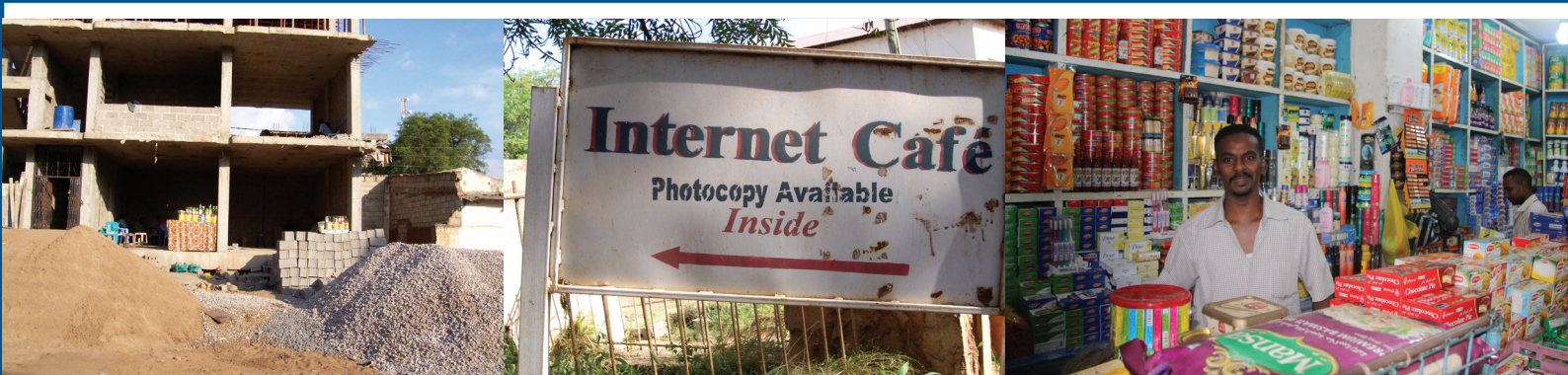




National Bureau of Statistics (NBS)

South Sudan Business Survey 2010



Business Survey 2010
Report on the ten state capitals
South Sudan

Data Source

The information provided in this report is from the Business Survey (BS) conducted by Southern Sudan Centre for Census, Statistics and Evaluation (SSCCSE). After independence, SSCCSE has changed its name to the National Bureau of Statistics. The NBS retain full ownership and responsibility for the information provided in this report and should be contacted directly for further information on the provided datasets.

Mapping data source and references

Mapping Data Source: Digitized boundaries from Anglo-Egyptian topographic maps and University of Bern Centre for Development and Environment (CDE).

States and Counties boundaries; SSCCSE version 2, 5th Sudan Population and Housing Census.

Reference: Geographic Coordinate System, world Geographic System GCS_WGS_1984.

Datum: D_WGS_1984

Disclaimer

The administrative boundaries in the maps in this report are the boundaries used for the 2008, 5th Sudan Population and Housing Census. The boundaries are used for Census and Statistical purposes only. It does not imply acceptance or recognition by the government of South Sudan. Abyei boundary is from the permanent court of arbitration ruling 2009.

Preface

The National Bureau of Statistics (NBS) is very pleased to be able to release *Business Survey 2010: Report on the Ten State Capitals*. The 2010 Business Survey (BS), conducted in October-November 2010, was the first ever official enterprise survey conducted in South Sudan. It covered businesses in all sectors in the ten state capitals in South Sudan, asking questions on ownership, employment, income and sales, costs, investment decisions, business environment and payment of taxes. This report contains tables from all sections of the survey, giving the clearest available picture of business in the ten state capitals.

This information contained in this report is a vital input into planning the development and diversification of South Sudan's economy. It will enable policy-makers to identify areas of potential private sector development, which is important as South Sudan struggles to diversify its economy and move away from reliance on oil exports. It also important for us at the NBS in our continuing process of improving the estimates of Gross Domestic Product (GDP) for South Sudan.

The report gives a clear impression of the business environment in the ten state capitals of South Sudan. Business in the ten state capitals is dominated by the wholesale and retail trade, with little production of goods. Juba accounts for around a third of all businesses. Most businesses are very small, having only 2 or fewer employees and most were founded very recently.

This survey is a baseline, and must be repeated regularly for the government to be able to monitor progress. It is also only one part of the picture of economic activity in South Sudan. Since the survey covered only formal businesses in the state capitals, it omitted important urban centres and all rural areas, and excluded agriculture and other household-based economic activity entirely. A full understanding of economic activity will only be possible with an improvement in administrative data collection on businesses by other government ministries and a comprehensive baseline survey on agricultural activity in South Sudan. My staff are working tirelessly to achieve these goals.

I would like to thank Statistics Norway for their financial and technical support to the National Bureau of Statistics in implementing the 2010 Business Survey, and in producing this report.

I hope that the information contained in this report will be useful to you, the users of our data. As always, we would be grateful to receive your feedback on this publication as we continue to improve the range, quality and accessibility of the statistics we produce.



Isaiah Chol Aruai
Chairperson
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Definitions

Annual Annual reflects the last 12 months before the survey (and not the calendar year). The survey was in the field in October 2010.

Co-operative Business organization owned and operated by a group of individuals for their mutual benefit

Costs Value of the goods and services consumed as inputs by a process of production. Salaries not included.

Employee An individual who works for a business. Employees may be paid in cash or in kind, or may be unpaid. They may work full-time or part time. They may have signed a contract with the business or be employed informally on a day-by-day basis. An owner who also works at the business should be classified as an employee.

Exports Goods/services sold to non-residents of South Sudan.

Formal Business Business with a name and fixed premises

General Partnership Business organization wholly owned by two or more partners, who are all personally liable for any legal actions and debts the company may face. It is a partnership in which partners share equally in both responsibility and liability, and each partner has a right to take part in the management of the partnership.

Goods Goods are physical, produced objects for which a demand exists, over which ownership rights can be established and whose ownership can be transferred from one institutional unit to another by engaging in transactions on markets.

Import Goods/services bought by a business in South Sudan from a business or individual that is not a resident of South Sudan.

Income tax Tax paid as percentage of the income in the business)

Investments Expenditure made to in order to produce more goods/services or produce goods/services more efficiently e.g. purchase of new machinery, expansion in number of rooms in a hotel

Limited Partnership Business organization with one or more *general partners*, who manage the business and assume legal debts and obligations, and one or more *limited partners*, who are liable only to the extent of their investments. Limited partners also enjoy rights to the partnership's cash flow, but are not liable for company obligations, and have no right to take part in the management.

Lump sum tax fixed sum tax, paid independent of income or sales.

Payroll tax Tax as percentage of salaries paid to employees.

Private Company Company whose shares are not traded on the open market.

Public Company Company which has issued securities through an offering, and which are now traded on the open market.

Salaries Payment made to workers at a business. Salaries can be paid in cash or in kind. Salaries cover all types of remuneration to the worker, including basic salary, allowances, pension contributions, health insurance coverage, transportation etc.

Sales tax Tax on the value of the sales in the business. It is usually a percentage of total sales

Services The result of a production activity that changes the conditions of the consuming units, or facilitates the exchange of products or financial assets.

Shocks A shock is a sudden unexpected event with a negative impact on the business.

Sole proprietorship A business structure in which an individual and his/her company are considered a single entity for tax and liability purposes. A sole proprietorship is a company which is not registered with the state as a limited liability company or corporation.

Stakeholder An individual who has a 'stake' in the business. A stakeholder should have provided some of the start-up capital, and have a share of any profits the business makes.

Value added tax (VAT) is a tax a tax on the value added by the business. Usually it is a percentage tax on the sales of goods or services sold by the business.

1 Executive Summary

The Business Survey fieldwork was conducted in October and November 2010, and covered all sectors in the ten state capitals in South Sudan¹. The total number of businesses was 7,209², of which 2,000 businesses were enumerated. The survey shows a business setting dominated by the wholesale and retail sector and concentrated in the capital city, Juba. Most businesses were very small, with few stakeholders and employees, very unlikely to export, and most were established very recently. Key findings include:

- More than a third of all businesses in the ten state capitals were located in Juba
- 70 percent of all businesses operated in the wholesale and retail trade, with hotels and restaurants accounting for another 14 percent of the total
- 57 percent of all businesses kept a written account
- Two thirds of all businesses were founded in 2008 or later
- The total number of stakeholders was 12,635 with an average of 1.8 stakeholders per business; 72 percent of them had Sudanese citizenship
- The total number of employees was 19,614, an average of 2.7 per business. Females accounted for 23 percent of the total and 70 percent had Sudanese citizenship
- Total annual salaries were 196 million SDG and average wage per employee was 9,972 SDG
- Total annual sales were 750 million SDG, with wholesale and retail trade making up 54 percent of this
- Total annual costs (excluding salaries) amounted to 495 million SDG
- 1 percent of businesses exported goods/services to outside South Sudan
- 45 percent of all businesses imported goods/services from outside South Sudan. (North) Sudan and the East African community were the most important counterparts
- Total annual investments in fixed assets were 83 million SDG and total stocks had a value of 133 million SDG
- Most businesses were optimistic concerning the near future, expecting growth and increased demand for output
- Access to electricity was considered the biggest problem among businesses
- Of shocks experienced, theft was the most common
- 89 percent of all businesses paid taxes, most of them on an annual basis.

¹ This survey took place in the ten southern states of Sudan in 2010, before Sudan was divided into two countries. In the report we have used the name as an independent state, South Sudan, for the area. The currency used, SDG, is the currency from before the divide and "Sudanese" in questions about citizenship includes both North and South Sudanese.

² This number is the weighted sample size. It differs from the total number of businesses listed (7,333). The full listing of businesses was done in July 2010. The collection of data from the sample took place in October the same year. The time-gap is the major reason for the differences.

2 Background

The Republic of South Sudan gained its independence on July 9, 2011 after an historic referendum on self-determination on January 9, 2011, when people of the region voted overwhelmingly for separation from Sudan.

The Republic of South Sudan is located in the Sahel region of northeast Africa. It borders on Ethiopia to the east, Kenya to the south east, Uganda to the south, the Democratic Republic of the Congo to the south west, the Central African Republic to the west and Sudan to the North. South Sudan lies at a latitude of between 3° and 13° N and a longitude of between 24° and 36° E. The Republic of South Sudan's capital city is Juba, in Central Equatoria State, the largest city in the country.

The population of South Sudan was 8.26 million in the 2008 Census. The population is predominantly rural, with 83 percent living in rural areas³ and 78 percent depending on crop farming or animal husbandry as their main source of livelihood.⁴ Gross Domestic Product in 2010 was 30 billion SDG and GNI was 19 billion SDG.⁵ GDP per capita of South Sudan in 2010 was SDG 3,564, equivalent to USD 1,546, higher than its East African neighbours Kenya and Uganda. The relatively high GDP per capita figures can largely be explained by oil production. Exports of oil amounted to 71% of the total GDP in 2010. Oil exports also drove government spending. There are significant flows of foreign assistance, with donor flows accounting for almost ten percent of GDP in 2010.

³ *Southern Sudan Counts: Tables from the 5th Population and Housing Census* (NBS 2011)

⁴ *National Baseline Household Survey 2009: Report for South Sudan* (NBS 2012)

⁵ *South Sudan Statistical Yearbook 2011* (NBS 2012)

3 Basic characteristics of the business population

This chapter describes some basic characteristics of the business population in the ten state capitals, showing numbers of businesses by town, industry and date of establishment. The chapter shows that businesses were concentrated heavily in Juba and dominated by the wholesale and retail sector. Most businesses were recently established. This chapter also presents data concerning availability of written accounts, since this is likely to affect the reliability of the information provided.

Table 3-1: Number of businesses by industries and state capitals

<i>State</i>	<i>Production of Goods</i>	<i>Wholesale and Retail Trade</i>	<i>Hotels and Restaurants</i>	<i>Other Service Activities</i>	<i>Total</i>
Total	225	5,021	1,045	918	7,209
Malakal	69	590	148	85	893
Bor	2	189	42	19	252
Bentiu	1	224	30	47	302
Kuajok	0	326	72	36	434
Aweil	1	393	88	39	521
Wau	13	872	106	107	1,099
Rumbek	1	343	71	71	486
Yambio	18	218	51	40	326
Juba	112	1,724	389	427	2,652
Torit	6	143	47	47	244

Source: NBS Business Survey data 2010

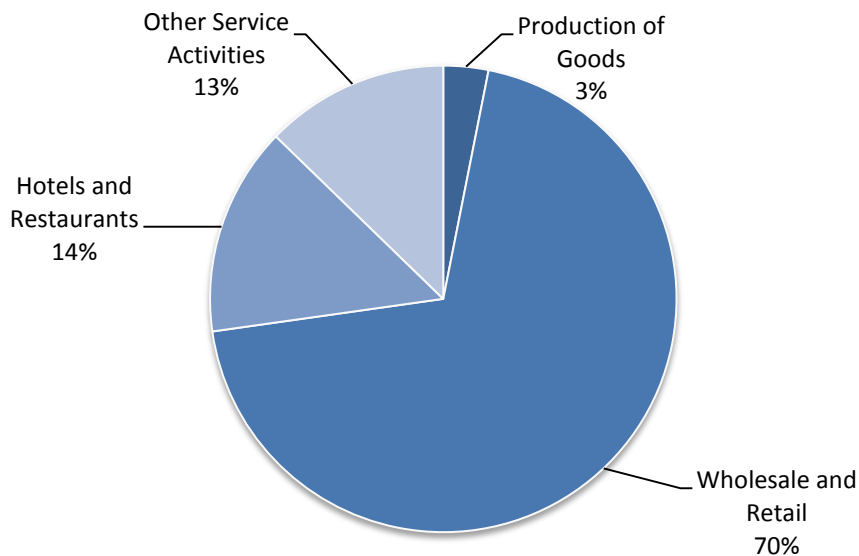
The total number of businesses is 7,209. The largest number of businesses was located in Juba, where there were 2,652 businesses, equal to 37 percent of the total. Juba is followed by Wau with 1,099 businesses, making up 15 percent of the total and Malakal with 893 businesses, covering 12 percent of the total. Fewest businesses were listed in Torit and Bor with 244 and 252 businesses respectively.

Turning to the industries, a clear majority of the businesses, 5,021 out of the 7,209, operated within wholesale and retail trade. The second largest industry measured by number of businesses was hotels and restaurants, with 1,045 businesses. There were 918 businesses engaged in other service activities, including construction, health, education, financial and insurance services, as well as any other professional, administrative or support services.⁶ There were 225 businesses in production of goods.

Juba had the highest number of businesses within all industries. Wau is second largest within wholesale and retail trade, and other service activities. Malakal takes this position for hotels and restaurants and production of goods.

⁶ 'Other service activities' includes construction, utilities (e.g. electricity and water supply, and waste management), transportation and storage, information and communication, financial and insurance activities, real estate, professional, scientific and technical, administrative and support, education, human health and social work, arts and recreation and any other service activities. This is ISIC code D-F, H and J-S.

Figure 3-1: Percentage of businesses by industries



Source: NBS Business Survey data 2010

As mentioned above, the majority of the businesses were in wholesale and retail trade. These businesses accounted for 70 percent of the total. Hotels and restaurants covered 14 percent of all businesses. Businesses engaged in other service activities accounted for 13 percent of all businesses. The smallest industry, measured by number of units was production of goods, with 3 percent of the total.

Table 3-2: Businesses by industries and state capitals. Percent

State	Production of Goods	Wholesale and Retail Trade	Hotels and Restaurants	Other Service Activities	Total in State Capital
Total	3	70	14	13	100
Malakal	8	66	17	9	100
Bor	1	75	17	8	100
Bentiu	0	74	10	15	100
Kuajok	0	75	17	8	100
Aweil	0	75	17	7	100
Wau	1	79	10	10	100
Rumbek	0	71	15	15	100
Yambio	6	67	16	12	100
Juba	4	65	15	16	100
Torit	3	59	19	19	100

Source: NBS Business Survey data 2010

In Juba the share of businesses operating within the wholesale and retail trade is below the share within wholesale and retail over all state capitals. The share of businesses in Juba in other service activities is slightly higher than the share for all the state capitals.

