

Private Sector Investment Survey (PSIS) 2008

QUESTIONNAIRE



To coordinate the development and maintenance of a National Statistical System



To foster price stability and a sound financial system



To promote and facilitate investment projects, provide serviced land, and advocate for a competitive business environment

Please help us monitor economic development and plan for better policies.

JUNE 2008

Private Sector Investment Survey (PSIS) 2008

A. Background

1. Introduction:

Bank of Uganda (BOU), in conjunction with Uganda Bureau of Statistics (UBOS) and Uganda Investment Authority (UIA), are conducting the seventh survey on Private Sector Investment in Uganda. The survey will collect data on foreign private capital which includes stocks and flows (transactions) for the period 2006 and 2007 and Investor Perceptions for the year 2008.

The results of the previous four surveys; Private Capital Flows Survey (PCF) 2001, Private Sector Investment Survey (PSIS) 2003, Foreign Private Capital (FPC) 2004 and PSIS 2005 can be accessed from the following websites: <http://www.bou.or.ug>, <http://www.ugandainvest.com> and <http://www.ubos.org>; or by obtaining hard copies from Director, Trade and External Debt Department, Bank of Uganda or Executive Director, UIA or Executive Director UBOS. The findings from the Foreign Private Capital Survey (FPC) 2006 and Private Sector Investment Survey (PSIS) 2007 will be posted on these websites when finalized.

2. How do you benefit?

The private sector continues to benefit from the overall macroeconomic stability resulting from formulation of appropriate domestic and external sector policies:

- The private sector is being more actively promoted as the engine of economic growth in Uganda.
- Both the private and public stakeholders are interested in knowing the particular sector performance in the economy.
- Enhancing Public Private Partnership (PPP).
- Creation of an enabling environment that retains and attracts both domestic and foreign investment in Uganda.
- Less requests for data since this is a joint survey catering for the requirements of a number of stakeholder institutions.
- Information obtained is available to the public in aggregate form for more informed / guided decision-making.
- Effective planning which benefits all stakeholders including the private sector.

3. Why do we need to collect this information?

- i) Following the enactment of the Investment Code 1991 and the freeing of the current and capital accounts in 1993 and 1997 respectively, both the domestic and external sectors were fully liberalized. Private investment has increased tremendously to benefit our country by way of economic development. However, this has also meant that we are less able to monitor these flows for purposes of formulating policies that would sustain this

development. Therefore, by quantifying inward and outward investments we assess confidence in the economy to design policies to encourage private sector investments.

- ii) Globalisation has meant that countries are more prone to external effects of market failures such as those that hit South East Asia in the late 1990s. In the absence of exchange controls, there is need for timely and reliable data on foreign transactions to mitigate the destabilising effects.
- iii) The information sought is essential for foreign exchange management, interest rate policy, and aversion of economic crises for stable growth. It is also vital in our investment promotion and facilitation efforts.
- iv) Good quality economic statistics are necessary for better decision-making and to meet international standards and codes in reporting which include General Data Dissemination System (GDDS)¹, System of National Accounts (SNA), External Debt Guide (EDG), etc.
- v) To assess how foreign investment complements local investment in form of feedback from the private sector, which is critical for policy fine tuning that benefits all stakeholders in the economy.

¹ Balance of Payments Manual 1993 (BPM 1993)

B. Guidelines

1. Who needs to complete this questionnaire?

The Chief Executive Officers or a representative shall fill the questionnaire.

2. Which parts of the questionnaire do I have to fill?

While the questionnaire might look long, please note that it is unlikely that all questions will be relevant to you, and you will not need to fill them in! **Please complete Part 1 and 5, which are compulsory**, and refer to the five (5) filtering questions in **Table 1.11** (page 5 of 17) **to identify those questions that will be relevant to you** in order to save your valuable time.

3. What is the Legal Mandate to collect this data?

The stakeholder institutions are empowered to collect this data under the **Investment Code 1991**, the **Uganda Bureau Of Statistics Act 1998** and **Foreign Exchange Act 2004**. We wish to reassure you that all information obtained will be treated as **confidential** and used strictly for statistical, economic analysis and policy formulation purposes only.

The staff involved are under oath not to disclose any information to a third party. The data/information collected will only be published in aggregate form.

4. Why are Financial Statements required?

Much of the information required for this survey can be obtained from the financial statements for the years 2007 and 2006. **Please supply a copy of your financial statements along with the duly completed questionnaire.** While this may not provide all the information we need, it may help us answer some questions we might have, in which case we would not need to come back to you for clarification. If your audited financial statements are not ready the required data can be obtained from your entity's interim financial statements, working estimates or from management accounts.

5. Do you need assistance?

Our interviewers are available for guidance on how to complete the questionnaire. In addition, the following offices are open for any inquiries;

Title	Department/Institution	Telephone	E-mail address
Director (Coordinator)	Trade & External Debt, BANK OF UGANDA (BOU) P.O. BOX 7120, Kampala.	0414-231036	wkajubi@bou.or.ug
Director	Research (BOU)	0414-230791	dkihangire@bou.or.ug
Deputy Director	Trade & External Debt (BOU)	0414-233730	slukwago@bou.or.ug
Principal Statistician	Production Statistics, UGANDA BUREAU OF STATISTICS P.O. BOX 7186, Kampala	0414-237550	imelda.atai@ubos.org
Director	Investment Facilitation, UGANDA INVESTMENT AUTHORITY P.O. BOX 7418, Kampala	0414-301000	byensi@ugandainvest.com

6. *Completed questionnaire.*

The questionnaire can be filled promptly with assistance from our interviewers. The duly filled questionnaire will be collected by the interviewer or can be returned to the Director, Trade and External Debt Department, Bank of Uganda, Plot 37/43, Kampala Road, P.O. Box 7120 Kampala within ***fourteen (14) days after delivery.*** If you are having problems meeting the due date, please call or email us as soon as possible before the deadline. Otherwise, the interviewer will collect the duly filled questionnaire on the due date or earlier as agreed.

7. *Will there be any feedback?*

Yes! As a way of promoting dialogue we will share with you the results of this survey in aggregate form and seek your further involvement in this exercise, as was the case in the earlier surveys.

