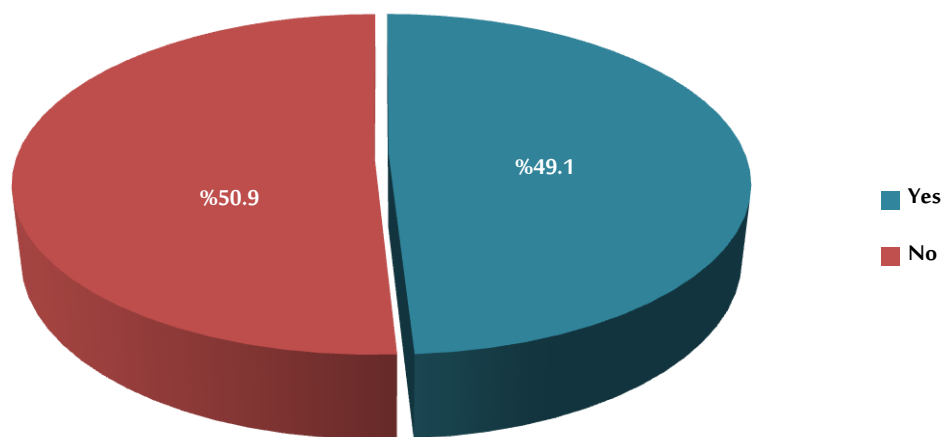


- A No obstacles
- B High cost of production
- C Increased demand for products in domestic market and lack of factories
- D Small market and poor marketing
- E Less competitive product
- F Blockade crisis
- G Weak support for exports
- H Poor physical and human potential
- I Others

Challenges Hindering Economic Enterprises' Performance in Q2, 2018:

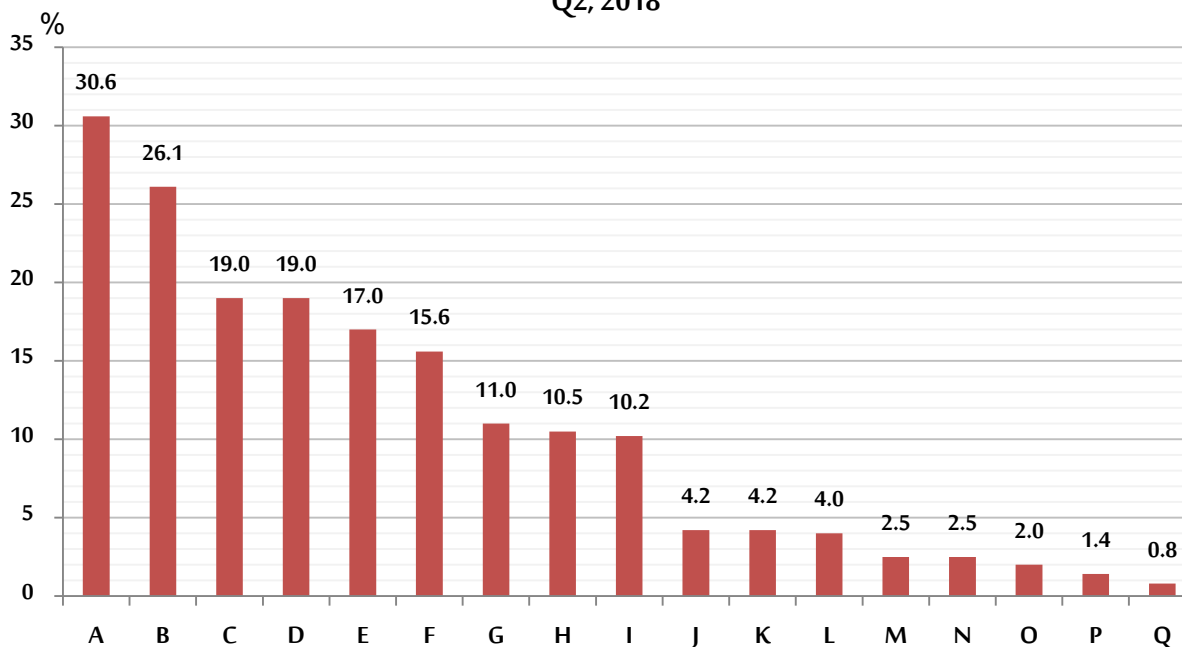
Results indicate that (49.1%) of enterprises faced some challenges hindering their performance, compared to (50.4%) in Q1, 2018, as shown in Graph (10).