In Wau the structure was slightly different, with a higher share of businesses within wholesale and retail trade and a lower percentage in the other industries compared to the distribution for all state capitals.

In Malakal the share of businesses within production of goods, and hotels and restaurants are higher than the total for the ten state capitals.

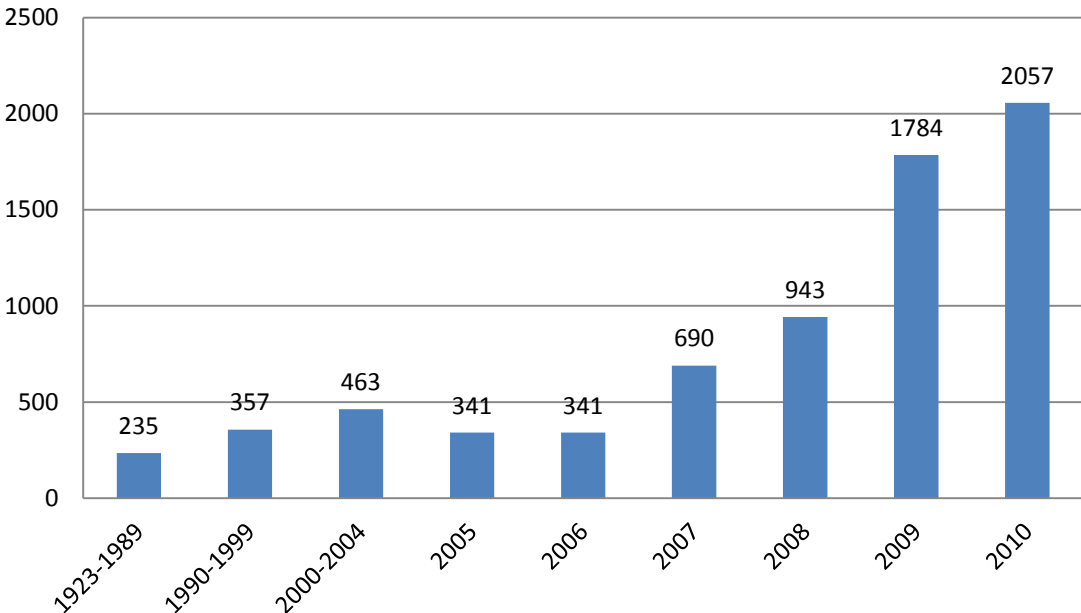
Table 3-3: Year of founding by state capital

	1923-1989	1990-1999	2000-2004	2005	2006	2007	2008	2009	2010
Total	235	357	463	341	341	690	943	1,784	2,057
Malakal	48	97	89	59	38	71	99	189	203
Bor	0	0	10	5	13	24	52	72	76
Bentiu	0	19	19	22	34	44	58	61	46
Kuajok	0	0	0	0	2	34	130	97	172
Aweil	13	1	41	38	35	43	42	160	149
Wau	53	82	126	26	45	38	101	238	390
Rumbek	0	24	13	64	36	49	129	52	118
Yambio	34	85	54	8	10	33	19	53	29
Juba	85	47	106	111	110	314	282	793	804
Torit	1	1	4	8	18	41	33	69	70

Source: NBS Business Survey data 2010
 Note: The number for 2010 reflects only the first six months of 2010.

Most businesses were recently established. Two thirds of businesses were established in 2008 or later and more than a quarter of businesses were established during the first half of 2010⁷, the year of the survey. Of the state capitals, Yambio had the lowest percentage of businesses founded in the year of the survey (9 percent) and Kuajok had the highest (40 percent).

Figure 3-2: Year of founding. Number of businesses



Source: NBS Business Survey data 2010
 Note: The number for 2010 reflects only the first six months of 2010.

⁷ The survey was in the field in October 2010, but the sample is drawn from the listing which took place around 1 July 2010. This means the businesses had to be founded before July 2010 to be in the survey.

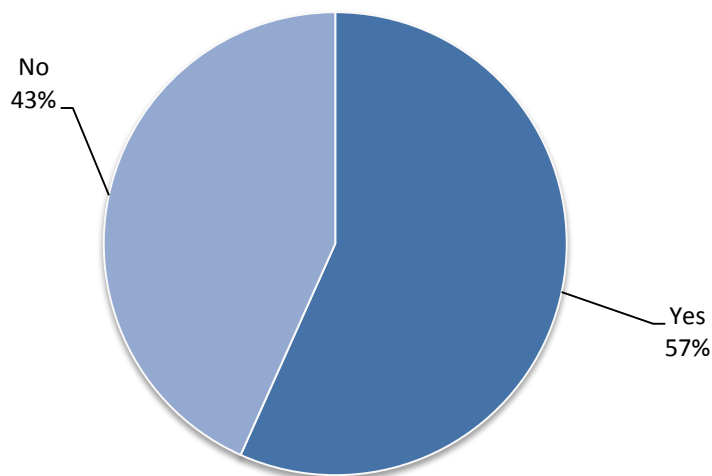
Table 3-4: Year of founding by industry

	1923-1989	1990-1999	2000-2004	2005	2006	2007	2008	2009	2010
Total	235	357	463	341	341	690	943	1784	2057
Production of goods	14	12	23	5	4	23	33	85	26
Wholesale and retail trade	194	238	308	266	227	460	616	1143	1568
Hotels and restaurants	8	74	65	47	50	95	134	299	271
Other service activities	18	32	67	24	60	112	159	257	191

Source: NBS Business Survey data 2010

Across all industries, businesses were very new. Businesses involved in the production of goods and other services are slightly older than those in wholesale and retail and hotels and restaurants, with more than half established in 2008 or earlier.

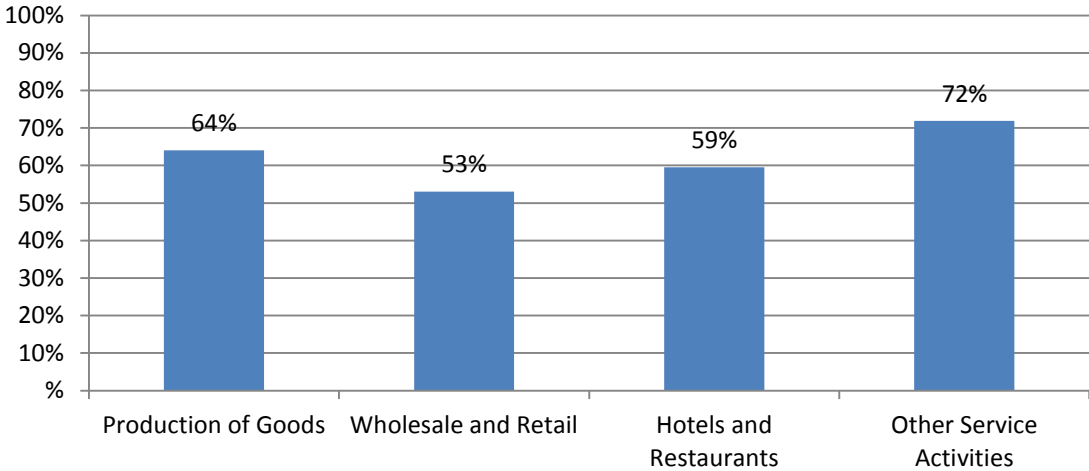
Figure 3-3: Businesses keeping written account. Percent



Source: NBS Business Survey data 2010

Figure 3-3 shows that 57 percent of all businesses claimed that they had a written account, 43 percent that they don't. This figure may indicate that the quality of some of the numerical data may be questionable.

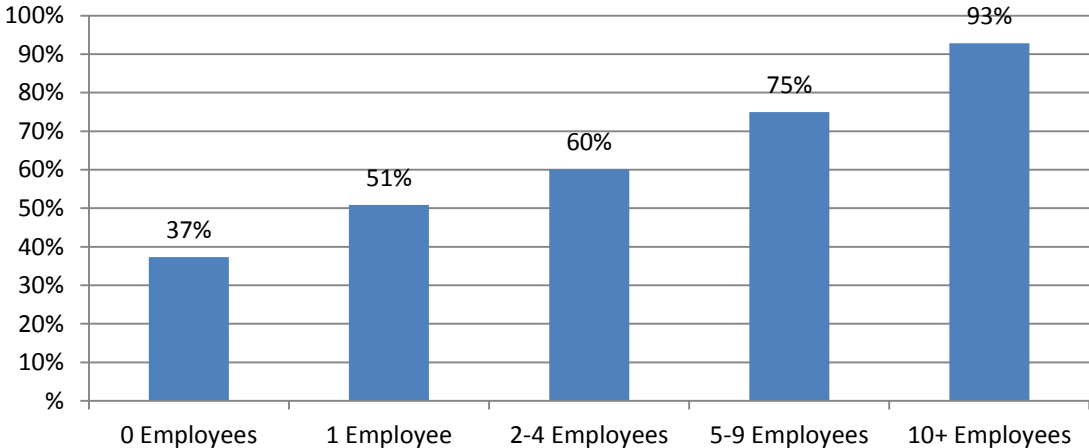
Figure 3-4: Businesses keeping written account by industry. Percent.



Source: NBS Business Survey data 2010

Figure 3-4 shows that there are differences between industries in the keeping of written accounts. Among the wholesale and retail trade, about half keep written accounts, while for other service activities almost three quarters of the businesses keep accounts.

Figure 3-5: Businesses keeping written account by size of business. Percent



Source: NBS Business Survey data 2010

Figure 3-5 shows clearly that written accounts are more widely kept in larger businesses than in smaller. 92 percent of the businesses with 10 employees or more kept a written account, compared with 38 percent in businesses with zero employees⁸ and 51% in businesses with one employee. This suggests the uncertainty of the economic data is likely to be largest among the smaller businesses, which are also the most common (see chapter 5 for information on number of employees).

⁸ Businesses with zero employees may have one or more working owners. Data needs to be interpreted with care since some businesses with working owners reported their working owners as employees and others did not.

4 Ownership and stakeholders characteristics

This section looks at ownership of businesses. Data concerning ownership structure, stakeholder/owner characteristics and average start-up capital are presented. Most businesses had only one owner. Except in other service industries, the majority of stakeholders were Sudanese. (The survey did not differentiate between southern and northern Sudanese). Average start-up capital differed significantly by industry.

Table 4-1: Ownership structure by industry. Percent

	<i>General partnership</i>	<i>Limited partnership</i>	<i>Public company</i>	<i>Private company</i>	<i>Co-operative</i>	<i>Sole proprietorship</i>	<i>Other n.e.s</i>	<i>Total</i>
Total	8	10	0	7	4	69	1	100
Production of Goods	2	2	1	16	2	77	0	100
Wholesale and Retail Trade	10	11	0	5	4	69	1	100
Hotels and Restaurants	6	8	0	9	2	75	0	100
Other Service Activities	6	7	2	17	5	62	2	100

Source: NBS Business Survey data 2010

Almost 70 percent of the businesses were organised as sole proprietorships, with no substantial differences among industries. Sole proprietorship is a simple business structure where an individual and a company are considered as one single entity for tax and liability purposes.

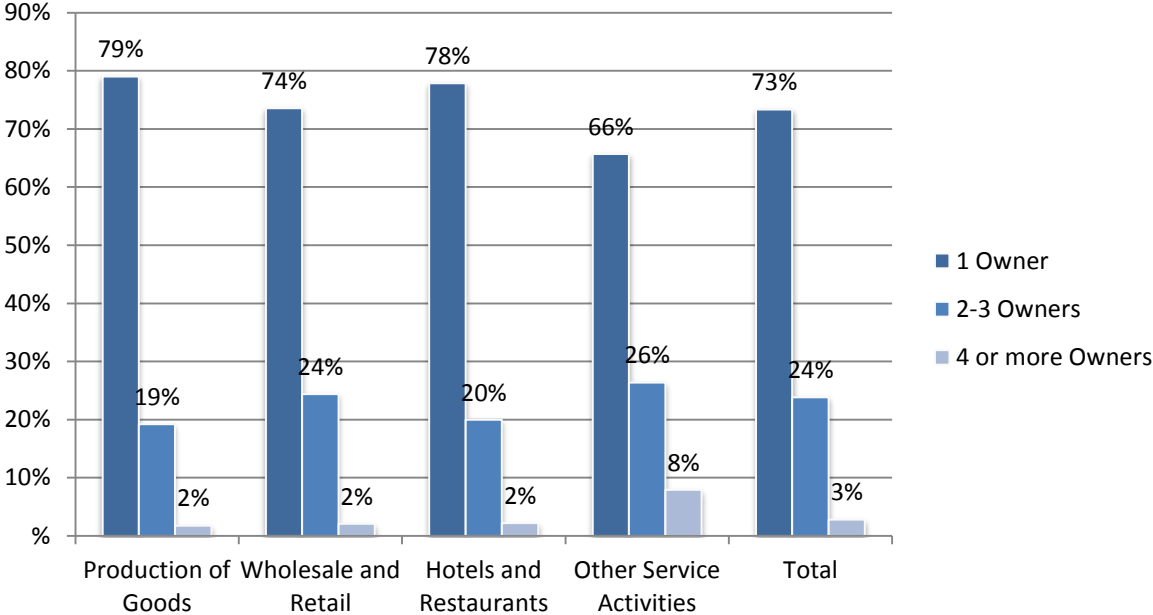
10 percent of the businesses were organised as limited partnerships, 8 percent as general partnerships and 7 percent as private companies.

Table 4-2: Total number of stakeholders and mean number of stakeholders per business by industry

	<i>Total Number of Stakeholders</i>	<i>Mean number of stakeholders per business</i>
Total	12,635	1.8
Production of Goods	294	1.3
Wholesale and Retail Trade	7,509	1.5
Hotels and Restaurants	1,402	1.4
Other Service Activities	3,430	3.7

Source: NBS Business Survey data 2010

Figure 4-1: Numbers of owners by industry. Percent



Source: NBS Business Survey data 2010

There were 12,635 stakeholders in total or on average 1.8 per business.⁹ Around three quarters (73 percent) of businesses in the state capitals had one owner, 24 percent had two to three owners and 3 percent of the businesses had more than three owners. Businesses involved in other service activities were more likely to have more than one owner, with more than a third having two or more owners.

Table 4-3: Number of stakeholders by sex. Percent

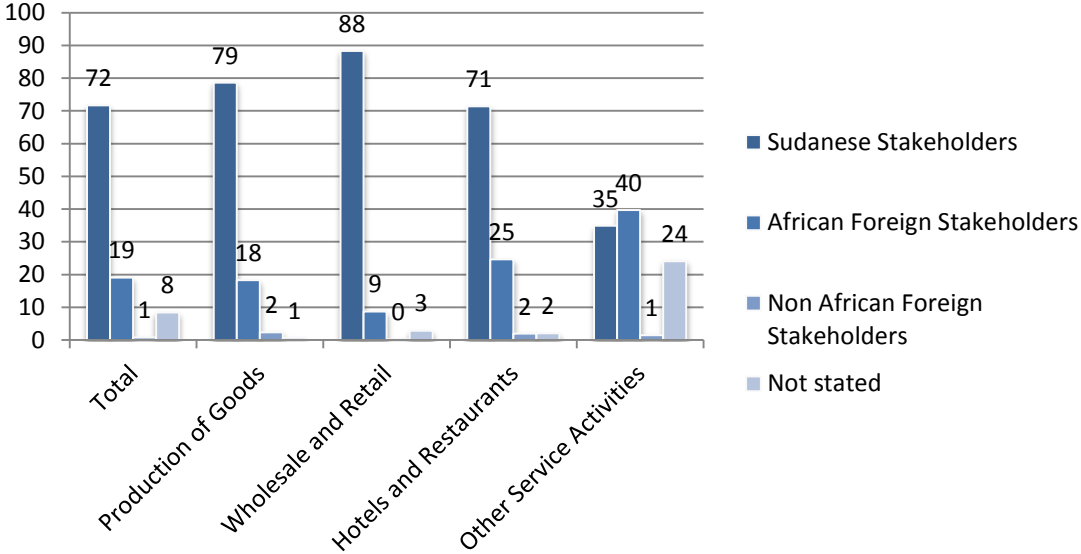
	Male	Female	Not stated	Total
Total	82	11	7	100
Production of Goods	98	2	0	100
Wholesale and Retail Trade	92	8	0	100
Hotels and Restaurants	73	25	2	100
Other Service Activities	62	14	24	100

Source: NBS Business Survey data 2010

Table 4-3 shows that more than four out of five stakeholders were male (82 percent). There were almost no female stakeholders in businesses producing goods or involved in the wholesale and retail trade, but in hotels and restaurants, a quarter of stakeholders were female. In other service activities, sex was not reported for a large proportion of stakeholders.