THANK YOU FOR YOUR CONTINUED COOPERATION

**PLEASE READ THE FOLLOWING INSTRUCTIONS AND DEFINITIONS BEFORE
COMPLETING THE QUESTIONNAIRE**

C. Instructions

1. Part 1 and Part 5 - Should be completed by **ALL** respondents.

2. Reporting period

This questionnaire requests for stock data on a calendar year basis (Parts 1 – 4) (i.e., from 1st January to 31st December) and transactions for 2006 and 2007. If your entity's financial statements are prepared on a financial year basis other than on a calendar year basis, please take one of the following steps. If you produce:

- Quarterly or semi-annual accounts, please consolidate these so that the data you submit is consistent with the January to December calendar year.
- Annual accounts and your reporting period is not January to December, then please indicate this period to us on the questionnaire. Then when you submit your data, please provide estimates for January to December, based on your own knowledge of your business. Your best estimates, whether audited or not, are perfectly acceptable to us.
- For Investor Perception questions (Part 5), we request for data on the current year 2008.

3. Currency of reporting

Please provide data in **Uganda Shillings (UShs)** for **Parts 1, 2 and 4** *except where you are instructed like in Parts 3 and 4 for external borrowings and lendings.*

4. Units of Reporting

Please report all data in actual amounts (to the last unit). For example, enter six million seven hundred eighty five thousand seven hundred forty one as 6,785,741 (and not as 6.786m). **Please report all data in units (DO NOT ROUND OFF FIGURES).**

D. Definitions

This questionnaire contains technical words, which are explained below in the context in which they are used. However, if you still encounter problems, and/or are uncertain of any terms or questions, please do not hesitate to call or email us for clarification (*please refer to contacts under Guideline No.5, Page iii for any assistance*).

1. Entity

An entity is an institutional unit in its capacity as a producer of goods and services. It may be a company, corporation or a non-profit institution or an unincorporated entity.

2. Turnover

The turnover of the entity is requested for in **Table 1.3** for the years 2006 and 2007. These figures reflect the entity's total turnover inclusive other income as recorded in the entity's income statement.

3. Industrial classification (Sector) and major activities

Table 1.4 and Section 1.4.1 requests the respondent to describe the entity's major activity in detail. Industrial classification is the international standard way of disaggregating economic activities for international data and for comparison purposes.

4. Actual employment (number of jobs)

Actual employment constitutes the number of people employed in a given entity. Available jobs are requested for by the nature of employment, local or foreign and by gender (sex) and as shown in **Table 1.5** as at 31 December 2006 and 2007.

5. Compensation of employees

Compensation of employees by the entity includes salaries and wages, fringe benefits, pension funds, directors' fees and any other as requested for in **Table 1.6** during 2006 and 2007.

6. Actual Investment

Actual investment as requested for in **Table 1.7** requires book-value figures of the investment by the entity as at 31 December 2006 and 2007. These are the figures as obtained from the entity's audited financial statements or management accounts.

7. Corporate Social Responsibility

Corporate Social Responsibility items are requested for in **Table 1.10** as at 31 December 2006 and 2007. This information can be obtained from the entity's audited financial statements or management accounts. These may include donations, financing of environmental, infrastructure, social and educational programs that benefit the country.

8. Filtering questions

Table 1.11 consists of five (5) questions to help the respondent know which parts of the questionnaire are relevant to a particular entity. This table should be discussed verbally by both the respondent and the interviewer during their first meeting for purposes of guidance and saving valuable time.

9. Residency

In this questionnaire, Parts 2, 3 and 4 are interested in operations between residents and non-residents only (Residency considers the centre of the business location). You are a resident individual or entity if you have lived or operated (or intend to live or operate) in Uganda for a year or more, regardless of your nationality. Non-resident individuals or entities are basically the rest of the world i.e. they have lived or operated (or intend to live or operate) outside Uganda's territory for a year or more (even if they hold nationality of this country). In Parts 2, 3 and 4, the focus is on residency NOT the nationality.

International Organisations (A Special Case of Residency)

If you have transactions with international organisations such as the East African Development Bank (EADB), African Development Bank (AfDB), International Finance Corporation (IFC) etc then read on. International Organisations have shareholders who are governments. They are thus not considered residents of any country, including the country in which they are located. For Questions in Parts 2, 3 and 4 please treat all International Organisations as non-resident.

10. Financial Derivatives

Financial derivatives are financial instruments whose value are derived from the value of underlying specific financial instrument or indicator or commodity, and through which specific financial risks can be traded in financial markets in their own right.

11. Financial Instruments

Financial instruments consist of Equity and Non-equity

- i) **Equity** means shares held in entities or the equivalent ownership interest in unincorporated entities.
- ii) **Non-equity** refers to all other financial instruments including loans, trade credits (for goods and services), bonds, debentures, notes, money market instruments, shareholder and inter-company loans, arrears of debtor interest, currency and deposits.

12. Time of Recording of a Transaction

Transactions in financial items are recorded on the day when there is a change of ownership. So, for instance, commitments to provide funds do not count as transactions for recording purposes until the necessary funds have actually been disbursed. If debt is exchanged for equity or other debt, then a transaction is recorded whereby principal is repaid and a new liability created. For positions in financial items, ownership is key: positions are recorded if the creditor owns a claim on the debtor. For other transactions, when goods are provided, a service is paid, interest

accrues, or an event occurs that creates a transfer of claim, a debt liability is created and exists until payment is made or forgiven.

13. Net Profit and Retained (Reinvested) Earnings

Take the net profit/loss earned after tax less dividends declared for each year during the calendar years 2006 and 2007. Retained (reinvested) earnings are undistributed profits that are capitalised in the entity.

Retained earnings are requested for in *Tables 1.9 for all entities*. In *Table 1.9* you can calculate them using the information therein.

14. Dividends Declared and paid/received and Profits Remitted

This data is requested for in *Table 1.9 (rows 2 and 3)*, for liabilities.

Dividends are earnings distributed to shareholders or equivalent equity holdings for incorporated private entities, cooperatives and public corporations.

Dividend Paid/Profits remitted

Most often, dividends are declared for a particular period. The payment of the dividends may be executed in the following financial year depending on the entity policy and cash flow. In practice, we find that the dividends are declared but paid/remitted later. The survey requests for both dividends declared and paid/remitted during 2006 and 2007. Profits remitted apply to branches (unincorporated entities).

15. Gains/loss from the sales of fixed assets and foreign exchange translation

Gains/losses from the sales of fixed assets and foreign exchange translation as requested for in **Table 1.8**.