**Graph (10)**  
**Percentage of Enterprises Facing Challenges Hindering their Performance**  
**Q2, 2018**



Results also show that the main challenges were low demand, high cost of rentals and receivables delay, as well as other challenges that are further detailed in Graph (11) below.

**Graph (11)**  
**Main Challenges Hindering Enterprises' Performance\***  
**Q2, 2018**



\* You may choose more than one option.

- A Cost of rental
- B Insufficient demand
- C Receivables delay
- D Competition
- E Cost of obtaining raw materials
- F Financial restraints
- G Shortage of materials and/or equipment
- H Cost of transport, shipping and storage
- I Difficulty to obtain raw materials
- J Shortage of labor force
- K Legislative restrictions and obstacles
- L Customs tariffs
- M Government fees
- N Routine
- O Others
- P Cost of services and utilities
- Q Access to land, property registration and taxes

## Annex

### First: Overall Index and Sub-Indices of Business Confidence - Q2, 2018

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	13.1	33.6	23.1
Production size	21.0	50.2	35.1
Stock of finished products	11.3	17.7	14.4
Prices of finished products of goods/services	13.7	33.6	23.4
Business volume/ sales volume/ purchase orders	8.8	21.7	15.1
Labor force size	9.7	28.9	19.1
Profitability ratios	14.1	49.5	31.1

### Second: Overall Index and Sub-Indices of Business Confidence by Enterprise Size

#### 1- Small-Sized Enterprises – Q2, 2018

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	11.8	32.1	21.6
Production size	16.6	48.9	32.2
Stock of finished products	12.3	13.5	12.9
Prices of finished products of goods/services	11.1	31.2	20.9
Business volume/ sales volume/ purchase orders	8.4	21.7	15.0
Labor force size	8.3	28.3	18.0
Profitability ratios	14.0	48.9	30.8



**2- Medium-Sized Enterprises – Q2, 2018**

<b>Index</b>	<b>Current Situation Index</b>	<b>Future Situation Index</b>	<b>Overall Index</b>
<b><u>Overall index</u></b>	<b>13.7</b>	<b>35.2</b>	<b>24.1</b>
<b>Production size</b>	<b>23.4</b>	<b>53.9</b>	<b>38.1</b>
<b>Stock of finished products</b>	<b>10.7</b>	<b>24.4</b>	<b>17.4</b>
<b>Prices of finished products of goods/services</b>	<b>16.3</b>	<b>35.5</b>	<b>25.7</b>
<b>Business volume/ sales volume/ purchase orders</b>	<b>5.4</b>	<b>22.7</b>	<b>13.8</b>
<b>Labor force size</b>	<b>11.3</b>	<b>24.7</b>	<b>17.9</b>
<b>Profitability ratios</b>	<b>15.1</b>	<b>49.9</b>	<b>31.9</b>

**3- Large-Sized Enterprises- Q2, 2018**

<b>Index</b>	<b>Current Situation Index</b>	<b>Future Situation Index</b>	<b>Overall Index</b>
<b><u>Overall index</u></b>	<b>17.1</b>	<b>37.0</b>	<b>26.8</b>
<b>Production size</b>	<b>33.8</b>	<b>50.9</b>	<b>42.2</b>
<b>Stock of finished products</b>	<b>8.5</b>	<b>23.7</b>	<b>15.9</b>
<b>Prices of finished products of goods/services</b>	<b>20.1</b>	<b>40.1</b>	<b>29.9</b>
<b>Business volume/ sales volume/ purchase orders</b>	<b>13.5</b>	<b>20.3</b>	<b>16.9</b>
<b>Labor force size</b>	<b>13.4</b>	<b>35.8</b>	<b>24.3</b>
<b>Profitability ratios</b>	<b>13.5</b>	<b>51.0</b>	<b>31.5</b>

**Third: Overall Index and Sub-Indices of Business Confidence by Enterprise Activity****1- Mining and Quarrying – Q2, 2018**

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	15.5	26.3	20.8
Production size	14.2	28.9	21.4
Stock of finished products	0.0	0.0	0.0
Prices of finished products of goods/services	21.7	35.5	28.5
Business volume/ sales volume/ purchase orders	28.6	35.8	32.2
Labor force size	7.2	21.7	14.3
Profitability ratios	21.4	35.8	28.5