⁹ Average is for businesses with stakeholders

Figure 4-2: Stakeholders by citizenship and industry. Percent



Source: NBS Business Survey data 2010
 * Sudanese includes both Northerners and Southerners

Figure 4-2 shows that around three quarters of the stakeholders were Sudanese. Sudan was still one country when the survey was conducted in October 2010, so the questions did not differ between Southerners and Northerners and ‘Sudanese’ includes both South Sudanese and North Sudanese. Less than one percent of the business owners were non-African.

Within wholesale and retail trade 88 percent of stakeholders were Sudanese, while for production of goods and for hotels and restaurants this share was 79 and 71 percent respectively. In businesses belonging to other service activities there were more foreigners than Sudanese stakeholders, with 35 percent of stakeholders having Sudanese citizenship, 41 percent having foreign citizenship and a further 24 percent not stated.

Table 4-4: Average start-up capital per unit, by industry. SDG

	<i>Total</i>	<i>Production of goods</i>	<i>Wholesale and retail trade</i>	<i>Hotels and restaurants</i>	<i>Other service activities</i>
Average start-up capital	72,700	92,700	22,000	129,900	279,200

Source: NBS Business Survey data 2010, Rounded.

Average start-up capital was 72,700 SDG. There were large differences between the industries. Wholesale and retail trade had lower average start-up capital than for the other industries, with 22,000 SDG. For other service activities the average start-up capital was 279,200 SDG. Within production of goods and hotels and restaurants, the average start-up capital was 92,700 SDG and 129,900 SDG respectively.

However, table 4.5 should be interpreted with care because large numbers of respondents were not willing to reveal their business start-up capital and in some cases businesses were founded several years ago, causing difficulties remembering the start-up capital.

Although the survey did not cover the reasons for the differences, it is likely that size of business and requirements of fixed assets plays a role for the level. The size of businesses will be discussed in chapter 5.

5 Employment and wages

The chapter gives information about the number of employees in the different industries and capitals. Data concerning citizenship will also be presented. Most businesses had very few employees, especially in wholesale and retail. Most employees were male and have Sudanese citizenship, though this differed substantially between state capital and industry. Employment was concentrated in Juba, because there are more businesses and businesses tended to be larger. This chapter concludes with a description of the level of total salary within the industries and average salary per employee will finish the chapter.

Table 5-1: Total number of employees and average number of employees per business by industry

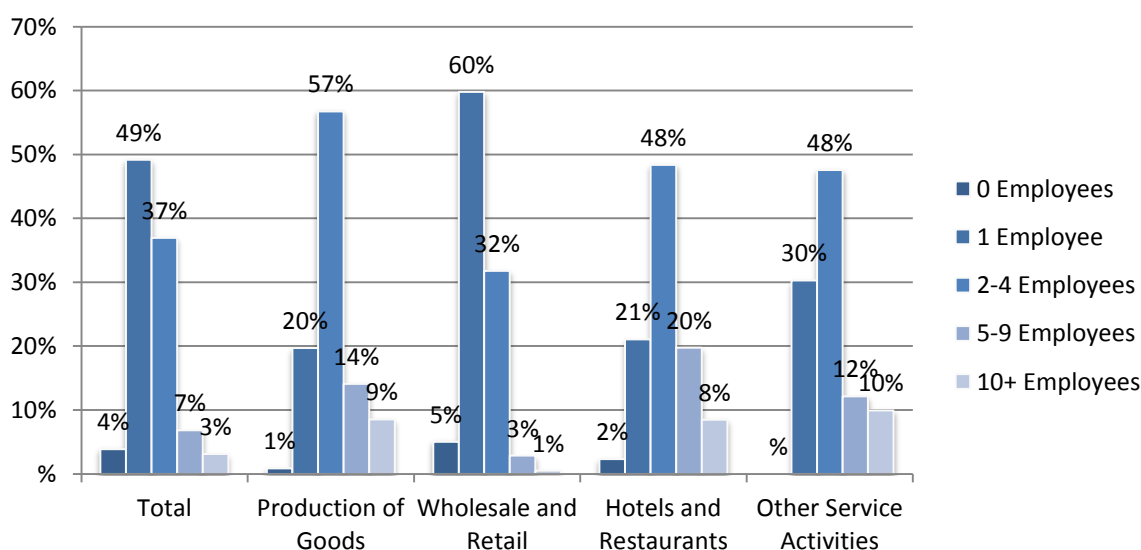
	Total	Production of Goods	Wholesale and Retail Trade	Hotels and Restaurants	Other Service Activities
Total	19,614	961	7,960	5,378	5,314
Average number of employees per business	2.7	4.3	1.6	5.1	5.8

Source: NBS Business Survey data 2010

Total number of employees in the state capitals was 19,614. Almost 8,000 employees (41 percent of the total) worked in the wholesale and retail trade, reflecting the large number of businesses in this sector, while hotels and restaurants and other service activities employed about 5,300 people each. Less than a thousand persons were employed within production of goods.

On average, there were 2.7 employees per business. Average number of employees per business was lowest in wholesale and retail, with 1.6 employees per business and highest in other services, with an average of 5.8 employees per business.

Figure 5-1: Businesses by size and industry. Percent



Source: NBS Business Survey data 2010

More than half of businesses had 1 or fewer employees. Zero employees are possible if there are working owners.¹⁰ 65 percent of businesses in the wholesale and retail trade had 1 or fewer employees. For all other sectors, more than 70 percent of businesses had two or more employees. Small business size might be one possible explanation why average start-up capital and is lower in the wholesale and retail trade compared to other industries (see chapter 4, table 4-5).

Table 5-2: Employees by sex and industry. Percent.

Industry	Male	Female	Total
Total	77	23	100
Production of Goods	91	9	100
Wholesale and Retail Trade	92	8	100
Hotels and Restaurants	53	47	100
Other Service Activities	74	26	100

Source: NBS Business Survey data 2010

The majority of employees (77 percent) were men. Within the different industries the division between men and women varies. In the hotel and restaurant sector almost as many women as men are employed. Within production of goods and wholesale and retail trade less than 10 percent of the employees were females. Businesses in other service activities had a gender division almost equal to the total level, with 74 percent men and 26 percent women.

Table 5-3: Total number of employees and average number of employees per business by state capital

	Total	Average number of employees per business
Total	19,614	2.7
Malakal	2,097	2.3
Bor	577	2.3
Bentiu	521	1.7
Kuajok	756	1.7
Aweil	1,071	2.1
Wau	1,989	1.8
Rumbek	953	2.0
Yambio	825	2.5
Juba	10,124	3.8
Torit	702	2.9

Source: NBS Business Survey data 2010

More than 10,000 employees, over half of the total, were employed in Juba. Malakal and Wau followed with approximately 2,000 employees each. Fewest employees were in Bor and Bentiu, with less than 600 employees. Businesses were also larger in Juba than in all other state capitals, with an average of 3.8 employees per business.

¹⁰ Businesses with working owners were supposed to report these people as 'employed' to avoid the survey under-representing the number of individuals employed. However, they sometimes failed to do this. This means the data on employment must be interpreted with care. We cannot assume that all owners of businesses reporting zero employees are working, because there may be a mixture of working and non-working owners.

Figure 5-2: Female employees by state capital. Percent.

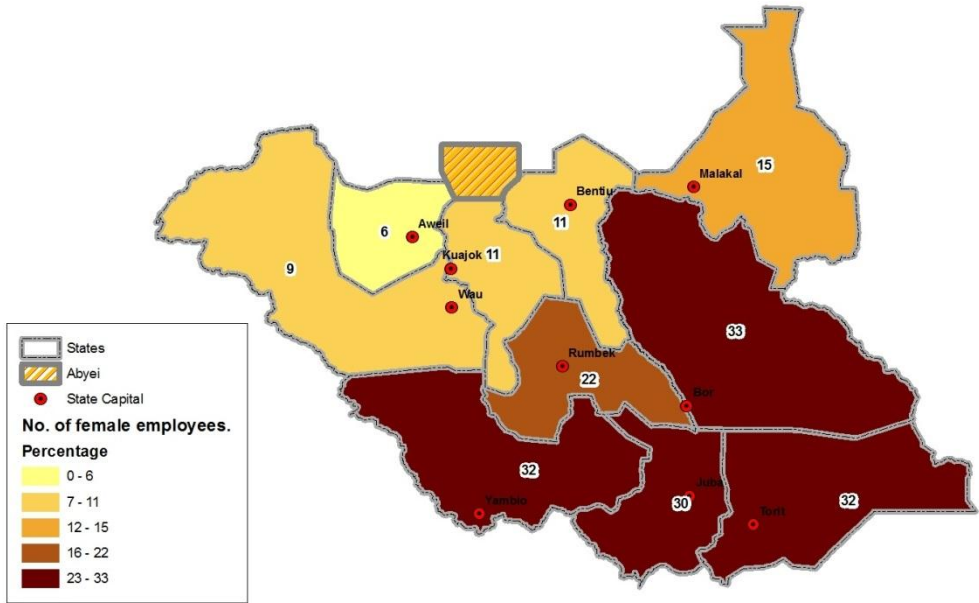


Figure 5-2 shows differences in share of female employees by state. In Juba, Yambio, Torit and Bor, around a third of employees were female. For the other states, the percentage of females was much lower, with females making up 6 percent and 9 percent of the workforce in Aweil and Wau respectively.

Table 5-4: Employees by nationality. Percent

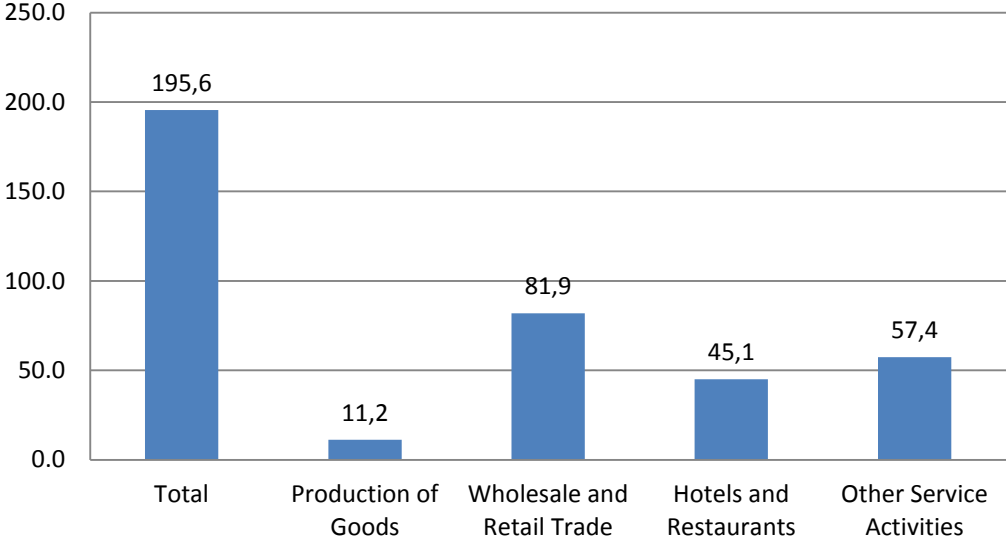
State Capital	Sudanese	Other nationalities	Total
Total	70	30	100
Malakal	93	7	100
Bor	67	33	100
Bentiu	84	16	100
Kuajok	96	4	100
Aweil	92	8	100
Wau	87	13	100
Rumbek	69	31	100
Yambio	84	16	100
Juba	60	40	100
Torit	66	34	100

Source: NBS Business Survey data 2010
 *Sudanese citizens includes both from North and South Sudan

70 percent of the employees in the state capitals were Sudanese and 30 percent were from outside Sudan. As for stakeholders, because South Sudan had not become independent at the time of the survey, ‘Sudanese’ includes both South and North Sudanese. Juba has the largest share of foreign employees, at 40 percent. Kuajok and Malakal have the lowest share of foreign employees, at 4 percent and 7 percent respectively.

Foreign employees are more likely to be female than Sudanese employees: 18 percent of Sudanese employees were female, where as 37 percent of foreign employees were female.

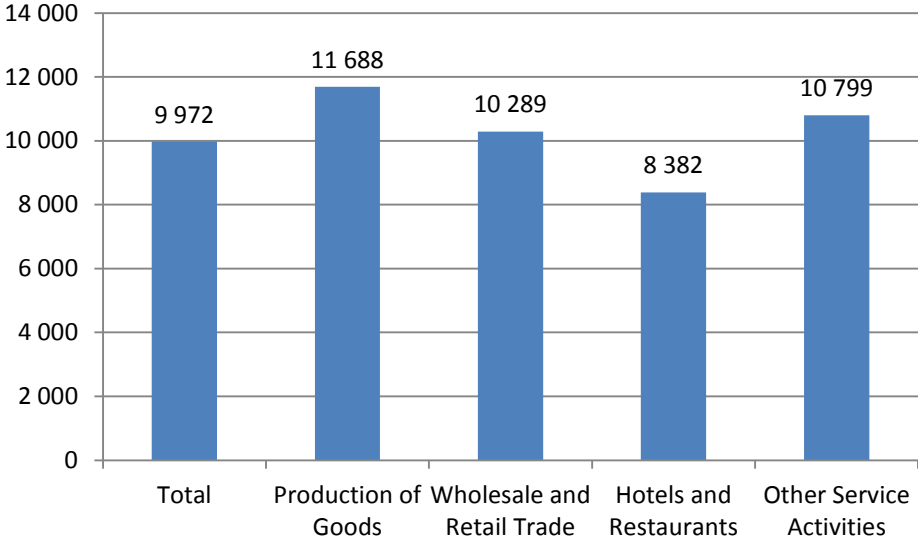
Figure 5-3: Total annual salaries by industry. Million SDG



Source: NBS Business Survey data 2010

Figure 5-3 shows total annual salaries by industry. ‘Salaries’ include salaries paid in cash and in kind, such as accommodation, food and other in kind payment. The total annual salaries paid in the ten capitals were 196 million SDG. The largest amount of salaries was paid by wholesale and retail trade with 82 million SDG, reflecting the larger number of businesses in this sector, followed by other service activities with 57 million SDG. Total salaries within hotels and restaurants amounted to 45 million SDG. Within production of goods 11 million SDG was paid in total salaries. Around two thirds (63 percent) of total salary payment was paid in cash, and the rest was paid in kind.

Figure 5-4: Average salary per employee by industry. SDG



Source: NBS Business Survey data 2010

Average annual salary per employee in the state capitals was almost ten thousand SDG. Average salary was highest in production of goods had at 11,688 SDG. Within other activities and wholesale and retail trade the numbers were 10,799 and 10,289 SDG. The average salary per employee is lowest within hotels and restaurants, by 8,382 SDG. One special characteristic for this industry is the high percentage of female employees (almost 50 percent, table 5-2), but whether this factor contributes to lower wages cannot be concluded from the data.