16. Foreign Equity Investment

i) Foreign Direct Equity Investment (FDEI)

This term is referred to in *Tables 2.1 and 4.1*. **FDEI** reflects having a say in the management decisions by a non-resident in your entity, or by you in a non-resident entity (*Table 4.1*). For the purpose of this survey, FDEI is defined as a shareholding of 10% or more. Therefore:

- If a non-resident holds **10% or more** of the ordinary shares, voting rights or equivalent in your entity, please complete *Table 2.1*
- If you own **10% or more** of the ordinary shares, voting rights or equivalent in a non-resident entity, please complete *Table 4.1 (Column A)*.

ii) Foreign Portfolio Equity Investment (FPEI)

This term is referred to in *Tables 2.2 and 4.1 (Column B)*. **FPEI** refers to shareholding either by a non-resident in your entity (*Table 2.2*), or by you in a non-resident entity (*Table 4.1 (Column B)*). It does not however entail having a say in management decisions. For the purpose of this survey, FPEI is defined as a shareholding of less than 10%. Therefore:

- If a non-resident holds *less than 10%* of the ordinary shares, voting rights or equivalent in your entity, please complete **Table 2.2**
- If you own *less than 10%* of the ordinary shares, voting rights or equivalent in a non-resident entity, please complete **Table 4.1 (Column B)**

17. Book Value (Nominal) and Market Value

Tables 2.1, 2.2 and 4.1 require both book values and market values.

i) Book Value

Book value (comprising of paid up share capital at historical cost, and share premium reserves and accumulated retained earnings, revaluation and any other financing item of an entity – **Tables 2.1, 2.2 and 4.1**). These items should be readily available from your financial statements. Accountants and financial managers refer to this as “shareholder’s funds”.

ii) Market Value

In order to meet international codes and standards and to assess what the investment is truly worth, you are required to estimate market value of your entity regardless of the book value. **Market value** is simply what you would be willing to pay to acquire something from a willing seller based on commercial consideration only. For example, think of building a house to sell; altogether the cost of land and construction was US\$100,000,000 (its book value), if you have built this house in an area where there is high demand for housing, you may estimate that you could obtain US\$150,000,000 from a willing buyer (its market price). Conversely, if you discover some problems with the land on which you constructed the house for example or a proposed road project nearby has been abandoned, you may set a market value below cost price for example US\$ 70,000,000. Book value therefore seldom equals market value.

18. Methods of estimating market value

The questionnaire requires the respondent to provide an estimate of the market value (the equity value of the company in the stock market) of the investment both on the liability side (Tables 2.1, 2.2) and on the asset side (Table 4.1). So, **Table 2.0** and **Table 4.0** requires the respondent to indicate the estimation method and also the person who carried out this estimation.

The respondent is required to provide an estimate of the market value of the investment for part 2.1, 2.2 and 4.1 of the questionnaire.

So how do you estimate the market value for your entity?

- a) You can base it on your **auditor’s estimate**, or **request your accountant or financial manager**, or **use a director’s estimate**.
- b) You may base it on a **recent sale of shares** between entity owners (assuming it was based on commercial considerations at arm’s length).

- c) Alternatively, you could **compare it to a trading for a similar sized entity** in a similar region or line of business.

19. Shareholder and inter-company borrowing and lending

Requested for in **Tables 3.1 and 3.2** for foreign borrowings, and **Tables 4.2** for foreign lending. These are borrowings or lendings between your entity, and **affiliated** (i.e, not independent) non-resident entities where FDEI equity / shareholding relationship exists (e.g, head offices, branches, associate entities, subsidiaries). Note this would include **Trade Credits** if the transaction were between **affiliated** entities.

21. Trade Credits from / to Unaffiliated Entities

Trade credits are commercial credits extended by exporters to importers and prepayments made by importers to exporters. Trade Credits between **unaffiliated** entities are requested for in **Tables 3.1 and 3.2** for borrowings and **Tables 4.2 (Column B)** for lendings.

22. Other Claims other than Equity and Loans

These include **Deposits, Currency, Bonds, and Notes/ Money Market Instruments (Portfolio Debt)**

- a) **Deposits** are *transferable* (with unrestricted exchange on demand at par) in any currency and commonly used to make payments, or *other* (such as savings or time deposits). These are requested for in **Tables 3.3 for the foreign liabilities and in Table 4.4 for assets**.
- b) **Currency** consists of notes and coin in circulation, commonly used to make payments.

Bonds and Notes / Money Market Instruments (Portfolio Debt) are requested for in **Tables 3.3 for liabilities** especially for banks and Insurance companies **and Tables 4.3 (Column D) for assets**. They include bonds, debentures, commercial paper, promissory notes, certificates of deposit, and other tradable non-equity securities. Bonds and Notes are long-term with original maturities of more than one year. Money Market Instruments are short-term with original maturities of one year or less).

23. Investor Perceptions

Policy makers are concerned about improving the private sector environment in Uganda. As such, the questionnaire requests you to rate the effects of a number of factors, utility of different sources of information and any other issues not discussed in the questionnaire that are negatively affecting your business operations. This is requested for in **Part 5** for the current year position (2008).

Acknowledgement of receipt of questionnaire

I, _____ of _____
(Name of recipient) *(Name of entity)*

Acknowledge receipt of the Private Sector Investment Survey (PSIS-2008) questionnaire.

Title:

Signature:

Date & Stamp of your Company:

Interviewer:

Date for collection of
questionnaire and financial
statements

Thank you for receiving and accepting to fill the questionnaire.

This page should be filled-in by the person who is receiving the questionnaire on behalf of the entity at the time of delivery of this questionnaire by the interviewer. After it is signed, the interviewer should retain the original copy of this page.

QUESTIONNAIRE FOR SURVEY ON PRIVATE SECTOR INVESTMENT 2008

Issued under authority of the Investment Code (1991) Section 37, the Foreign Exchange Act (2004) Part 111 Section 9 (5) and the Uganda Bureau of Statistics Act (1998) Section 16

PART 1

General Information

(All respondents should complete Part 1 & 5, while for Parts 2,3 and 4, the filtering questions on Page 5 (Table 1.11) will guide you on which parts to fill)

1.1 Name, Contacts and other information

1.1a Entity Name: _____

1.1b Contact Person and Position _____

1.1c Alternative Contact Person and Position _____

1.1d Physical Address: _____ Postal Address: _____

Tel: _____ Fax: _____ E-mail: _____

Website: _____

1.1e Date of Commencement of Operation: _____

1.1f Investment License Number: _____

1.2 Shareholding Structure of the Entity as at 31st December 2006 and 31st December 2007.

Table 1.2: Shareholding Structure as at 31st December 2006 and 31st December 2007

Name of Share holder	Nationality	Country of Residence	Ownership Stake (% Shareholding)	
			31-12-2006	31-12-2007
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				

1.3 Entity Turnover for 2006 and 2007 in UShs

Please enter the total turnover of your entity for the years 2006 and 2007 in UShs.