**2- Manufacturing – Q2, 2018**

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	12.3	33.4	22.6
Production size	19.7	54.3	36.4
Stock of finished products	4.8	27.5	15.8
Prices of finished products of goods/services	8.2	16.6	12.4
Business volume/ sales volume/ purchase orders	11.4	17.7	14.5
Labor force size	9.3	31.3	20.1
Profitability ratios	20.6	53.2	36.3

### 3- Electricity, Gas and Water Supply – Q2, 2018

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	66.7	66.7	66.7
Production size	100.0	100.0	100.0
Stock of finished products	100.0	100.0	100.0
Prices of finished products of goods/services	0.0	0.0	0.0
Business volume/ sales volume/ purchase orders	100.0	100.0	100.0
Labor force size	0.0	0.0	0.0
Profitability ratios	100.0	100.0	100.0

### 4- Construction - Q2, 2018

Index	Current Situation Index	Future Situation Index	Overall Index
<u>Overall index</u>	13.8	38.6	25.8
Production size	18.9	54.6	36.1
Stock of finished products	7.0	27.2	16.9
Prices of finished products of goods/services	21.1	36.9	28.8
Business volume/ sales volume/ purchase orders	9.5	17.2	13.3
Labor force size	11.8	43.5	27.1
Profitability ratios	14.6	52.1	32.6

**5- Trading – Q2, 2018**

<b>Index</b>	<b>Current Situation Index</b>	<b>Future Situation Index</b>	<b>Overall Index</b>
<b><u>Overall index</u></b>	<b>13.1</b>	<b>29.5</b>	<b>21.1</b>
<b>Production size</b>	<b>22.5</b>	<b>46.2</b>	<b>34.0</b>
<b>Stock of finished products</b>	<b>14.5</b>	<b>11.9</b>	<b>13.2</b>
<b>Prices of finished products of goods/services</b>	<b>15.0</b>	<b>31.3</b>	<b>23.0</b>
<b>Business volume/ sales volume/ purchase orders</b>	<b>7.0</b>	<b>19.8</b>	<b>13.3</b>
<b>Labor force size</b>	<b>7.6</b>	<b>23.1</b>	<b>15.2</b>
<b>Profitability ratios</b>	<b>12.3</b>	<b>44.7</b>	<b>27.9</b>

**6- Services – Q2, 2018**

<b>Index</b>	<b>Current Situation Index</b>	<b>Future Situation Index</b>	<b>Overall Index</b>
<b><u>Overall index</u></b>	<b>12.8</b>	<b>40.1</b>	<b>26.0</b>
<b>Production size</b>	<b>20.9</b>	<b>51.2</b>	<b>35.6</b>
<b>Stock of finished products</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Prices of finished products of goods/services</b>	<b>9.4</b>	<b>42.1</b>	<b>25.2</b>
<b>Business volume/ sales volume/ purchase orders</b>	<b>8.9</b>	<b>28.4</b>	<b>18.4</b>
<b>Labor force size</b>	<b>11.5</b>	<b>26.3</b>	<b>18.8</b>
<b>Profitability ratios</b>	<b>13.2</b>	<b>52.7</b>	<b>32.1</b>



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## Questionnaire Business Confidence Index in the State of Qatar

\* Q1 is the period between January and March.

\* Q2 is the period between April and June.

\* Q3 is the period between July and September.

\* Q4 is the period between October and December.

\* **The current quarter** : Is the quarter in which the month form is filled .

\* **The previous quarter** : Is the quarter preceding the quarter in which the month form was filled.

\* **The next quarter** : Is the quarter following the quarter in which the month form is filled.

1. Evaluate the situation for the company performance within the current quarter compared with the previous quarter?									
1	Production Size	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
2	Stock of finished products	<input type="checkbox"/>	Too large (above normal)	<input type="checkbox"/>	Adequate (normal)	<input type="checkbox"/>	Too small (below normal)	<input type="checkbox"/>	Not Applied
3	Prices of Finished goods Produced / Services prices	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
4	Business Size / Sales Volume / Order Books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied
5	Wages	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
6	Employment	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
7	Profits	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
8	Export order books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied

2. How do you expect the Company performance within the next quarter compared with the current quarter?									
1	Production Size	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
2	Stock of finished products	<input type="checkbox"/>	Too large (above normal)	<input type="checkbox"/>	Adequate (normal)	<input type="checkbox"/>	Too small (below normal)	<input type="checkbox"/>	Not Applied
3	Prices of Finished goods Produced / Services prices	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
4	Business Size / Sales Volume / Order Books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied
5	Wages	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
6	Employment	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
7	Profits	<input type="checkbox"/>	Increased	<input type="checkbox"/>	Remained unchanged	<input type="checkbox"/>	Decreased	<input type="checkbox"/>	Not Applied
8	Export order books	<input type="checkbox"/>	More than sufficient (above normal)	<input type="checkbox"/>	Sufficient (normal)	<input type="checkbox"/>	Not sufficient (below normal)	<input type="checkbox"/>	Not Applied

3- Did the company avail bank finance within the current quarter?

Yes (go to Q4 then Q6)

No (go to Q5)

4- Evaluate the changes in bank financing costs within the current quarter?

Increased

Remained unchanged

Decreased

5- What are the key reasons for not availing bank finance? (Multiple - choice)

We have sufficient internal funds.

Banks don't lend to companies in our sector / industry.

We consider bank finance to be an additional burden / commitment.

Our current financial position doesn't allow us to borrow from banks.

Bank charges, fees and interest rate were not affordable.

Others (Please Mention):

.....  
.....  
.....  
.....  
.....  
.....  
.....  
.....

6- How was the company competitive position in the domestic market within the current quarter?

Improved

Remained unchanged

Deteriorated

7- At what capacity is the company operating within the current quarter (as a percentage of full capacity)?

The company is currently operating at

of full capacity %.

8- Is the company planning to expand its business capacity?

Yes (go to Q9 then Q11)

No (go to Q10)

9- Describe the company expansion plan? (Multiple - choice)

Expansion of the current office premises	<input type="checkbox"/>
Investments in other business assets such as (factory, warehouse, machinery and vehicles)	<input type="checkbox"/>
New branches in Qatar or GCC countries	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
.....	
.....	
.....	
.....	
.....	
.....	
.....	

10- Why the company doesn't plan to expand its business capacity? (Multiple - choice)

Unavailability of required funds / capital investment.	<input type="checkbox"/>
Unfavorable or unstable market conditions.	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
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11- What is the targeted market for the company?

<input type="checkbox"/> Domestic Market (go to Q14)	<input type="checkbox"/> Foreign Market	<input type="checkbox"/> Both Markets
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12- What is the percentage of the company production has been exported within the current quarter ?

<input type="text"/> <input type="text"/> <input type="text"/>	Production Size %
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13- What are the most important markets for the company exports? (Multiple - choice)

C.C.A.S.G	<input type="checkbox"/>
Other Arab Countries	<input type="checkbox"/>
European Union Countries	<input type="checkbox"/>
Other European Countries	<input type="checkbox"/>
Asia Countries other than Arab	<input type="checkbox"/>
United States of America	<input type="checkbox"/>
Other American countries	<input type="checkbox"/>
Oceanic Countries	<input type="checkbox"/>
Africa other than Arab Countries	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
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14- In your opinion, what are the main export obstacles? (Multiple - choice)

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15- Were there any challenges facing the company within within the current quarter ?

Yes	<input type="checkbox"/>	No	<input type="checkbox"/>
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**16- What main challenges were facing the company within the current quarter? (Multiple - choice)**

Insufficient demand	<input type="checkbox"/>
Shortage of material and/or equipment	<input type="checkbox"/>
Financial constrains	<input type="checkbox"/>
Receivables delay	<input type="checkbox"/>
Political instability in the region	<input type="checkbox"/>
Shortage of labour force	<input type="checkbox"/>
Competition	<input type="checkbox"/>
Government fees	<input type="checkbox"/>
Cost of utilities	<input type="checkbox"/>
Cost of rental	<input type="checkbox"/>
Government Regulations	<input type="checkbox"/>
Routine	<input type="checkbox"/>
Access to land / Property Registration / Taxes	<input type="checkbox"/>
Tariffs	<input type="checkbox"/>
Cost of Material	<input type="checkbox"/>
Optaining Materials	<input type="checkbox"/>
Transportation cost, Shipping and Storage	<input type="checkbox"/>
Others (please mention):	<input type="checkbox"/>
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.....	

<b>In the future, could we get your response Through E-mail?</b>	
<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>Email:</b> <input style="width: 600px;" type="text"/>	