6 Income and sales

This chapter presents data on total income of businesses in the state capitals and how the sales are divided between the different industries and by different types of sales.

Table 6-1: Annual sales and average sales per business by industry

	<i>Production of Goods</i>	<i>Wholesale and Retail Trade</i>	<i>Hotels and Restaurants</i>	<i>Other Service Activities</i>	<i>Total</i>
Total sales. Million SDG	28.9	404.7	129.7	186.7	750.0
Average sales per business.¹¹ SDG	128,548	80,626	124,091	203,264	104,046

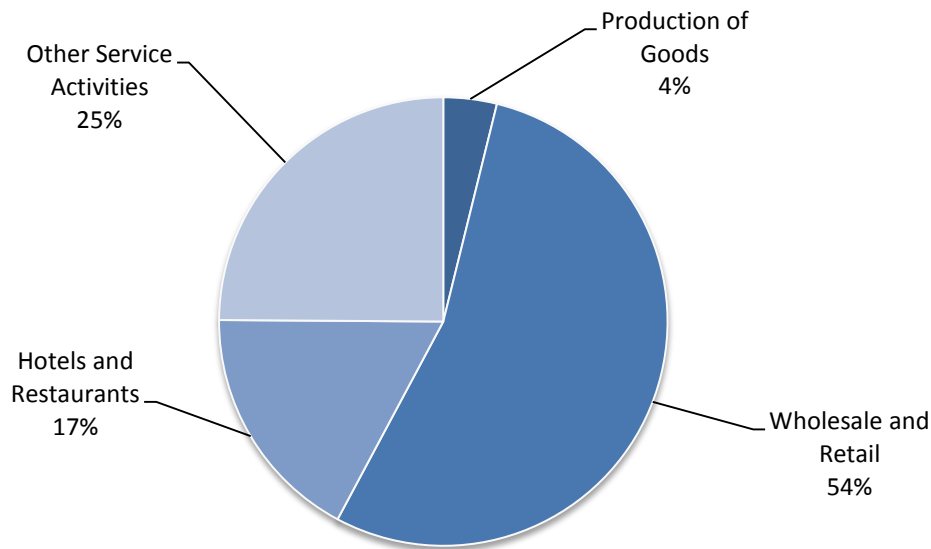
Source: NBS Business Survey data 2010

Total sales over a twelve month period were 750 million SDG. The largest industry, measured by sale, was wholesale and retail trade with more than 400 million SDG, reflecting the larger number of businesses. This was more than half of total sales. Businesses within other service activities accounted for only 13 percent of businesses but 25 percent of sales, with total sales of 187 million SDG. Businesses in banking, insurance, construction, transportation and storage etc belong to this industry. Hotels and restaurants had total sales of 130 million SDG. The smallest industry measured by sale was production of goods. The level of 29 million SDG accounts for only 4 percent of the total sale in the state capitals.

Average annual sales per business were highest for other service activities at 203,264 SDG and were lowest for wholesale and retail, at 80,626 SDG, reflecting the difference in size of businesses in these sectors. For production of goods, average annual sales were 128,548 SDG and for hotels and restaurants, average sales were 124,091 SDG.

¹¹ Some missing data for sales, so mean sales per business is not total sales divided by the number of businesses given in table 3-1

Figure 6-1: Sales by industry. SDG



Source: NBS Business Survey data 2010

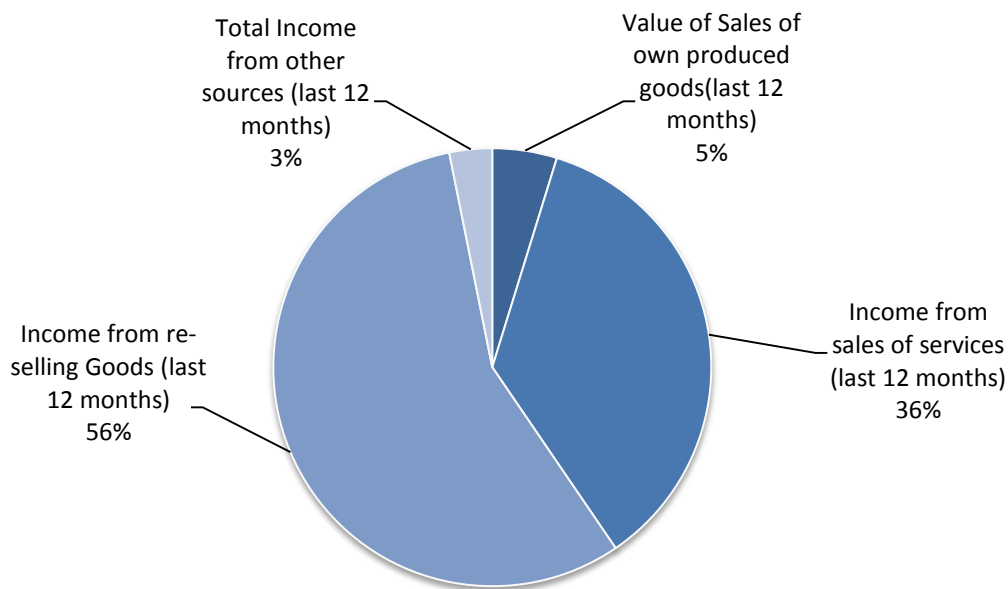
Table 6-2: Income by type. Million SDG.

	<i>Value of Sales of own produced goods</i>	<i>Income from sales of services</i>	<i>Income from re- selling Goods</i>	<i>Total Income from other sources</i>	<i>Total Income all sources</i>
Total income. Million SDG	35.8	267.8	422.8	23.7	750.0

Source: NBS Business Survey data 2010

When income is broken down by type, more than 420 million SDG was income from reselling goods. This is typically a type of sale which takes place within wholesale and retail trade. Income from sales of services accounts for 268 million SDG. This kind of sale takes place e.g. within banking and insurance, transport and storage, construction and hotels/restaurants. Value of sales of own produced goods accounted for 36 million SDG and mostly took place within the industry production of goods.

Figure 6-2: Types of sale. Percent.



Source: NBS Business Survey data 2010

Table 6-3: Sales per employee. SDG

	Sales. Million SDG	Total employees	Total sales per employee
Total	750.0	19,614	38,238
Production of Goods	28.9	961	30,052
Wholesale and Retail Trade	404.7	7,960	50,849
Hotels and Restaurants	129.7	5,378	24,112
Other Service Activities	186.7	5,314	35,125

Source: NBS Business Survey data 2010

On average an employee generated a sale of approximately 38,000 SDG. Only one industry, wholesale and retail, trade was above this average. However, as chapter 7 shows, expenditures within this sector are also high. Sales per employee were lowest in the Hotels and Restaurants sector at approximately 24,000 SDG.

Table 6-4: Exporting from South Sudan. Percent of businesses

	Yes	No	Total
Total	1	99	100
Production of Goods	1	99	100
Wholesale and Retail Trade	1	99	100
Hotels and Restaurants	2	98	100
Other Service Activities	1	99	100

Source: NBS Business Survey data 2010

Only 1 percent of all businesses in the ten state capitals were engaged in export. There was no significant difference among the industries.

7 Costs

This chapter describes how costs, excluding total salaries, are divided between the industries. It also focuses on the cost structure – the weight of different cost components – at total level and divided by industries. Data concerning imports will be presented, showing differences between the industries engagement in this activity – and from which countries goods/services are imported.

Table 7-1: Annual costs by industry. Million SDG

	<i>Production of Goods</i>	<i>Wholesale and Retail Trade</i>	<i>Hotels and Restaurants</i>	<i>Other Service Activities</i>	<i>Total</i>
Total costs. Million	14.7	304.4	69.4	106.5	495.0

Source: NBS Business Survey data 2010

Annual costs, without salaries, amounted to a total of 495 million SDG. The major part of the costs was within wholesale and retail trade, reflecting the larger number of businesses, with 304 million SDG or 61 percent of the total. Businesses within other service activities had a cost level of 107 million SDG, whereas costs paid by hotels and restaurants were 69 million SDG. Average costs without salaries per business were highest in other service activities at 116,000 SDG and lowest in wholesale and retail at around 60,000 SDG, reflecting differences in size of business.

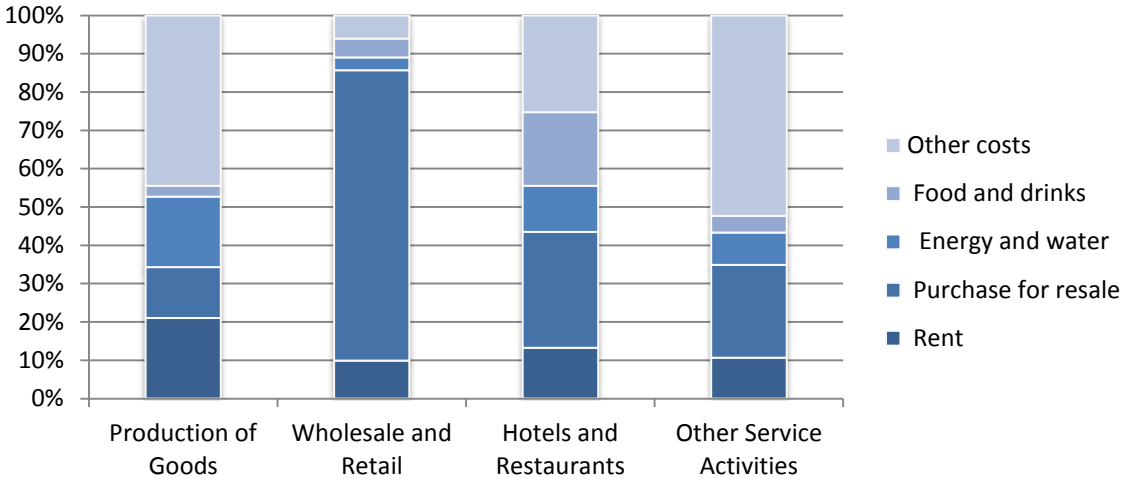
Table 7-2: Annual costs by type and industry. Million SDG

	<i>Rent</i>	<i>Purchase for resale</i>	<i>Energy and water</i>	<i>Food and drinks</i>	<i>Other costs</i>	<i>Total</i>
Total	53.8	279.2	30.1	33.7	98.1	495.0
Production of Goods	3.1	1.9	2.7	0.4	6.5	14.7
Wholesale and Retail Trade	30.2	230.5	10.1	15.2	18.3	304.4
Hotels and Restaurants	9.2	21.0	8.4	13.3	17.5	69.4
Other Service Activities	11.3	25.8	9.0	4.7	55.7	106.5

Source: NBS Business Survey data 2010

The cost structure is influenced by the dominating industry, wholesale and retail trade. Purchase of goods for resale accounts for 279 million SDG, equal to 56 percent of the total costs. Rent for using buildings/machinery not owned by the business amounted to a total of 54 million SDG or 11 percent of the total. Costs for energy/water and food/drinks were respectively 30 and 34 million SDG. The total of other costs was 98 million SDG, equal to 20 percent of the total. About a third of other costs (36 percent) is costs of raw materials. The rest is processed inputs, repair/maintenance, telecommunication, banking and insurance, and security.

Figure 7-1: Annual costs by type and industry. Percent



Source: NBS Business Survey data 2010

Figure 7-1 shows differences in the cost structure between the industries. Within wholesale and retail trade, purchase for resale is the dominating cost-component, accounting for 76 percent of all costs. None of the other industries has one cost component which dominates the structure to this extent. For businesses in the industry hotels and restaurants, purchase for resale is the largest cost component covering 30 percent of the total costs. It is followed by costs for food and drinks, having a share of 19 percent. For businesses producing goods, the biggest cost category was ‘other costs’, making up 46 percent of total costs. Raw materials accounted for 50 percent of ‘other costs’ and 22 percent of overall costs for these businesses. Within other service activities, other costs have a share of 52 percent of the total. 46 percent of these other costs are accounted for by raw materials.

Table 7-3: Salaries and total expenditures. Million SDG

	<i>Total salaries</i>	<i>Total expenditures</i>	<i>Salaries/total expenditures</i>
Total	195.6	690.6	0.28
Production of Goods	11.2	25.9	0.43
Wholesale and Retail Trade	81.9	386.2	0.21
Hotels and Restaurants	45.1	114.5	0.39
Other Service Activities	57.4	163.9	0.35

Source: NBS Business Survey data 2010

Table 7-3 shows how much of the total expenditures were salaries. Total expenditures includes salaries and costs, but not investments. Salaries accounted for just over a quarter (28 percent) of total expenditure for the businesses in the ten state capitals. There were differences among the industries. In production of goods, salaries covered 43 percent of the total expenditures. In comparison, salaries cover only 21 percent of the total costs within wholesale and retail trade. The dominating cost component within this industry is purchase for re-sale (see table 7.2). This does not imply that salaries are low in this industry: salary per employee is close to the total average. Within Hotels and restaurants, and other service activities, salaries cover respectively 39 and 35 percent of the total costs.

Table 7-4: Total expenditures and sales. Million SDG.

	Total expenditure (inc. Salaries)	Total sales	Costs/sales
Total	690.6	750.0	0.92
Production of Goods	25.9	28.9	0.90
Wholesale and Retail Trade	386.2	404.7	0.95
Hotels and Restaurants	114.5	129.7	0.88
Other Service Activities	163.9	186.7	0.88

Source: NBS Business Survey data 2010

Table 7-4 shows how total expenditures, including salaries and costs, but excluding investments, compare with overall sales. Total expenditures were almost 700 million, while total sales were 750 million SDG. The ratio of expenditure to sales was 0.92, meaning that that the level of total expenditures was 92 percent of the total sales. The largest margin was within the industries Hotels and restaurants and other service activities, where total expenditures were 88 percent of total income. The wholesale and retail trade had the lowest margins, with overall expenditures being 95 percent of sales.

Table 7-5: Importing from outside South Sudan. Percent of businesses

Industry	Yes	No	Total
Total	45	55	100
Production of Goods	19	81	100
Wholesale and Retail Trade	51	49	100
Hotels and Restaurants	15	85	100
Other Service Activities	55	45	100

Source: NBS Business Survey data 2010

About half of all businesses in the state capitals imported goods/services from outside South Sudan. The highest percentage of businesses importing was seen within other service activities by 55 percent of all businesses, followed by wholesale and retail trade with 51 percent. Within production of goods and hotels and restaurants the numbers are significantly lower, 19 and 15 percent respectively. Even where businesses did not import themselves, they may have purchased inputs from traders who imported. Most businesses imported either all or nothing of their goods and services, leaving very few mixing local and imported purchases.

Table 7-6: Businesses who import by state capitals. Percent

	Percent of all businesses who import	Area from which they import. Percent of those businesses who import.			
		Sudan	East Africa	Other Africa	Outside Africa
Total	45	63	43	5	2
Malakal	34	97	3	1	1
Bor	40	41	77	0	0
Bentiu	31	91	11	0	1
Kuajok	41	92	22	1	0
Aweil	77	89	18	0	0
Wau	21	96	14	1	0
Rumbek	66	45	61	1	1
Yambio	70	5	92	0	1
Juba	47	54	53	12	5
Torit	55	30	76	0	0

8 Investments

This chapter presents a descriptive summary of the investments in fixed assets. Total sales of fixed assets are also included. The total investment in fixed assets was 82.5 million SDG. The graph below shows how total investments were divided between the industries:

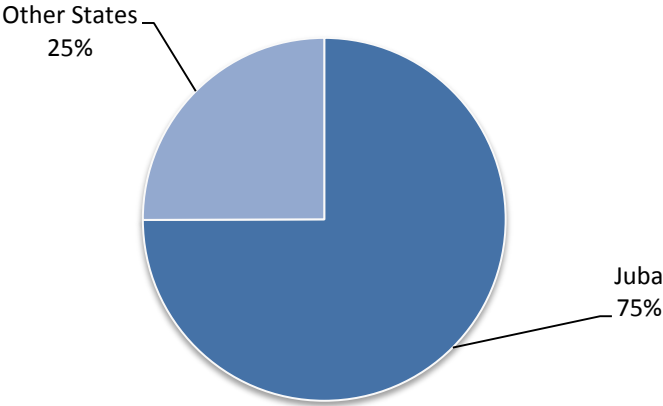
Figure 8-1: Total annual investments by industry. Million SDG.