Table 1.3: Total Turnover for the years 2006 and 2007 in UShs

	31 st December 2006	31 st December 2007
Total Turnover including Other Income		

1.4 Industrial Classification

Please tick in the box to indicate the Industrial Classification, and also enter the percentage contribution of the Industrial Classification on the turnover

Table 1.4: Industrial Classification (Sector)

Industrial Classification	Tick sector	% share contribution to entity's turnover
1. Agriculture, hunting, forestry and fishing		
1.1 Agriculture		
1.1a Floriculture		
1.1b Fruits and Vegetables		
1.1c Dairy and Dairy products		
1.1d Livestock		
1.1e Other Agriculture		
1.2 Hunting		
1.3 Forestry		
1.4 Fishing and Fish farming		
2. Mining and quarrying		
2.1 Mining		
2.2 Exploration		
2.3 Quarrying		
3. Manufacturing		
3.1. Agro-industry		
3.1a Edible oil		
3.1b Grain milling products		
3.1c Tobacco and tobacco products		
3.1d Cotton and Textiles		
3.1e Other Agro industry		
3.2 Food and beverages		
3.2a Beverages		
3.2b Other Food Products		
3.3. Machinery, motors & equipment		
3.3a Metal and metal products		
3.3b Electronics		
3.3c Other machinery		
3.4 Chemicals and petroleum		
3.4a Pharmaceuticals		
3.4b Manufacture of paints		
3.4c Manufacture of Soap		
3.4d Other Chemical Products		
3.5. Other manufacturing		
3.5a Leather and Footwear		
3.5b Paper and paper products		
3.5c Rubber and Plastic products		
3.5d Furniture and Fittings		
3.5e Other (specify)		
4. Electricity, gas and water		

4.1 Electricity		
4.2 Gas		
4.3 Water		
5. Construction		
5.1 Bricks and Tiles		
5.2 Cement, Lime and Plaster		
5.3 Building and Construction		
6. Wholesale & retail trade, & catering & accommodation services		
6.1 Wholesale		
6.2 Retail Trade		
6.3 Catering		
6.4 Accommodation Services		
7. Transport, storage & communication		
7.1 Transport		
7.2 Storage		
7.3 Posts and Tele-communication		
7.4 Computer and related activities		
8. Financing, insurance, real estate, Tourism & business services		
8.1 Banking		
8.2 Micro finance		
8.3 Insurance		
8.4 Real estate / property services		
8.5 Tourism		
8.6 Business services		
9. Community, social and personal services		
9.1 Health Care Services		
9.2 Education Services		
9.3 Security Services		
9.4 Other (specify)		
10. Activities not covered above (please specify)		

1.4.1 Entity's Activities (Describe activities your entity is involved in)

1.5 Actual employment as at 31st December 2006 and 31st December 2007 (enter exact numbers)

Please enter the exact number of employees for each nature of employment or category.

Table 1.5: Actual employment as at 31st December, 2006 and 31st December, 2007

Nature of Employment	2006				2007			
	Local		Foreign		Local		Foreign	
	Male	Female	Male	Female	Male	Female	Male	Female
Managerial/Supervisory								
Administrative/Accounts								
Skilled/Technical								
Unskilled/Casual								

1.6 Compensation of Employees for the years 2006 and 2007 in UShs

Please enter the values (in UShs) of compensation of employees for the years 2006 and 2007.

Table 1.6: Compensation of Employees during the years 2006 and 2007 in UShs

Type of Compensation	2006	2007
Salaries and Wages		
Fringe Benefits		
NSSF/Pension		
Directors Fees		
Other (specify)		

1.7 Actual Investment as at 31st December 2006 and at 31st December 2007 in UShs

Please enter the values (in UShs) of actual investment under each type of investment.

Table 1.7: Actual investment as at 31st December, 2006 and 31st December, 2007 in UShs

Type of investment	31 st December 2006	31 st December 2007
Land		
Building and Civil Works		
Plant and Machinery		
Vehicles		
Furniture and Fittings		
Pre- Start up Expenses		
Working Capital		
Work in progress		
Other (specify)		
Total		

1.8 Gains/Loss from Foreign Exchange and sales of Fixed Assets during 2006 and 2007.

Please enter the other items as requested for in UShs..

Table 1.8: Gains/Loss from Foreign Exchange and sales of Fixed Assets during the years 2006 and 2007 in UShs.

Item	2006	2007
Gain/Loss in Foreign Exchange		
Gain/Loss on the sale of Fixed Assets		

1.9 Net profit/Loss, Dividends and Retained Earnings during 2006 and 2007

Please enter the values (in UShs) of the net profit/dividends/retained earnings.

Table 1.9 Net Profits/Loss, Dividends and Retained Earnings during 2007 and 2006 in UShs

No.	Item	2006	2007
1.	Net profit/loss (after tax) for the year		
2.	Total dividends declared for the year		
3.	Total dividends paid / profits remitted during the year		
4.	Total retained earnings for the year		

1.10 Corporate Social Responsibility during 2006 and 2007 in US\$

Table 1.10: Please enter the value of the activities you performed (where applicable)

No.	Item	Amount Spent (Ushs)	
		2006	2007
1	Education		
2	Health and welfare		
3	Safety and Security		
4	Arts and Culture		
5	Sports Development		
6	Environment		
7	Water		
8	Road		
9	Religious		
10	Other (Specify)		
	Total		

1.11 Which parts (2 or 3 or 4) of this questionnaire are relevant to you?

The table below provides filtering questions that will help you decide the parts to answer, please tick in the appropriate box.

Table 1.11: Filtering Questions (FQ)

Filtering Questions (FQ)		Yes	No
FQ1	Do <u>non-resident</u> entities, governments or individuals hold shares (equity) in your entity? If yes, please complete Tables 2.1, and 2.2.		
FQ2	Does your entity borrow from <u>non-resident</u> entities/individuals or have outstanding loan commitments? If yes, please complete Tables 3.1 and 3.2		
FQ3	Do <u>non-resident</u> entities, governments or individuals have any other monetary claims against your entity other than shares and loans? If yes, please complete Table 3.3.		
FQ4	Does your entity own shares (equity) in <u>non-resident</u> entities? If yes, please complete Table 4.1.		
FQ5	Has your entity lent money to <u>non-resident</u> entities or individuals or has unpaid amounts outstanding? If yes, please complete Tables 4.2 and 4.3.		

NB: If you ticked 'no' for every question, please proceed to part 5 (investor perception)

PART 2

Foreign Equity Investment (shares) in This Entity (Liabilities)

Methods of Estimating Market Value

Please indicate (by ticking) the method(s) used in estimating the market value of equity. Indicate also the person carrying out the estimation of the market value of equity.

Table 2.0 (a): Methods of Estimating Market Value

No.	Method	Tick (✓)
1.	Valuation Approach	
2.	Income	
3.	Stock exchange/securities	
4.	Net Asset Value	
5.	Other Valuation approach (specify)	

Table 2.0 (b): Estimation carried out by

No.	Title	Tick (✓)
1.	CEO	
2.	Director	
3.	Accountant	
4.	Finance Manager	
5.	Auditor	

Please complete this PART if your entity in Uganda had non-resident shareholders during 2006 and 2007.

Report all values in units and in US\$hs. See item 4 of the Instructions on Page v.

2.1 Equity (10% or more) held in your entity by non-residents as at end-2006 and end-2007 and associated transactions during 2006 and 2007.

Please complete this section if non-resident entities hold 10% or more shares in your entity:

In the **Table 2.1**, please enter aggregate data by country, for all non-resident entities each owning 10% or more of the equity or equivalent voting rights in your entity (Foreign Direct Equity Investment).

To ensure we do not have to get back to you for clarification, enter N/A where the question is not applicable.

Table 2.1 Equity held in your entity by non-residents (each owning 10% or more) and transactions in US\$hs

No.	Item	Amounts in US\$hs	
1.	Country of residence/ International Organisation		
2.	Purchases of shares by non-residents in your entity during 2006		
3.	Sales of shares by non-residents in your entity during 2006		
4.	Other Equity Transaction during 2006♣		
5.	Book Value of Equity as at 31st December 2006:		
	O/w:	Paid-up Share Capital:	
		Share Premium:	
		Accumulated Retained earnings	
		Revaluations:	
	* Others:		
6.	Estimated Market Value of Equity at 31 st December 2006		
7.	Purchases of shares by non-residents in your entity during 2007		
8.	Sales of shares by non-residents in your entity during 2007		
9.	Other Equity Transaction during 2007♣		
10.	Book Value of Equity as at 31st December 2007:		
	O/w:	Paid-up Share Capital:	
		Share Premium:	
		Accumulated Retained earnings	
		Revaluations:	
	* Others:		
11.	Estimated Market Value of Equity at 31 st December 2007		

♣ These should include any transactions related to: new equity issues (Greenfield investment), rights issue of shares, net value from mergers and acquisitions and additional capital contribution by share holders.

* Others - any other equity component e.g. un remitted dividends, equity swaps etc

NB: In case you have more than three countries investing in your entity please provide data on separate page(s) or sheet(s)

2.2 Equity (less than 10%) held in your entity by non-residents as at end-2006 and end-2007 and associated transactions during 2006 and 2007.

Please complete this section if non-resident entities or individuals hold less than 10% equity in your entity:

- In the **Table 2.2**, please enter aggregate data by country, for all non-resident entities each owning less than 10% of the shares or equivalent voting rights in your entity (Foreign Portfolio Equity Investment).

To ensure we do not have to get back to you for clarification, enter N/A where the question is not applicable.

Table 2.2 Equity held in your entity by non-residents (each owning less than 10%) and transactions in US\$

No.	Item	Amounts in US\$		
1.	Country of residence/ International Organisation			
2.	Purchases of shares by non-residents in your entity during 2006			
3.	Sales of shares by non-residents in your entity during 2006			
4.	Other Equity Transaction during 2006♣			
5.	Book Value of Equity as at 31st December 2006:			
	<i>O/w:</i>			
	<i>Paid-up Share Capital:</i>			
	<i>Share Premium:</i>			
	<i>Accumulated Retained earnings</i>			
	<i>Revaluations:</i>			
	<i>* Others:</i>			
6.	Estimated Market Value of Equity at 31 st December 2006			
7.	Purchases of shares by non-residents in your entity during 2007			
8.	Sales of shares by non-residents in your entity during 2007			
9.	Other Equity Transaction during 2007♣			
10.	Book Value of Equity as at 31st December 2007:			
	<i>O/w:</i>			
	<i>Paid-up Share Capital:</i>			
	<i>Share Premium:</i>			
	<i>Accumulated Retained earnings</i>			
	<i>Revaluations:</i>			
	<i>* Others:</i>			
11.	Estimated Market Value of Equity at 31 st December 2007			

♣ These should include any transactions related to: new equity issues (Greenfield investment), rights issue of shares, net value from mergers and acquisitions and additional capital contribution by shareholders.

* Others - any other equity component e.g. unremitted dividends, equity swaps etc

NB: In case you have more than three countries investing in your entity please provide data on separate page or sheet

PART 3

Non-Equity Liabilities from Non-Residents (Refer to page 11 for the Asterisk explanation)

3.0 Borrowings from non-resident by your entity

Please complete **Tables 3.1 and 3.2** for long-term and short-term debt (including any arrears) respectively, if your entity borrows from non-resident entities, individuals or organizations (external borrowings).

- **Exclude domestic (resident-to-resident) borrowings in both foreign and local currencies.**
- To ensure we do not trouble you for clarification, enter N/A where not applicable.
- In case of recipient sector specify the sector using options provided on pages 2 and 3 of this questionnaire *i.e. Table 1.4.*

3.1 Long-term External Borrowings

Long-term borrowing constitutes borrowing with original maturity of 12 months or more. Please supply **total outstanding balances** for the years as at end-December 2006 and 2007 and **transactions** during the years 2006 and 2007 for each individual loan **in the currency contracted**.

Table 3.1: Long-term External Borrowing from Non-Residents (Maturity period of 12 months or more)*

No	Particulars	Loan No.1	Loan No.2	Loan No.3	Loan No.4
1.	Creditor Institution Group*				
2.	Credit Type**				
3.	Recipient Industrial Classification ⁴				
4.	Guarantee Status***				
5.	Creditor Country/International Organization				
6.	Others (Specify)				
7.	Purpose of Borrowing****				
8.	Loan Currency				
9.	Total Loan Amount				
10.	Date of Agreement				
11.	Disbursement method				
12.	Date of First disbursement				
13.	Date of Last disbursement				
14.	Principal payment method *****				
15.	Payment installments (yearly)				
16.	First Principal Payment Date				
17.	Last Principal Payment Date				
18.	Interest rate				
19.	Days in interest year				
20.	Opening balance as at 1st January 2006[✓]				
	O/w:				
	Balance of Principal				
	Balance of Principal Arrears				
	Balance of Interest Arrears				
21.	External borrowings ² received from Non-Residents during 2006 (Disbursements)				
22.	External borrowings ³ paid to Non-Residents during 2006 (Principal Repayments)				
23.	Principal arrears created during 2006				
24.	Principal arrears paid during 2006				
25.	Interest due and paid during 2006				
26.	Interest arrears created during 2006				
27.	Interest arrears paid during 2006				

* If you have more than 3 (three) loans, request the interviewer to provide more recording sheet.