Source: NBS Business Survey data 2010

Despite only accounting for 13 percent of businesses, businesses within other service activities invested 42 million SDG or more than half of the total investment in the ten state capitals. Business in wholesale and retail accounted for 70 percent of business but only 28 percent of total investment. Businesses within hotels and restaurant accounted for 16 percent of the total investments, by a total amount of 14 million SDG. The lowest level of investments is found within production of goods, with 3 million SDG.

Figure 8-2: Total annual investments in fixed assets in Juba and the other state capitals.



Source: NBS Business Survey data 2010

Figure 8-2 shows that most investment the last 12 months before the survey took place in Juba. In Juba, businesses invested 62 million SDG, 75 percent of the total.

Table 8-1: Annual sales and investments in fixed assets. Million SDG

	<i>Total sales</i>	<i>Total investments</i>	<i>Investment/ Sales</i>
Total	750.0	82.5	0.11
Production of Goods	28.9	3.4	0.12
Wholesale and Retail Trade	404.7	23.1	0.06
Hotels and Restaurants	129.7	13.6	0.10
Other Service Activities	186.7	42.4	0.23

Source: NBS Business Survey data 2010

On average, the value of investments in the businesses in the state capitals was 11 percent of the sales. For industries in other service activities, the value of investments amounted to almost one quarter of the sales.

Wholesale and retail sale was the industry with the lowest investment ratio, with investments valued to 6 percent of value of sales.

Table 8-2: Total annual sales of fixed assets by industry. Million SDG.

	Million SDG
Total	3.2
Production of Goods	0.2
Wholesale and Retail Trade	2.3
Hotels and Restaurants	0.2
Other Service Activities	0.5

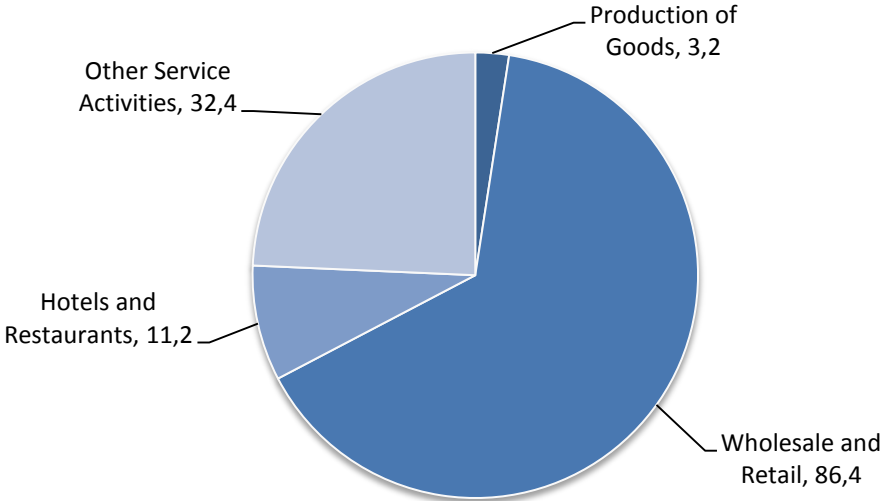
Source: NBS Business Survey data 2010

4 percent of businesses sold any fixed assets (land, equipment or buildings) in the twelve months before the survey. Table 8-2 shows that total sales of fixed assets were just above 3 million SDG. In practice, there has been little activity concerning sales of fixed assets.

9 Stocks

This chapter presents data concerning total amount of stocks, divided by industry. Data covering the value of different kind of stocks will also be presented.

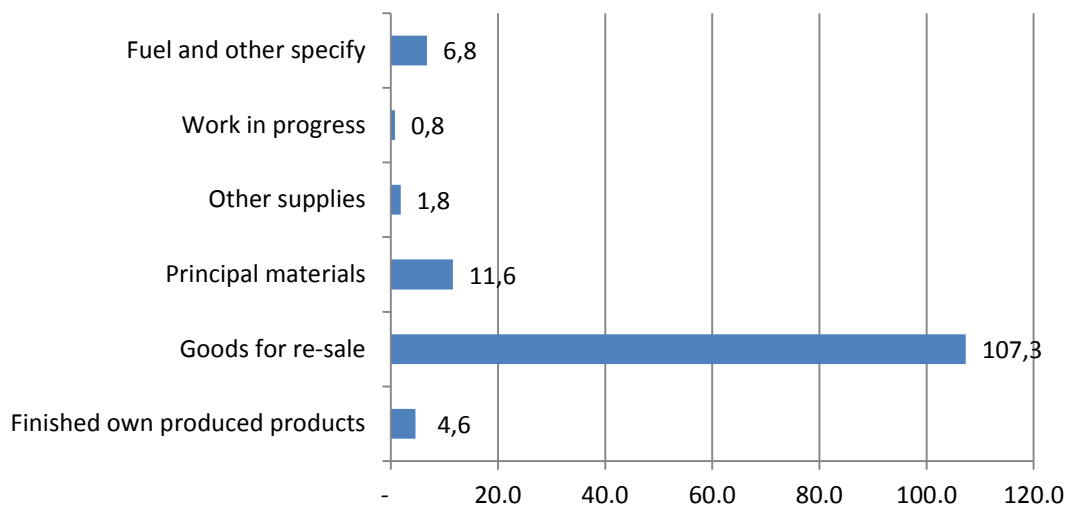
Figure 9-1: Total stocks by industry. Million SDG.



Source: NBS Business Survey data 2010

The value of stocks amounted to 133 million SDG. 66 percent of total stocks, equal to 86 million SDG were located within businesses in the wholesale and retail trade. Stocks in the industry other services activities had a value of 32 million SDG, equal to 24 percent of total stocks, despite other services accounting for only 13 percent of businesses. This partly reflects the larger size of businesses in this sector. Hotels and restaurants had total stocks with a value of 11 million SDG, covering 8 percent of the total stocks. Businesses within production of goods had stocks of 3 million SDG, covering 3 percent of the total stocks.

Figure 9-2: Total stocks by type of goods. Million SDG



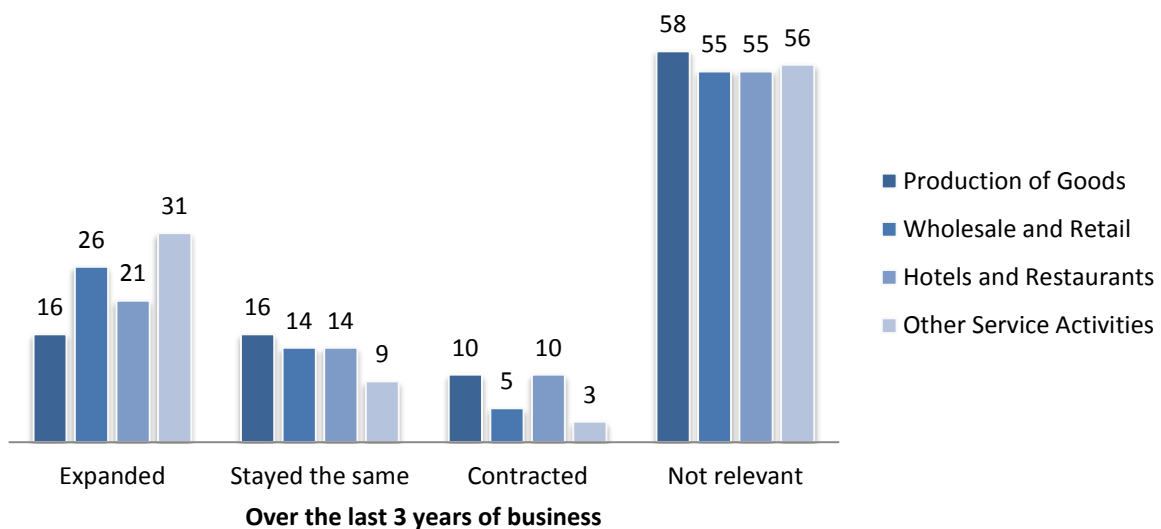
Source: NBS Business Survey data 2010

A large majority of the stocks were goods for resale, with a total value 107 million SDG (81 percent of the total stocks). Typically, this kind of stock dominates within wholesale and retail trade. 9 percent of the total value of stocks, or 12 million SDG, consists of principal materials. Principal materials are goods used for production of output. This could e.g. be raw materials, used for production of goods or food (in restaurants). Stocks of own produced products account for 3 percent of total stocks.

10 Business environment

This chapter will focus on data concerning the business environment. Data concerning past and future expected development will be presented, along with data on perceptions of government. Finally, the most common obstacles for the businesses are shown.

Figure 10-1: Development during the last 3 years. Percent of businesses by industry

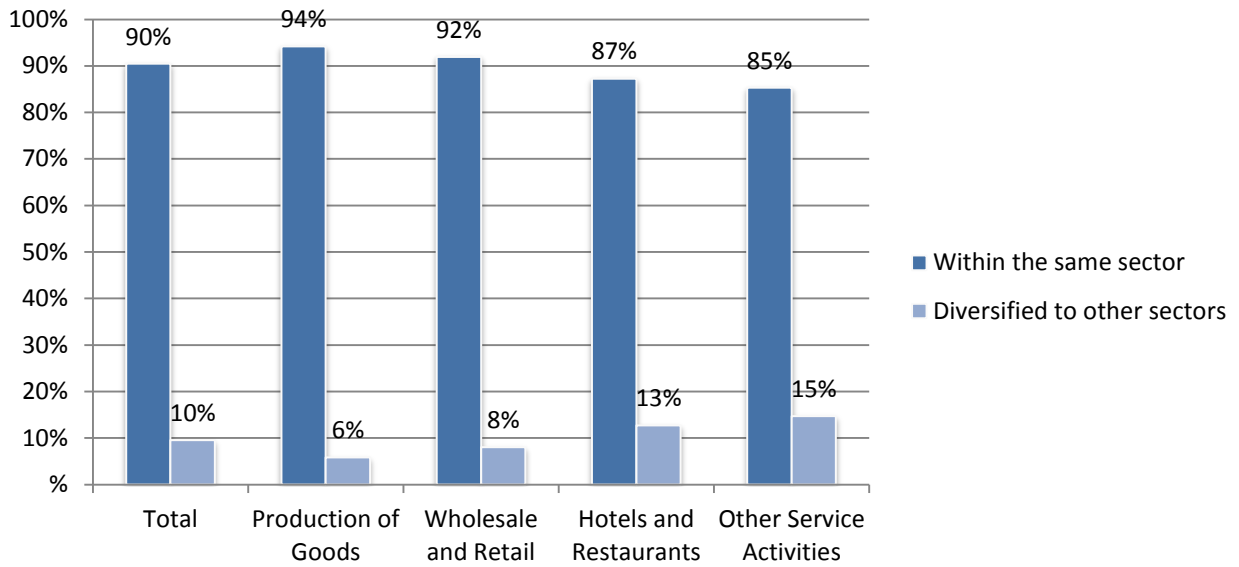


Source: NBS Business Survey data 2010

Figure 10-1 shows how businesses changed in the three years before the survey. Because businesses were mostly very new, this question was not relevant for a majority of the businesses, since most businesses were founded later than 2007.

Of the businesses for which the question was relevant, for all industries the percentage of businesses that expanded or stayed the same exceeds the numbers that contracted. 40 percent of the businesses within wholesale and retail trade and other service activities expanded or stayed the same. 35 percent of hotels and restaurants and 32 percent of businesses in production of goods expanded remained the same size.

Figure 10-2: Expanding within the same sector or to other sectors, by industry. Percent.



Source: NBS Business Survey data 2010

90 percent of the businesses that had expanded did this within the same sector, with few differences between industries.

Table 10-1: Expectations for the next 3 years by industry. Percent

	<i>Expand</i>	<i>Stay the same</i>	<i>Contract</i>	<i>Total</i>
Total	82	10	8	100
Production of Goods	86	11	3	100
Wholesale and Retail Trade	81	10	9	100
Hotels and Restaurants	80	13	7	100
Other Service Activities	87	8	5	100

Source: NBS Business Survey data 2010

82 percent of the businesses expected to expand during the next 3 years. 10 percent expected that no changes will occur and 8 percent state that they expect their business to contract. There were no large differences between the different industries concerning expectations. Overall, it can be concluded that businesses were optimistic about their future.

Table 10-2: Expectations of change in business size in the next 3 years by state capital. Percent.

	<i>Expand</i>	<i>Stay the same</i>	<i>Contract</i>	<i>Total</i>
Total	82	10	8	100
Malakal	79	11	10	100
Bor	83	4	13	100
Bentiu	86	12	2	100
Kuajok	89	7	5	100
Aweil	90	10	0	100
Wau	54	23	23	100
Rumbek	85	14	0	100
Yambio	92	1	7	100
Juba	88	7	5	100
Torit	92	8	1	100

Source: NBS Business Survey data 2010

Businesses in Wau are significantly less optimistic than businesses in the other state capitals. Half of the businesses in Wau expected to expand, while the other half expected to stay the same or contract. For the other state capitals the share expecting to expand varies from 79-92 percent.

Table 10-3: Expectations for demand of output by industry. Percent.

	<i>Increase</i>	<i>Stay the same</i>	<i>Decrease</i>	<i>Total</i>
Total	82	10	7	100
Production of Goods	75	12	13	100
Wholesale and Retail Trade	82	10	8	100
Hotels and Restaurants	83	11	6	100
Other Service Activities	86	8	5	100

Source: NBS Business Survey data 2010

The optimistic attitude towards the future is also confirmed in this table. More than eighty percent of the businesses expect demand for output to increase during the next 3 years. 10 percent believe that it will stay the same and only 7 percent expect a decrease for demand of output. Businesses within production of goods are slightly less optimistic than businesses in other industries.

Table 10-4: Change in competition in the next 3 years. Percent.

	<i>Increase</i>	<i>Stay the same</i>	<i>Decrease</i>	<i>Total</i>
Total	84	9	7	100
Production of Goods	92	5	2	100
Wholesale and Retail Trade	82	10	8	100
Hotels and Restaurants	86	8	7	100
Other Service Activities	91	5	4	100

Source: NBS Business Survey data 2010

84 percent of the businesses expect increased competition during the next 3 years, but also expect to expand. This suggests that they think the increase in demand for output will exceed the increase in supply.

Table 10-5: Impressions of the government of Southern Sudan. Percent

	<i>Facilitates business growth</i>	<i>Neither facilitates nor hampers growth</i>	<i>Hampers business growth</i>	<i>Total</i>
Total	62	31	7	100

Source: NBS Business Survey data 2010

Table 10-6: Businesses beliefs that corruption is a major obstacle to growth. Percent

	<i>Yes</i>	<i>No</i>	<i>Don't know</i>	<i>Total</i>
Total	53	28	18	100

Source: NBS Business Survey data 2010

Most business (62 per cent) thought that the Government of Southern Sudan facilitates business growth, and 7 per cent that it hampers growth.

More than half of businesses (53 per cent) thought that corruption within government was a major obstacle to business growth.