✓ Not applicable if a loan was contracted after 31st December 2006.

28.	Other transactions during 2006 (debt forgiveness, re-scheduling, write-off, debt/equity swaps etc) Please specify...				
29.	Fees paid in 2006 O/w:				
	▪ Commitment fees				
	▪ Mobilisation fees				
	▪ Penalty interest				
30.	Outstanding balance as at 31st Dec 2006⁴				
	O/w:	<i>Balance of Principal</i>			
		<i>Balance of Principal Arrears</i>			
		<i>Balance of Interest Arrears</i>			
31.	External borrowings ² received from Non-Residents during 2007 (Disbursements)				
32.	External loans ³ paid to Non-Residents during 2007 (Principal Repayments)				
33.	Principal arrears created during 2007				
34.	Principal arrears paid during 2007				
35.	Interest due and paid during 2007				
36.	Interest arrears created during 2007				
37.	Interest arrears paid during 2007				
38.	Other transactions during 2007 (debt forgiveness, re-scheduling, write-off, debt/equity swaps etc) Please specify...				
39.	Fees paid in 2007 O/w:				
	▪ Commitment fees				
	▪ Mobilisation fees				
	▪ Penalty interest				
40.	Outstanding balance as at 31st Dec 2007				
	O/w:	<i>Balance of Principal</i>			
		<i>Balance of Principal Arrears</i>			
		<i>Balance of Interest Arrears</i>			

*... See Notes on Page 11

¹All bold fields are mandatory

²In case the terms of the loan change during the period under review please provide data on separate page or sheet

³Disbursements received from the creditor.

³Repayments to the creditor

⁴Same as in Table 1.4

3.2 Short-term External Borrowings (Maturity period of less than 12 Months)

Short-term borrowings (including Suppliers credit) are any borrowings with original maturity of less than 12 months. Please supply *total short-term outstanding balances* for the years to end-December 2006 and 2007, and associated *transactions* during 2006 and 2007 for each individual loan **in the currency contracted**.

Table 3.2 Short-term External Borrowings (Maturity of less than 12 months)¹

No	Particulars	Loan No.1	Loan No.2	Loan No.3	Loan No.4
1.	Creditor Institution Group*				
2.	Credit Type**				
3.	Recipient Industrial Classification ⁴				
4.	Guarantee Status***				
5.	Creditor Country/International Organization				
6.	Purpose of Borrowing****				
7.	Loan Currency				
8.	Total Loan Amount				
9.	Date of Agreement				
10.	Disbursement method				
11.	Date of First disbursement				
12.	Date of Last disbursement				
13.	Principal payment method *****				

* Not applicable if loan was contracted in 2007

14.	Payment installments (yearly)				
15.	First Principal Payment Date				
16.	Last Principal Payment Date				
17.	Interest terms*****				
18.	Interest rate				
19.	Days in interest year				
20.	Opening balance as at 1st January 2006				
	O/w:	<i>Balance of Principal</i>			
		<i>Balance of Principal Arrears</i>			
		<i>Balance of Interest Arrears</i>			
21.	External borrowings ² received from Non-Residents during 2006 (Disbursements)				
22.	External borrowings ³ paid to Non-Residents during 2006 (Principal Repayments)				
23.	Principal arrears created during 2006				
24.	Principal arrears paid during 2006				
25.	Interest due and paid during 2006				
26.	Interest arrears created during 2006				
27.	Interest arrears paid during 2006				
28.	Other transactions during 2006 (debt forgiveness, re-scheduling, write-off, debt/equity swaps etc) Please specify...				
29.	Other fees paid in 2006 O/w:				
	▪ Commitment fees				
	▪ Mobilisation fees				
	▪ Penalty interest				
30.	Outstanding balance as at 31st Dec 2006				
	O/w:	<i>Balance of Principal</i>			
		<i>Balance of Principal Arrears</i>			
		<i>Balance of Interest Arrears</i>			
31.	External borrowings ² received from Non-Residents during 2007 (Disbursements)				
32.	External loans ³ paid to Non-Residents during 2007 (Principal Repayments)				
33.	Principal arrears created during 2007				
34.	Principal arrears paid during 2007				
35.	Interest due and paid during 2007				
36.	Interest arrears created during 2007				
37.	Interest arrears paid during 2007				
38.	Other transactions during 2007 (debt forgiveness, re-scheduling, write-off, debt/equity swaps etc) Please specify...				
39.	Fees paid in 2007 O/w:				
	▪ Commitment fees				
	▪ Mobilisation fees				
	▪ Penalty interest				
40.	Outstanding balance as at 31st Dec 2007				
	O/w:	<i>Balance of Principal</i>			
		<i>Balance of Principal Arrears</i>			
		<i>Balance of Interest Arrears</i>			

*... See Notes on Page 11

¹In case the terms of the loan change during the period under review please indicate data on separate page or sheet

² Disbursements received from the creditor.

³ Repayments to the creditor

⁴ Same as in *Table 1.4, Page 2*

EXPLANATORY NOTES FOR PARTS WITH ASTERISK IN TABLE 3.1 FOR EXTERNAL BORROWINGS FROM NON-RESIDENTS

<p>* CREDITOR INSTITUTION GROUP</p> <ul style="list-style-type: none"> a) Commercial Banks b) Other Financial Institutions. c) Parent Company d) Subsidiary e) Other related companies f) Supplies/Buyers g) International Organisations (IO) h) Syndicate 	<p>** CREDIT TYPE</p> <ul style="list-style-type: none"> a) Borrowing from related companies b) Trade credits c) Bonds and notes d) All other borrowing
<p>*** GUARANTEE STATUS</p> <ul style="list-style-type: none"> a) State-Owned Overseas Commercial Bank b) Parent Entity c) Local Private Comm. Bank d) Overseas Private Comm. Bank e) Government f) International Organisations (IO) 	<p>**** PURPOSE</p> <ul style="list-style-type: none"> a) Financing of Project b) On-lending c) Services d) Multiple Purpose e) Leasing f) Import of Raw Materials g) Import of Machinery h) Other Imports i) Working Capital/Bridging j) Finance Capital Increase or Contribution
<p>***** METHOD OF PRINCIPAL PAYMENT</p> <ul style="list-style-type: none"> a) Equal Principal Payment (monthly or half-yearly or yearly) b) Annuity c) Proportional <p>Unequal Payments (please provide details separately, stating dates and amount)</p>	

3.3 Other Claims by non-residents other than equity and borrowings in the currency contracted.

Other claims by non-residents may include namely; management fees, financial derivative, custody accounts, administered fund, franchise, currency and deposit money, bonds and notes, money market instruments etc. held by your entity.