Table 10-7: Problems with access to different services. Percent of businesses

	<i>Electricity</i>	<i>Water</i>	<i>Roads</i>	<i>Access to market/ customers</i>	<i>Telephone</i>	<i>Internet</i>	<i>Public transport</i>	<i>Waste disposal</i>	<i>Obtaining official licenses, legal documents and registration</i>	<i>Security</i>
Big problem	75	53	55	23	7	14	28	35	28	36
Small problem	13	24	24	37	14	17	30	27	24	21
No problem	13	23	21	40	79	69	42	38	47	43
Total	100	100	100	100	100	100	100	100	100	100

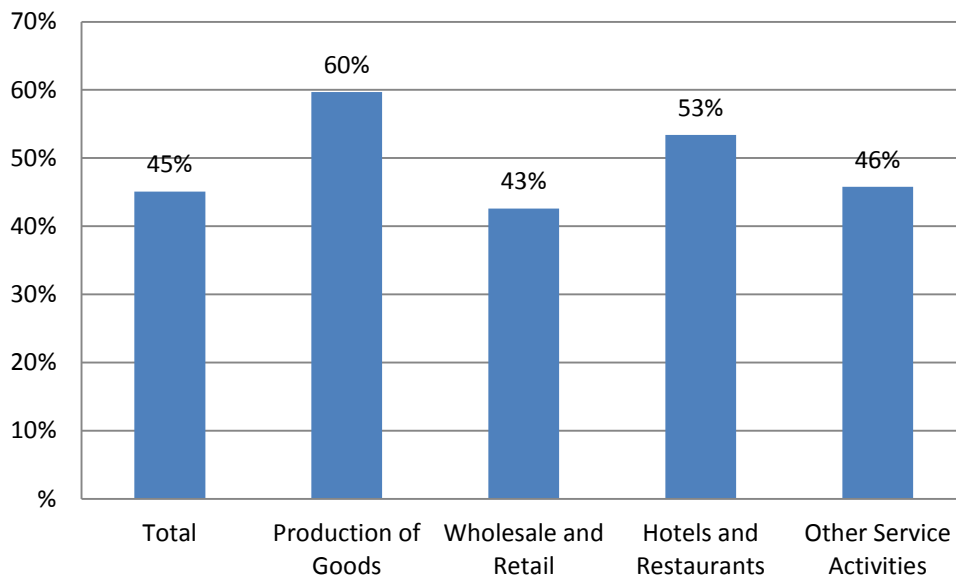
Source: NBS Business Survey data 2010

Of the problems asked about in the survey, provision of electricity, water and roads seem to be the main challenges for businesses in the ten capital states. 75 percent stated that provision of electricity is a big problem, 55 and 53 percent said that roads and water respectively were big problems. Access to telephone and internet is regarded as a limited problem. It can also be added that bureaucracy when obtaining official licences etc was not considered as a big problem for most of the businesses.

11 Shocks

The chapter describes types of shocks businesses have experienced. A shock is defined as a sudden unexpected event with a negative impact on the business

Figure 11-1: Businesses which experienced a shock by industry. Percent.



Source: NBS Business Survey data 2010

Almost half of all the businesses experienced a shock during the last 12 months prior to the survey. 60 percent of the businesses within production of goods claimed this, whereas 43 percent of the businesses in wholesale and retail trade experienced one or more shocks.

Table 11-1: Kind of shocks experienced, by industry. Percent of businesses

	Fire	Theft	Flooding	Vandalism	Car accidents	Personnel injuries	Eviction	Other Shocks
Total	5	31	5	6	6	8	5	1
Production of Goods	1	36	4	5	7	29	2	4
Wholesale and Retail Trade	5	29	5	6	6	8	4	1
Hotels and Restaurants	6	41	6	5	3	6	5	2
Other Service Activities	4	31	4	7	5	9	6	2

Source: NBS Business Survey data 2010

*Multiple answers are possible, a business can experience more than one shock, and hence the total may exceed 100 percent.

The most common shock was theft. Almost one third of the businesses reported that they had suffered from theft. Hotel and restaurants experienced this most often (41 percent), whereas it is a slightly smaller problem within wholesale and retail trade (29 percent).

Within production of goods almost one third of the businesses had experienced a shock caused by personnel injuries. This is far higher than for other industries.

Table 11-2: How losses due to shocks were financed. Percent of businesses that reported financial loss due to a shock

	Borrowed money from friends	Borrowed money from family	Borrowed from financial institutions	Borrowed money from other sources	Covered Financial loss through insurance	Covered Financial loss through decreased profit	Covered Financial loss through decreased salaries for employees	Covered Financial loss through using financial assets
Total	26	13	4	6	0	47	2	14
Production of Goods	22	13	14	2	0	49	3	28
Wholesale and Retail Trade	28	14	2	5	0	48	1	11
Hotels and Restaurants	23	12	7	6	1	45	3	19
Other Service Activities	22	12	7	12	2	48	4	12

Source: NBS Business Survey data 2010

*Multiple answers are possible, a business can finance a loss from more than one source, and hence the total may exceed 100 percent.

Table 11-2 shows how those businesses that reported financial losses due to shocks financed these losses. About half of businesses reporting a financial loss due to shocks reported that the shock led to a decrease in profit. One quarter of businesses borrowed from friends to cover losses from shocks, while 13 percent borrowed from the family. Very few businesses borrowed from a financial institution or had an insurance to cover the expenses.

12 Financial availability

This chapter will focus on financial availability for the businesses. It tells how many businesses had bank accounts, how many had outstanding loans, which sources they chose for obtaining these loans and the reasons for the choice.

Table 12-1: Businesses who have bank accounts Percent.

	Yes	No	Not stated	Total
SDG savings account	12	81	7	100
SDG current account	19	75	7	100
Foreign currency account	3	91	7	100
Foreign bank account	2	91	7	100

Source: NBS Business Survey data 2010

The majority of the businesses did not have a bank account. Of the bank accounts held by businesses, SDG current accounts were most common, followed by SDG saving accounts. Only 2-3 percent of the businesses had a foreign currency account or a foreign bank account.

Table 12-2: Having outstanding loans. Percent.

	Yes	No	Total
Total	30	70	100
Production of Goods	24	76	100
Wholesale and Retail Trade	32	68	100
Hotels and Restaurants	27	73	100
Other Service Activities	21	79	100

Source: NBS Business Survey data 2010

The majority of the businesses (70 percent) did not have outstanding loans on the day of the interview. One in three businesses within wholesale and retail businesses had loans, while as for businesses one in every five had a loan.

Table 12-3: Sources of borrowing. Percent of businesses with outstanding loans

	Sudanese bank	Foreign bank	Government program	NGO program	Family	Friends	Money lender	Other Borrowing
Total	3	1	2	1	21	65	9	14
Production of Goods	2	2	0	0	17	81	7	5
Wholesale and Retail Trade	2	0	2	0	20	67	9	15
Hotels and Restaurants	6	2	1	1	26	60	10	9
Other Service Activities	9	5	4	4	20	54	11	15

Source: NBS Business Survey data 2010

*Multiple answers possible so total may add to more than 100 percent

Most businesses in the state capitals borrow from friends and family. 65 percent of the businesses that had outstanding loans had borrowed from friends, while 21 percent borrowed from family.

Only 4 percent of businesses which had outstanding loans had borrowed from a bank and 3 percent borrowed from an NGO or a government programme. Among all industries, family and friends are the two most used sources for borrowing, but there are some differences. Within production of goods, 98 percent of the businesses with outstanding loans had borrowed money from these two sources, compared with 74 percent for businesses within other service activities.

Table 12-4: Reasons for choosing borrowing sources. Percent of businesses with outstanding loans

	<i>Most favourable interest rate</i>	<i>Easier formalities</i>	<i>Flexible payback</i>	<i>Easier access</i>	<i>Other reasons n.e.s.</i>
Total	9	30	40	40	2
Production of Goods	0	35	41	40	0
Wholesale and Retail	8	30	39	41	2
Hotels and Restaurants	14	24	43	38	3
Other Service Activities	8	30	44	35	2

Source: NBS Business Survey data 2010

*Multiple answers possible so total may add to more than 100 percent

Table 12-4 shows the reason businesses chose their borrowing sources. Since each unit can give more than one reason for choosing borrowing source, it is possible for the total to exceed 100 percent. The reasons for choosing borrowing sources are concentrated among easier formalities, flexible payback and easier access. This fits well with the result that the household sector, in particular family and friends, is by far the most used source of borrowing.

13 Registration and payment of taxes

This section covers how many businesses pay taxes, putting attention to total taxes paid, to whom the different kind of taxes and for what period the taxes were paid.

Table 13-1: Paying taxes, by industry. Percent

	Yes	No	Total
Total	89	11	100
Production of Goods	91	9	100
Wholesale and Retail Trade	90	10	100
Hotels and Restaurants	86	14	100
Other Service Activities	87	13	100

Source: NBS Business Survey data 2010

89 percent of businesses reported paying taxes while 11 percent reported that they did not pay any taxes. There are no large differences between industries.

Table 13-2: Paying taxes, by size. Percent

	Yes	No	Total
Total	89	11	100
No employees	87	13	100
1 employee	88	12	100
2-4 employees	91	9	100
5-9 employees	89	11	100
10 employees or more	88	12	100

Source: NBS Business Survey data 2010

Table 13-2 indicates no significant differences between businesses paying taxes or not, according to size.

Table 13-3: Type of the most recent tax paid, by industry. Percent of businesses which reported paying tax

	Income tax	Lump sum tax	Payroll tax	Import tax	Property tax	Sales tax	Value added tax	Corporation tax	Not stated	Total
Total	32	24	5	7	9	15	8	4	1	100
Production of goods	51	17	0	2	9	4	15	3	0	100
Wholesale and Retail Trade	30	25	0	8	10	16	7	4	1	100
Hotels and Restaurants	37	22	1	2	8	16	12	2	1	100
Other Service Activities	34	25	1	8	7	12	8	4	1	100

Source: NBS Business Survey data 2010

Table 13-3 shows the most recent tax the businesses had paid, divided by type of tax and industry. The two taxes which were most commonly reported were income tax (paid by 32 percent) and lump sum tax (paid by 24 percent). At industry level, half of the businesses within production of goods reported

income tax as the last tax paid. For the other three remaining industries, about one third reported the same.

Table 13-4: Periodicity of last tax paid by size of business. Percent

	<i>Annually</i>	<i>Monthly</i>	<i>Weekly</i>	<i>No period</i>	<i>Total</i>
Total	58	28	0	14	100
No employees	29	36	0	35	100
1 employee	55	31	0	14	100
2-4 employees	61	25	0	14	100
5-9 employees	71	23	0	5	100
10 employees or more	69	21	0	10	100

Source: NBS Business Survey data 2010

More than half of the businesses stated that the last tax they paid was an annual tax. The group “no period” captures businesses which have paid a one-time tax and not for any specific time period. No businesses claim that they are paying taxes on weekly basis. The table shows that the last tax paid by larger businesses is more likely to have been an annual tax than for small businesses. 5 percent of the businesses did not answer the question.

Table 13-5: Authority last tax was paid to. Percent

	<i>GoSS Ministry</i>	<i>State Ministry of Finance</i>	<i>Other State Ministry</i>	<i>County, payam or boma authorities</i>	<i>Total</i>
Authority	14	44	16	26	100

Source: NBS Business Survey data 2010

Over half (60 percent) of the businesses stated that the last tax they paid out was paid to a state level ministry. 14 percent stated that their last tax was paid to a GOSS ministry.

Technical Notes

General technical information

The Business Survey 2010 covers formal businesses in the ten state capitals in South Sudan. The definition used for a formal business was in line with the definition used by the Business Registry in the Ministry of Legal Affairs and Constitutional Development. This is a slightly looser definition of formal businesses than has been applied in other countries was used. All businesses operating from a fixed structure and that has a business name is included as formal businesses. This means small shops and stalls in the markets are included as formal businesses. Traders selling from moveable structures (i.e. market tables) are not included as formal businesses.

A Business Survey Technical Work Group (BSTWG) was established when the process started in January 2012, and consisted of all major stakeholders in the Government, the business community and the donor sector. This group took part in technical discussions throughout the process.

As far as possible, international standards and classifications are used throughout the work. For Industrial classification, the ISIC revision 4 is used. Since there are still few businesses in South Sudan, we have used the broadest category of one digit ISIC (Class A-U). The classification is enclosed in the appendix.

The questionnaire asks what industry a business belongs to, but not what kind of goods and services are produced and sold. This was omitted because the pilot showed that businesses had difficulties answering such questions. Hence, the data emerging will not be useable for production of National Accounts supply and use tables without further estimations. However, the questions were asked to capture key economic indicators.

Sample design

There exists no useable Business Register in South Sudan, and it is therefore difficult to define the population. A full listing of all businesses in the ten state capitals was done in July 2010, and the sample was drawn using the results from this listing.

It was decided to select a sample of 2000 businesses for the comprehensive Business Survey from the sample frame.

The businesses are not evenly distributed throughout South Sudan; there is a concentration in the earlier regional capitals (Juba, Wau and Malakal), and in particular in Juba. Ideally the sample should be allocated proportionally. On the other hand it was also a priority to obtain a smooth work plan. To ensure both aspects, the required sample size for Juba to have all large businesses there included was determined first. For the other states it was decided to select sub samples of equal size, except for Malakal and Wau where a larger sample was allocated.

Allocation by state:

Central Equatoria (92) 550 businesses
 Upper Nile (71) 200 businesses
 Western Bahr el Ghazal (83) 200 businesses
 Other states 150 businesses from each state

Within each state the frame was stratified by economic activity (ISIC Rev. 4) and number of employees. The strata were formed as follows:

- 1 - 6 or more employees
- 2 - 3-5 employees, ISIC group G (Wholesale and retail trade)
- 3 - 3-5 employees, ISIC group I (Accommodation and food service activities)
- 4 - 3-5 employees, all other ISIC groups
- 5 - 1-2 employees, ISIC group G (Wholesale and retail trade)
- 6 - 1-2 employees, ISIC group I (Accommodation and food service activities)
- 7 - 1-2 employees, all other ISIC groups

From stratum 1: All businesses were included, i.e. a full count

From strata 2 to 4: Proportional sample, with Probability Proportional to Size (PPS) sampling within stratum

From strata 5 to 7: 15 units from each stratum (20 in states 71, 83 and 92), PPS sampling within stratum.

Number of initially selected businesses, by state and stratum.

State	Stratum							Total
	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	
71 Upper Nile	32	39	41	28	20	20	20	200
72 Jonglei	22	39	23	16	30	9	11	150
73 Unity	13	30	7	11	45	13	31	150
81 Warrap	21	19	40	14	22	17	17	150
82 Northern Bahr el Ghazal	17	23	33	15	32	15	15	150
83 Western Bahr el Ghazal	29	54	23	13	41	20	20	200
84 Lakes	25	42	24	14	15	15	15	150
91 Western Equatoria	36	35	19	15	15	15	15	150
92 Central Equatoria	314	72	41	63	20	20	20	550
93 Eastern Equatoria	25	31	14	21	20	19	20	150

Strata with complete coverage (full count) are indicated with bold figures.

For many strata this design involved inclusion of all businesses in the stratum. Wherever this was the case, more businesses were selected from other strata until the predetermined state total was reached.

Questionnaire design

The designing of the questionnaire was a process over several months, where all main stakeholders were involved. The Business Survey Technical Working Group (BSTWG) was the main

forum for discussion. The questionnaire development took on board the main data requests from the members of the BSTWG, and reflects the priorities and concerns of primary users.

A draft questionnaire was tested in a small study early in the process. A few Juba businesses were interviewed, and the result gave guidelines on the further work. Later in the process a pilot study was carried out, during which a near final draft of the questionnaire was tested. Feedback from this pilot was taken into account when designing the final questionnaire.

The questionnaire consists of 11 modules (A to K), each covering a specific topic:

Module A is an identification module which covered names, activity and geographical codes.

Module B asks about ownerships structures.

Module C covers labour statistics, including employment and remuneration of employees.

Module D is the income and sales module, covering production, trade margins and export.

Module E asks about intermediate consumption and what big share of this was imported by the business.

Module F covers investments and sales of fixed assets. Gross fixed capital formation will be calculated based on this module

Module G is asking about the value of items the businesses keep in their stock.

Module H is named “Business environment”, and the businesses has asked about the development the last three years, the expectations for the next three years and what they consider to be the major constraints for the business. Unlike the other modules, this one captures qualitative data.

Module I is on shocks, and financial losses due to shocks.