Please complete this question if non-resident entities or individuals have other claims on your entity other than shares and external borrowings covered in Table 3.1 and 3.2.

Table 3.3: Other Claims by non-residents other than shares and External borrowings in the currency contracted.

Item		Claims by non-residents in your entity		
1.	Type of claim (namely; management fees, financial derivative, custody a/c, administered fund, franchise, currency and deposit money, bonds and notes, money market instruments etc.)			
2.	Currency (e.g. UShs, US\$, Euro (€), GBP(£) etc.)			
3.	Creditor Country / International Organization of counterpart			
4.	Opening balance as at 1st January 2006			
5.	Value of Liability received from non-residents in your entity during 2006			
6.	Settled liabilities during 2006			
7.	Value as at 31 December 2006			
8.	Value of Liability received from non-residents in your entity during 2007			
9.	Settled liabilities during 2007			
10.	Value as at 31 December 2007			

PART 4

Investment (Assets) Abroad by this Entity

Methods of Estimating Market Value

Please indicate (by ticking) the method(s) used in estimating the market value of equity. Indicate also the person carrying out the estimation of the market value of equity.

Table 4.0 (a): Methods of Estimating Market Value

No.	Method	Tick (✓)
1.	Valuation Approach	
2.	Income	
3.	Stock/ Securities market	
4.	Net Asset Value	
5.	Other (<i>specify</i>)	

Table 4.0 (b): Estimation carried out by

No.	Title	Tick (✓)
1.	CEO	
2.	Director	
3.	Accountant	
4.	Finance Manager	
5.	Auditor	

4.1 Holdings of shares by your entity in non-resident entities

Please complete Table 4.1 as follows:

- In **Column A**, please enter aggregate data for your holdings of shares in non-resident entities that are each 10% or more.
- In **Column B**, please enter aggregate data for your holdings of shares in non-resident entities that are each less than 10%.
- To ensure we do not have to get back to you for clarification, enter *N/A* where not applicable.

Table 4.1 Holdings of equity by your entity in non-resident entities equivalent in US\$.

No.	Item	Equity held by your entity	
		A. Holdings (each 10% or more)	B. Holdings (each less than 10%)
1.	Country of investment *		
2.	Purchases of shares in non-resident entities by your entity during 2006		
3.	Sales of shares in non-resident entities during 2006		
4.	Book value of equity as at 31st December 2006		
	<i>O/w:</i>	<i>Paid-up Share Capital:</i>	
		<i>Share Premium:</i>	
		<i>Accumulated Retained earnings</i>	
		<i>Revaluations:</i>	
		<i>* Others:</i>	
5.	Estimated market value of shares at 31 December 2006		
6.	Purchases of shares in non-resident entities by your entity during 2007		
7.	Sales of shares in non-resident entities during 2007		
8.	Book value of equity as at 31st December 2007		
	<i>O/w:</i>	<i>Paid-up Share Capital:</i>	
		<i>Share Premium:</i>	
		<i>Accumulated Retained earnings</i>	
		<i>Revaluations:</i>	
		<i>* Others:</i>	
9.	Estimated market value of shares at 31 December 2007		

* In case you hold equity in more than one country please provide data on separate page or sheet to be provided by the interviewer.

4.2 Lendings to Non-Residents / Holding of Assets abroad by Your Entity

Please complete the table below if your entity lent to non-resident entities or held assets abroad during 2006 and 2007.

Table 4.2 Lendings to non-residents / Long-term Holdings of Deposits abroad (equivalent in US\$.)

Long-Term lending (with original maturity of 12 months or more)		DEBTOR INSTITUTION GROUP					
		A. Lending to Entities (or branches) in which you hold 10% or more equity (excluding trade credits to affiliates)	B. Trade credits to affiliates	C. Currency and Deposits	D. Bonds and Notes	E. Trade Credits to un-affiliated entities	F. All Other Lending
1.	Recipient Country *						
2.	Outstanding balance as at 1st Jan 2006						
	O/w:	Balance of Principal					
		Balance of Principal Arrears					
		Balance of Interest Arrears					
3.	External lendings/holdings with Non-Resident entities during 2006						
4.	Tenure of lending**						
5.	External loans/holdings re-paid by Non-Resident entities during 2006						
6.	Principal arrears received during 2006 from non resident entities						
7.	Principal arrears created during 2006 by non resident entities						
8.	Interest due and received during 2006 from non resident entities						
9.	Interest arrears received during 2006 from non resident entities						
10.	Interest arrears created during 2006 by non resident entities						
11.	Outstanding balance as at 31st Dec 2006						
	O/w:	Balance of Principal					
		Balance of Principal Arrears					
		Balance of Interest Arrears					
12.	External lendings/holdings to Non-Resident entities during 2007						
13.	External lendings/holdings repaid by Non-Resident entities during 2007						
14.	Principal arrears received during 2007 from non resident entities						
15.	Principal arrears created during 2007 by non resident entities						
16.	Interest due and received during 2007 from non resident entities						
17.	Interest arrears received during 2007 from non resident entities						
18.	Interest arrears created during 2007 by non resident entities						
19.	Outstanding balance as at 31st Dec 2007						
	O/w:	Balance of Principal					
		Balance of Principal Arrears					
		Balance of Interest Arrears					

* In case the entity lent to non-residents in more than one country please provide data on separate page or sheet

** Short term in case the maturity period of the asset is less than 12 months otherwise it should be considered long-term.

4.3 Other Claims on non-residents other than equity and borrowings in the currency contracted.

Other claims by non-residents may include namely; management fees, financial derivative, custody accounts, administered fund, franchise, currency and deposit money, bonds and notes, money market instruments etc. held by your entity.