Module J asks about financial availability, and will give us information on lending of money

Module K is the last module, and focus on taxes and registration by the business

Module C to G aim to provide key input to the macroeconomic aggregates necessary to perform fiscal and monetary policy and works as input to calculation of GDP in South Sudan.

A big challenge when designing the Business Survey questionnaires was the lack of experience with this kind of survey in South Sudan, both among the respondents, enumerators and other NBS staff. A more advanced questionnaire was tested, where we asked for more details on production and income. But this proved too difficult for the businesses as well as for the enumerators. So the final questionnaire has fewer details than could be wished for from a National Accounts perspective, but provides data that can be used in GDP calculations.

Module H was to a large extent shaped by the stakeholders, where some of the ministries gave many inputs on what kind of information they will find useful.

The business community in South Sudan often raises the problem of multiple taxation, collected by different formal and informal institutions, as one of their biggest challenges. They also expressed fear of increased taxation as a result of the Business Survey. Since the taxation issue seemed sensitive, we chose to place the questions regarding this at the very end of the questionnaire.

Implementation

The fieldwork was launched in early October 2010. A total of 41 enumerators and 10 Field Operation Managers were in action. Most of the fieldwork went fine, but there were a few problems. The reluctance among the businesses to answer was the major problem.

Challenges in fieldwork implementation

A large majority of the businesses in South Sudan are smaller businesses. The boundary between the informal and informal sector is sometimes difficult to draw. Most businesses surveyed are small shops with less than 4 employees. Some of these businesses lack accounts, have no records of their stocks and little overview over how much is sold. These challenges forced NBS to take a simpler approach than is normal in a business survey. Adding on to the challenges is the fact that a business survey has never been carried out in South Sudan prior to this one, making both NBS and the respondents inexperienced in this. The methods used in the South Sudan Business Survey 2010 are adjusted to these factors and may be simpler than surveys done in more developed countries.

Businesses were generally wary of answering questions from the enumerators, especially questions concerning income and costs. Many claimed to be unaware of the survey, even though all businesses were given the information pamphlet during the listing. In a few cases the business refused to answer, and had to be replaced. According to the enumerators, this was most common among foreign business people in Juba.

A rather important challenge was the lack of book keeping in the businesses. Many of the smaller businesses had no record of income and expenditures, and had to estimate these figures.

Most businesses expressed concern for increased taxation as a result of the survey. In some cases the enumerators experienced language problems.

Timeline for the Survey

First meeting of the BSTWG	January 2010
Pre-test	May 2010
Listing of businesses	July 2010
Training for pilot	August 2010
Pilot	August 2010
Training fieldwork	September 2010
Fieldwork	October 2010
Scanning	November 2010 –January 2011
Data cleaning	March 2011-November 2011
Tabulation	January-June 2012
Report writing	January-June 2012

Appendices

Appendix 1: ISIC Code (Codes for Business Activity_ISIC).

Section	Division	Description
A	01-03	Agriculture, Forestry and Fishing
B	05-09	Mining and Quarrying
C	10-33	Manufacturing
E	36-39	Water Supply, Sewage, Waste Management and other services
F	41-43	Construction
G	45-47	Wholesale and Retail Trade; Repair of motor vehicles and motorcycle
H	49-53	Transportation and Storage
I	55-56	Accommodation and Food Service
J	58-63	Information and Communication
K	64-66	Financial and Insurance Activities
L	68	Real Estate Activities
M	69-75	Professional, Scientific and Technical Activities
N	77-82	Administrative and support service activities
P	85	Education
Q	86-88	Human Health and Social; Service activities
R	90-93	Arts, Entertainment and Recreation
S	97-98	Other Service Activities

Appendix 2: Tables

1. Ownership and Stakeholders Characteristics (Module B)

1.1. Ownership and stakeholders by sex and industry.

	Total	Male	Female
Total	12,635	10,337	1,412
Production of Goods	294	288	5
Wholesale and Retail	7,509	6,912	572
Hotels and Restaurants	1,402	1,023	356
Other Service Activities	3,430	2,113	480

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of stakeholders and /or on gender distribution.

1.2. Ownership and stakeholders by sex and state capitals.

	Total	Male	Female
Total	12,635	10,337	1,412
Malakal	1,386	1,227	158
Bor	819	637	180
Bentiu	1,179	352	19
Kuajok	589	558	27
Aweil	692	673	18
Wau	1,398	1,364	33
Rumbek	1,665	1,421	240
Yambio	461	351	109
Juba	4,046	3,418	564
Torit	399	336	64

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of stakeholders and /or on gender distribution

1.3. Ownership and stakeholders by citizenship and state capitals.

	Total	Sudanese	African Foreign	Non African Foreign
Total	12,635	9,058	2,413	96
Malakal	1,386	1,358	26	2
Bor	819	740	62	1
Bentiu	1,179	334	33	4
Kuajok	589	548	20	0
Aweil	692	634	55	0
Wau	1,398	1,281	65	0
Rumbek	1,665	474	1,160	0
Yambio	461	435	23	0
Juba	4,046	2,936	899	89
Torit	399	319	68	0

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of stakeholders and /or on citizenship distribution

1.4. Ownership and stakeholders characteristics by industry. Juba.

	Total	Male	Female
Total	4,046	3,418	564
Production of Goods	160	156	3
Wholesale and Retail	2,402	2,191	203
Hotels and Restaurants	575	403	149
Other Service Activities	910	668	209

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of stakeholders and /or on gender distribution. Juba.

2. Employment (Module C)

2.1. Total number of full time and part time employees by industry.

	Total	Full time	Part time
Total	19,614	18,373	1,182
Production of Goods	961	853	90
Wholesale and Retail	7,960	7,606	324
Hotels and Restaurants	5,378	4,959	409
Other Service Activities	5,314	4,955	359

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of full time/part time employees.

2.2. Total number of unpaid employees by state capitals and industry.

	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities	Total
Total	58	1548	291	230	2127
Malakal	21	165	19	15	220
Bor	0	29	8	2	39
Bentiu	0	68	2	12	82
Kuajok	0	289	58	21	368
Aweil	0	85	12	11	108
Wau	15	67	3	9	93
Rumbek	0	209	17	27	253
Yambio	2	50	6	1	60
Juba	18	431	137	54	640
Torit	2	155	28	79	264

Source: South Sudan Business Survey (2010)

A few businesses within states have not given information on number of unpaid employees.

2.3. The businesses' view on level of difficulty in hiring labour by skills and nationality of those recruited. Percent

	Level of difficulty				Total
	Easy	Moderate	Difficult	Don't know	
Difficulty of hiring Sudanese skilled labour	33	9	29	29	100
Difficulty of hiring non Sudanese skilled labour	18	5	27	51	100
Difficulty of hiring Sudanese unskilled labour	45	8	16	31	100
Difficulty of hiring non Sudanese unskilled labour	19	7	21	53	100

Source: Business Survey (2010)

2.4. The businesses' view on level of difficulty in hiring labour by skills and nationality of those recruited. Juba. Percent

	Level of difficulty				Total
	Easy	Moderate	Difficult	Don't know	
Difficulty of hiring Sudanese skilled labour	41	13	25	20	100
Difficulty of hiring non Sudanese skilled labour	32	7	20	42	100
Difficulty of hiring Sudanese unskilled labour	38	7	21	33	100
Difficulty of hiring non Sudanese unskilled labour	24	5	21	49	100

Source: South Sudan Business Survey (2010)

2.5. Total number of trainees by industry.

	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities	Total
Total	72	209	132	212	626

Source: South Sudan Business Survey (2010) A few businesses within industries have not given information on number of trainees.

2.6. Number of employees by highest education finished and state capitals.

	No schooling	Primary school	Secondary school	Bachelor	Master or higher	Formal vocational training	Total
Total	4 666	3 560	6 916	1 634	192	1 087	18 055
Malakal	563	556	634	129	12	53	1 947
Bor	196	99	185	17	0	52	550
Bentiu	229	115	116	28	0	26	515
Kuajok	467	98	153	19	0	1	737
Aweil	356	303	332	67	0	7	1 065
Wau	942	340	483	147	18	4	1 934
Rumbek	354	160	210	49	1	93	867
Yambio	156	178	336	74	4	22	770
Juba	1 266	1 556	4 197	1 087	157	717	8 979
Torit	136	155	272	17	0	111	691

Source: South Sudan Business Survey (2010)

The businesses did not provide education information for almost ten per cent of the total number of employees.

2.7. Number of employees by highest education finished and industry.

	No schooling	Primary school	Secondary school	Bachelor	Master or higher	Formal vocational training	Total
Total	4 666	3 560	6 916	1 634	192	1 087	18 055
Production of Goods	195	282	298	55	4	58	892
Wholesale and Retail	2 157	1 778	2 895	322	20	151	7 324
Hotels and Restaurants	1 554	942	1 834	227	29	238	4 824
Other Service Activities	760	558	1 890	1 029	140	639	5 015

Source: Business Survey (2010)

The businesses did not provide education information for almost ten per cent of the total number of employees.

2.8. Number of employees by industry and state.

	Total	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities
Total	19,614	961	7,960	5,378	5,314
Malakal	2,097	239	988	632	239
Bor	577	3	254	256	64
Bentiu	521	1	299	100	121
Kuajok	756	0	426	251	78
Aweil	1,071	3	652	312	104
Wau	1,989	25	1,308	334	322
Rumbek	953	8	309	328	308
Yambio	825	82	297	254	192
Juba	10,124	558	3,116	2,704	3,745
Torit	702	42	311	207	142

Source: Business Survey (2010)

2.9. Number of employees by sex and state capitals.

	Total	Male	Female
Total	19,614	15,020	4,594
Malakal	2,097	1,773	325
Bor	577	386	191
Bentiu	521	467	55
Kuajok	756	674	82
Aweil	1,071	1,003	68
Wau	1,989	1,808	181
Rumbek	953	743	210
Yambio	825	561	264
Juba	10,124	7,133	2,990
Torit	702	473	228

Source: Business Survey (2010)

2.10. Number of full and part time employees by state.

	Total	Full time	Part time
Total	19,614	18,373	1,182
Malakal	2,097	1,551	517
Bor	577	553	24
Bentiu	521	500	22
Kuajok	756	712	43
Aweil	1,071	1,033	38
Wau	1,989	1,969	20
Rumbek	953	867	85
Yambio	825	745	61
Juba	10,124	9,821	293
Torit	702	622	79

Source: South Sudan Business Survey (2010)

A few businesses within states have not given information on number of full/part time employees

2.11. Number of full time and part time employees by sex.

	Total	Male full time	Female full time	Male part time	Female part time
Number of full time and part time employees	19,614	13,963	4,410	998	184

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of full/part time employees and or on gender distribution.

2.12. Number of employees by citizenship and industry.

	Sudanese	African Foreigner	Non-African Foreigner	Total
Total	13,484	4,636	207	18,328
Production of Goods	762	188	11	960
Wholesale and Retail	6,425	1,300	42	7,768
Hotels and Restaurants	3,363	1,768	61	5,193
Other Service Activities	2,934	1,380	93	4,407

Source: Business Survey (2010)

2.13. Number of employees by citizenship and sex.

	Total	Sudanese	Foreign African	Foreign non-African
Total	18,327	13,484	4,636	207
Male	14,174	11,113	2,923	138
Female	4,153	2,371	1,713	69

Source: Business Survey (2010)

2.14. Number of unpaid employees, total number of employees by state capitals

	Unpaid	Total number of employees
Total	2,127	19,614
Malakal	220	2,097
Bor	39	577
Bentiu	82	521
Kuajok	368	756
Aweil	108	1,071
Wau	93	1,989
Rumbek	253	953
Yambio	60	825
Juba	640	10,124
Torit	264	702

Source: Business Survey (2010)

2.15. Number of unpaid employees, total number of employees by industry

	Unpaid	Total number of employees
Total	2,127	19,614
Production of Goods	58	961
Wholesale and Retail	1,548	7,960
Hotels and Restaurants	291	5,378
Other Service Activities	230	5,314

Source: Business Survey (2010)

2.16. Total number of full time and part time employees by industry. Juba.

	Total	Full time	Part time
Total	10,124	9,821	293
Production of Goods	558	548	10
Wholesale and Retail	3,116	3,052	65
Hotels and Restaurants	2,704	2,623	71
Other Service Activities	3,745	3,597	148

Source: South Sudan Business Survey (2010)

A few businesses have not given information on number of full time/part time employees. Juba

2.17. Number of unpaid employees by industry. Juba.

	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities	Total
Number of unpaid employees	18	431	137	54	640

Source: South Sudan Business Survey (2010)

2.18. Number of trainees by industry. Juba.

	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities	Total
Number of trainees	30	73	50	99	251

Source: Business Survey (2010)

2.19. Number of employment by sex and state capitals.

	Total	Male	Female
Total	19,614	15,020	4,594
Malakal	2,097	1,773	325
Bor	577	386	191
Bentiu	521	467	55
Kuajok	756	674	82
Aweil	1,071	1,003	68
Wau	1,989	1,808	181
Rumbek	953	743	210
Yambio	825	561	264
Juba	10,124	7,133	2,990
Torit	702	473	228

Source: Business Survey (2010)

2.20. Number of employment divided by full time/part time and state capitals.

	Total	Full time employees	Part time employees
Total	19,614	18,373	1,182
Malakal	2,097	1,551	517
Bor	577	553	24
Bentiu	521	500	22
Kuajok	756	712	43
Aweil	1,071	1,033	38
Wau	1,989	1,969	20
Rumbek	953	867	85
Yambio	825	745	61
Juba	10,124	9,821	293
Torit	702	622	79

Source: South Sudan Business Survey (2010)

A few businesses within states have not given information on number of full time/part time employees

3. Income and Sales (Module D)

3.1. *Businesses keeping written account by state capitals. Percent*

	Yes	No	Total
Total	57	43	100
Malakal	46	54	100
Bor	43	57	100
Bentiu	44	56	100
Kuajok	63	37	100
Aweil	50	50	100
Wau	21	79	100
Rumbek	50	50	100
Yambio	79	21	100
Juba	76	24	100
Torit	66	34	100

Source: South Sudan Business Survey (2010)

3.2. *Total types of income by industry last 12 months. SDG*

	Total income all sources	Value of sales	Income from sales of services	Income from re-selling goods	Total income from other sources
Total	749,975,596	35,770,662	267,780,974	422,762,106	23,661,883
Production of Goods	28,890,069	17,454,623	5,392,413	4,436,575	1,606,458
Wholesale and Retail	404,741,471	1,895,439	39,832,223	353,038,982	9,974,828
Hotels and Restaurants	129,682,670	584,475	96,897,789	26,410,389	5,790,045
Other Service Activities	186,661,386	15,836,125	125,658,549	38,876,160	6,290,552

Source: Business Survey (2010). A few businesses have not given information on type of income

4. Costs (Module E)

4.1. Total cost of businesses by state capitals.

	Total	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities
Cost	494,970,298	14,688,659	304,352,385	69,442,559	106,486,695

Source: Business Survey (2010)

5. Investment (Module F)

5.1. Total of investments types last 12 months by businesses .SDG

	Buildings	Construction and estates	Transport equipment	Machinery	Other investment in physical assets	Other investment in non-physical assets	Total
Total	40,237,350	4,579,599	9,378,064	21,282,530	4,895,537	2,155,000	82,528,081

Source: Business Survey (2010). A few businesses have not given information on type of Investments

6. Stocks (Module G)

6.1. Total value of current stocks. SDG

	Total value of current stocks	Value of stocks of finished own produced products	Value of stocks of goods for re-sale	Value of stocks of principal materials	Value of stocks of fuel	Value of stocks of other supplies	Value of stocks of work in progress	Value of stocks of other specify	Total
Total	133,196,205	4,565,489	107,297,420	11,603,568	4,945,083	1,822,506	755,000	362,417	264,547,688

Source: Business Survey (2010).