Please complete this question if you have other claims on non-resident entities or individuals other than shares and external borrowings covered in Table 4.2

Table 4.3: Other Claims on non-residents other than shares and borrowings (loans) in the currency contracted.

Item		Claims on non-residents by your entity		
1.	Type of claim (namely; management fees, financial derivative, custody a/c, administered fund, franchise, currency and deposit money, bonds and notes, money market instruments etc.)			
2.	Currency (e.g. UShs, US\$, Euro (€), GBP(£) etc.)			
3.	Residence/ International Organization of counterpart			
4.	Outstanding balance as at 1st January 2006			
5.	Value of Liability received by non-residents from your entity during 2006			
6.	Settled liabilities during 2006			
7.	Value as at 31 December 2006			
8.	Value of Liability received by non-residents from your entity during 2007			
9.	Settled liabilities during 2007			
10.	Value as at 31 December 2007			

PART 5 Investor Perceptions

(All respondents should complete this part)

Instructions for Questions in Table 5.1 – 5.4

In tables 5.1 – 5.4 please rate the effect (on your business activities) of each factor on a scale of -2 to +2 where:
+2 = “Strong positive effect”, +1 = “Limited positive effect”, 0 = “No effect”, -1 = “Limited negative effect” and
-2 = “Strong negative effect”

Please indicate your rating in the space provided ()

Table 5.1 Effect of Economic and financial factors to your business entity

Factor		Rating 2008
5.1.1	Domestic market size	()
5.1.2	Smuggling	()
5.1.3	Corruption	()
5.1.4	Competition with imports	()
5.1.5	Access to international markets	()
5.1.6	Corporate tax	()
5.1.7	Income tax	()
5.1.8	Customs and excise duty	()
5.1.9	Interest rates	()
5.1.10	Exchange rates	()
5.1.11	Inflation	()
5.1.12	Access to local business finance/credit	()
5.1.13	Access to international finance	()
5.1.14	Access to regional business finance	()
5.1.15	Others (specify)	()

Table 5.2 Efficiency and cost of the following support services

Factor		Rating 2008	
		Efficiency	Cost
5.2.1	Electricity	()	()
5.2.2	Road transport	()	()
5.2.3	Railway transport	()	()
5.2.4	Water transport	()	()
5.2.5	Air transport	()	()
5.2.6	Postal Services	()	()
5.2.7	Telecommunication	()	()
5.2.8	Internet	()	()
5.2.9	Customs Services	()	()
5.2.10	Internal Revenue Services	()	()
5.2.11	Insurance Services	()	()
5.2.12	Banking Services	()	()
5.2.13	Water Supply	()	()
5.2.14	Immigration Services/ Work permits	()	()
5.2.15	Municipal Services (garbage, sewerage etc)	()	()
5.2.16	Legal Services	()	()
5.2.17	Licenses/ Permit Fees	()	()
5.2.18	Others (specify)	()	()

Table 5.3 Effect of Labour, Environmental and health factors to your business activities

Factor		Rating
		2008
5.3.1	Restrictions regarding hiring expatriates	()
5.3.2	Staff turnover	()
5.3.3	Wage levels	()
5.3.4	Availability of skilled labour locally	()
5.3.5	Cost of skilled labour	()
5.3.6	Productivity of skilled labour	()
5.3.7	Productivity of unskilled labour	()
5.3.8	Cost of un skilled labour	()
5.3.9	NSSF/Pension contribution	()
5.3.10	Malaria	()
5.3.11	AIDS	()
5.3.12	Other Diseases (specify)	()

Table 5.4 Efficiency of Regulatory and Other government agencies to your business activities

Factor		Rating
		2008
5.4.1	Electricity Regulatory Authority	()
5.4.2	Uganda National Chamber of Commerce	()
5.4.3	Privatization Unit	()
5.4.4	Uganda National Bureau of Standards	()
5.4.5	Uganda Revenue Authority	()
5.4.6	Department of Immigration	()
5.4.7	Legal System	()
5.4.8	National Environmental Management Authority (NEMA)	()
5.4.9	Local Authorities e.g. KCC	()
5.4.10	Parliament	()
5.4.11	Uganda Investment Authority	()
5.4.12	Uganda Registration Services Bureau	()
5.4.13	Bank Of Uganda	()
5.4.14	Uganda Manufactures Association	()
5.4.15	Judicial Services	()
5.4.16	Uganda Communications Commission	()
5.4.17	Uganda Bureau of Statistics	()
5.4.18	Other (specify)	()

Table 5.5. Please indicate the direction of your investment in Uganda in the next 3 years.

In this Table 5.5 please indicate the direction of your investments in Uganda in the next three years of each aspect on a scale of -1 to +1 where:

+1 = “Expand”, 0 = “Maintain” and -1 = “Scale Down”

Please enter your score on each aspect in the space provided ()

Aspect		Score
5.5.1	Diversify in other sectors	()
5.5.2	Diversify range of product and services	()
5.5.3	Staff Training	()
5.5.4	Recruitment of nationals	()
5.5.5	Recruitment of expatriates	()
5.5.6	Gender balance	()
5.5.7	Investment in Technology	()
5.5.8	Import of Capital goods	()
5.5.9	Export of the products	()
5.5.10	Improvement of existing facilities	()
5.5.11	Mergers and Acquisition	()
5.5.12	Construction of New Building and Structure	()
5.5.13	Others (specify)	()

Table 5.6 On a scale of 1 – 3 please rate the usefulness of the listed sources of information in your investment decisions where:

+2 = “Very useful”, +1 = “Quite useful” and 0 = “Not useful”

Please enter your score on each source in the space provided ()

Source /Utility		Rating
5.6.1	Local and regional media	()
5.6.2	International medial	()
5.6.3	Internet	()
5.6.4	Government agency/ publications	()
5.6.5	Donor and International agencies	()
5.6.6	Business associates	()
5.6.7	Competitors	()
5.6.8	Word of mouth	()
5.6.9	Workshops, conferences, trade fairs and international seminars	()
5.6.10	Other (specify)	()

5.7 Please indicate below any issue not discussed in this questionnaire that you may wish to bring to the attention of policy makers.

Once again we wish to assure you that the information you have provided will be treated with strict confidentiality.

Kindly certify this information.

Name: _____

Address: _____

Signature: _____ Date: _____ Stamp: _____

THANK YOU FOR YOUR COOPERATION AND FOR PROVIDING YOUR FINANCIAL STATEMENTS.

FOR OFFICIAL USE

Name of Interviewer: _____ Signature: _____ Date: _____

General remarks / comments

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.....