7. Business Environment (Module H)

7.1. Expectations concerning the security situation in the next three years by state capitals. Percent

	Not stated	Security will improve	Security situation will stay the same	Security situation will deteriorate	Total
Total	0	84	7	9	100
Malakal	0	83	10	7	100
Bor	0	87	10	3	100
Bentiu	3	90	4	3	100
Kuajok	0	94	6	1	100
Aweil	0	100	0	0	100
Wau	0	68	17	15	100
Rumbek	0	87	5	8	100
Yambio	0	81	6	13	100
Juba	0	84	4	12	100
Torit	0	91	6	3	100

Source: Business Survey (2010)

A few businesses within states have not given information on expectation concerning the security situation.

7.2. Expectations concerning the security situation in the next three years by industry. Percent

	Not stated	Security will improve	Security situation will stay the same	Security situation will deteriorate	Total
Total		84	7	9	100
Production of Goods		85	13	2	100
Wholesale and Retail		82	7	11	100
Hotels and Restaurants		88	7	5	100
Other Service Activities		89	7	4	100

Source: Business Survey (2010)

7.3. Expectations concerning the security situation in the next three years by industry. Juba. Percent

	Improve	Stay the same	Detoriate	Total
Total	84	4	12	100
Production of Goods	82	17	1	100
Wholesale and Retail	82	2	17	100
Hotels and Restaurants	85	9	6	100
Other Service Activities	91	7	2	100

Source: Business Survey (2010)

7.4. Expectations concerning the security's effect on growth in the next three years by industry. Juba. Percent

	Positive	No importance	Negative	Total
Total	83	3	14	100
Production of Goods	83	12	5	100
Wholesale and Retail	81	2	17	100
Hotels and Restaurants	81	4	15	100
Other Service Activities	92	4	4	100

Source: Business Survey (2010)

7.5. Expectations concerning the security situation's effect on growth in the next three years by industry. Percent

	Positive	No importance	Negative	Total
Total	73	12	14	100
Production of Goods	82	10	7	100
Wholesale and Retail	71	13	15	100
Hotels and Restaurants	73	9	18	100
Other Service Activities	82	10	7	100

Source: Business Survey (2010)

7.6. View on how local state government facilitates business growth by state capitals. Percent

	Not stated	Facilitate business growth	Neither facilitates nor hampers growth	Hampers business growth	Total
Total	0	59	32	9	100
Malakal	0	58	41	1	100
Bor	0	44	42	14	100
Bentiu	0	46	52	2	100
Kuajok	0	97	3	0	100
Aweil	0	34	53	13	100
Wau	0	59	22	19	100
Rumbek	0	82	17	1	100
Yambio	0	83	13	4	100
Juba	0	53	36	10	100
Torit	2	65	29	5	100

Source: Business Survey (2010)

7.7. Businesses' view on whether insecurity has affected their investment decisions by state capitals. Percent

	Not stated	Yes	No	Do not know	Total
Total	1	33	56	9	100
Malakal	0	57	27	16	100
Bor	1	37	54	8	100
Bentiu	0	29	36	35	100
Kuajok	0	17	82	0	100
Aweil	0	39	58	3	100
Wau	3	26	40	31	100
Rumbek	0	48	52	0	100
Yambio	0	90	10	0	100
Juba	0	22	76	2	100
Torit	2	24	73	1	100

Source: Business Survey (2010)

A few businesses have not given information whether insecurity affected their investments or not.

7.8. View on whether insecurity has affected their investment decisions by industry. Percent

	Not stated	Yes	No	Do not know	Total
Total	1	33	56	9	100
Production of Goods	0	45	44	12	100
Wholesale and Retail	1	31	58	10	100
Hotels and Restaurants	1	36	57	6	100
Other Service Activities	1	41	50	9	100

Source: Business Survey (2010)

7.9. View on whether insecurity has affected their investment decisions by industry. Juba. Percent

	Not stated	Yes	No	Do not know	Total
Total	0	22	76	2	100
Production of Goods	0	28	72	0	100
Wholesale and Retail	0	16	81	3	100
Hotels and Restaurants	1	29	68	2	100
Other Service Activities	1	33	65	1	100

Source: Business Survey (2010)

A few businesses have not given information in whether insecurity has affected their investments

7.10. Development of businesses over last three years by state capitals. Percent of businesses

	Expanded	Stayed the same	Contracted	Not relevant	Total
Total	26	14	5	55	100
Malakal	27	14	10	49	100
Bor	31	10	15	44	100
Bentiu	50	3	10	37	100
Kuajok	21	21	8	50	100
Aweil	26	0	5	68	100
Wau	10	31	1	58	100
Rumbek	26	7	14	52	100
Yambio	61	2	12	25	100
Juba	25	12	2	61	100
Torit	22	8	3	68	100

Source: Business Survey (2010)

7.11. Expectations of change in competition the next three years by state capitals. Percent

	Not stated	Increase	Stay the same	Decrease	Total
Total	0	84	9	7	100
Malakal	0	93	1	6	100
Bor	0	85	8	8	100
Bentiu	1	66	24	9	100
Kuajok	0	96	4	1	100
Aweil	0	100	0	0	100
Wau	0	77	18	6	100
Rumbek	0	84	11	5	100
Yambio	0	82	8	10	100
Juba	0	80	9	11	100
Torit	0	90	9	2	100

Source: Business Survey (2010)

7.12. Expectations of growth the next three years by industry. Percent

	Not stated	Expand	Stay the same	Contract	Total
Total	0	82	10	8	100
Production of Goods	0	86	11	3	100
Wholesale and Retail	0	81	10	9	100
Hotels and Restaurants	0	80	13	7	100
Other Service Activities	1	86	8	5	100

Source: Business Survey (2010)

7.13. Expectations of growth the next three years by state capitals. Percent

	Expand	Stay the same	Contract	Total
Total	82	10	8	100
Malakal	78	11	10	100
Bor	83	4	13	100
Bentiu	86	12	2	100
Kuajok	89	7	5	100
Aweil	90	10	0	100
Wau	54	23	23	100
Rumbek	85	14	0	100
Yambio	92	1	7	100
Juba	88	7	5	100
Torit	92	8	1	100

Source: Business Survey (2010)

7.14. Expectations for change in the demand for output next three years by state capitals. Percent

	Increase	Stay the same	Decrease	Total
Total	82	10	7	100
Malakal	91	5	4	100
Bor	78	9	13	100
Bentiu	88	12	0	100
Kuajok	92	4	4	100
Aweil	99	0	0	100
Wau	66	34	0	100
Rumbek	93	7	0	100
Yambio	82	2	15	100
Juba	79	6	14	100
Torit	83	16	0	100

Source: Business Survey (2010)

7.15. Expectations of development in the Government of South Sudan's facilitation for businesses growth the next three years by state capitals. Percent

	Not stated	Improve	Stay the same	Detoriate	Total
Total	0	80	13	7	100
Malakal	0	74	18	7	100
Bor	0	88	7	5	100
Bentiu	0	94	3	3	100
Kuajok	0	99	1	0	100
Aweil	0	94	6	0	100
Wau	0	70	14	15	100
Rumbek	0	96	3	1	100
Yambio	0	86	6	8	100
Juba	0	76	17	7	100
Torit	2	79	17	3	100

Source: Business Survey (2010)

7.16. Expectations of development in the Government of South Sudan's facilitation for businesses growth the next three years by industry. Percent

	Improve	Stay the same	Detoriate	Total
Total	80	13	7	100
Production of Goods	78	15	7	100
Wholesale and Retail	79	13	8	100
Hotels and Restaurants	86	11	3	100
Other Service Activities	84	10	5	100

Source: Business Survey (2010)

7.17. Development in businesses' use of internet in the last three years by state capitals. Percent

	Not stated	Expanded	Stay the same	Contracted	Not relevant	Total
Total	2	7	3	1	87	100
Malakal	0	5	0	0	95	100
Bor	1	3	1	3	92	100
Bentiu	1	2	2	0	96	100
Kuajok	0	4	0	3	92	100
Aweil	14	9	11	0	67	100
Wau	0	1	5	5	89	100
Rumbek	0	2	2	0	97	100
Yambio	1	11	10	1	78	100
Juba	2	11	2	1	84	100
Torit	2	2	3	1	91	100

Source: Business Survey (2010) A few businesses within state have not given information on use of internet.

8. Shocks (Module I)

8.1. Whether businesses have insurances by type of insurance and industry. Percent

	Vehicle insurance		Theft insurance		Fire insurance		Other insurances	
	Yes	No	Yes	No	Yes	No	Yes	No
Total	8	92	3	97	3	96	3	96
Production of Goods	15	85	4	96	5	95	6	94
Wholesale and Retail	6	93	3	96	3	97	3	97
Hotels and Restaurants	8	92	1	98	5	95	1	98
Other Service Activities	14	86	4	96	5	95	5	95

Source: Business Survey (2010)

8.2. Whether businesses have insurances by type of insurance and industry. Juba. Percent

	Vehicle insurance		Theft insurance		Fire insurance		Other insurances	
	Yes	No	Yes	No	Yes	No	Yes	No
Total	13	87	7	93	6	94	6	94
Production of Goods	21	79	8	92	8	92	12	88
Wholesale and Retail	9	91	9	91	6	93	6	94
Hotels and Restaurants	14	86	2	98	5	95	3	97
Other Service Activities	23	77	5	95	5	94	8	92

Source: Business Survey (2010)

8.3. Whether businesses have insurances by type of insurance and business size. Percent

	Vehicle insurance		Theft insurance		Fire insurance		Other insurances	
	Yes	No	Yes	No	Yes	No	Yes	No
Total	8	92	3	97	3	96	3	96
0 Employees	0	100	16	84		100	0	100
1 Employee	5	95	3	97	3	96		99
2-4 Employees	6	93	1	99	2	98	5	95
5-9 Employees	20	79	4	95	5	94	6	93
10+ Employees	52	48	16	84	26	74	15	84

Source: Business Survey (2010)

8.4. Whether businesses have insurances by type of insurance and business size. Juba.
Percent

	<u>Vehicle insurance</u>		<u>Theft insurance</u>		<u>Fire insurance</u>		<u>Other insurances</u>	
	Yes	No	Yes	No	Yes	No	Yes	No
Total	13	87	7	93	6	94	6	94
0 Employees	0	100	38	62	1	99	0	100
1 Employee	9	91	8	92	9	91	1	99
2-4 Employees	7	93	1	99	1	99	10	90
5-9 Employees	27	73	6	93	4	95	11	89
10+ Employees	65	35	19	81	28	72	18	80

Source: Business Survey (2010)

8.5. Number of businesses by amount of insurance premium paid (SDG) the last year by industry.

	Total	0		1 000 - 9 999		10 000 - 99 000		100 000 - 999 999		1 000 000+	
Total	7,209	5,817	447	368	58	519	0	0	0	0	0
Production of Goods	225	164	15	26	7	12	0	0	0	0	0
Wholesale and Retail	5,021	4,174	304	234	11	297	0	0	0	0	0
Hotels and Restaurants	1,045	826	76	44	10	90	0	0	0	0	0
Other Service Activities	918	653	52	65	29	120	0	0	0	0	0

Source: Business Survey (2010)

8.6. Number of businesses by amount of insurance premium paid (SDG) the last year by industry. Juba.

	Total	Not stated	0		1 000 - 9 999		10 000 - 99 000		100 000 - 999 999		1 000 000 or more	
Total	2,652	0	1,913	261	278	34	166	0	0	0	0	0
Production of Goods	112	0	74	12	21	1	4	0	0	0	0	0
Wholesale and Retail	1,724	0	1,297	171	177	9	69	0	0	0	0	0
Hotels and Restaurants	389	0	294	38	27	6	24	0	0	0	0	0
Other Service Activities	427	0	248	40	53	18	68	0	0	0	0	0

Source: Business Survey (2010)

8.7. Number of businesses by amount of insurance premium paid (SDG) the last year by size (number of employees).

	Total	0	1-999	1 000 - 9 999	10 000 - 99 000	100 000 - 999 999	1 000 000+
Total	7,209	5,817	447	368	58	519	0
0 Employees	280	213	0	46	0	21	0
1 Employee	3,545	3,098	132	96	1	218	0
2-4 Employees	2,665	2,095	248	84	14	225	0
5-9 Employees	494	328	42	83	9	32	0
10+ Employees	225	82	26	60	33	23	0

Source: Business Survey (2010)

8.8. Number of businesses by amount of insurance premium paid (SDG) the last year by size (number of employees). Juba.

	Total	Not stated	0	1-999	1 000 - 9 999	10 000 - 99 000	100 000 - 999 999	1 000 000 or more
Total	2,652	0	1,913	261	278	34	166	0
0 Employees	121	0	72	0	46	0	3	0
1 Employee	1,139	0	913	67	93	1	65	0
2-4 Employees	1,012	0	747	148	41	2	74	0
5-9 Employees	237	0	140	28	50	7	11	0
10+ Employees	143	0	41	18	49	24	11	0

Source: Business Survey (2010)

9. Financial availability (Module J)

9.1. Number of businesses by amount of outstanding loan (SDG) by industry.

	Total	No out- standing loans	1-999	1 000 - 9 999	10 000 - 99 000	100 000 - 999 999	1 000 000 or more	Not stated
Total	7,209	5,053	472	1,190	435	27	4	28
Production of Goods	225	170	9	21	23	1	0	2
Wholesale and Retail	5,021	3,395	356	951	290	13	1	16
Hotels and Restaurants	1,045	763	54	163	49	9	1	6
Other Service Activities	918	725	54	55	73	4	2	6

Source: Business Survey (2010)

9.2. Number of businesses by amount of outstanding loan (SDG) by state capitals.

	Total	No out- standing loans	1-999	1 000 - 9 999	10 000 - 99 000	100 000 - 999 999	1 000 000 or more	Not stated
Total	7,209	5,053	472	1,190	435	27	4	28
Malakal	893	448	72	305	61	3	0	4
Bor	252	174	11	38	26	1	0	2
Bentiu	302	135	34	86	42	0	0	4
Kuajok	434	372	33	25	4	0	0	0
Aweil	521	502	1	1	17	0	0	0
Wau	1,099	627	133	228	109	0	0	2
Rumbek	486	351	7	78	48	0	0	2
Yambio	326	306	7	4	7	0	0	2
Juba	2,652	1,940	169	400	113	23	4	3
Torit	244	198	4	25	8	0	0	9

Source: Business Survey (2010)

9.3. Number of businesses that have outstanding loans by reasons for choosing borrowing source.

	Total businesses with outstanding loans	Most favorable interest rate	Easier formalities	Flexible payback	Easier access	Other n.e.s	Not stated
Total	2,141	177	604	817	816	50	127
Malakal	445	6	148	235	108	25	9
Bor	76	0	7	24	36	0	12
Bentiu	167	2	5	113	120	0	3
Kuajok	62	37	13	52	9	0	0
Aweil	19	16	14	16	3	0	0
Wau	470	54	157	186	69	20	3
Rumbek	135	9	56	80	56	0	0
Yambio	20	3	2	5	6	2	5
Juba	711	50	201	97	389	3	80
Torit	35	0	2	11	20	0	15

Source: Business Survey (2010)

9.4. Number of businesses by different currencies' share of their total income.

	Not stated	0 percent	1-24 percent	25-49 percent	50-74 percent	75-99 percent	100 percent	Total
Share of Sudanese Pound in Total Income	518	43	6	45	71	263	6,263	7,209
Share of the US Dollar in Total Income	518	6,295	190	86	51	44	27	7,209
Share of Other currencies in Total Income	518	6,662	8	20	1	0	0	7,209

Source: Business Survey (2010)

10. Registration and paying of taxes (Module K)

10.1. Number of businesses by amount of taxes paid (SDG) last year and business size (number of employees).

	Total	No taxes	Less than 1	1-999	1 000 - 9 999	10 000 - 99 000	100 000 or more	Not stated
Total	7,209	774	13	3,577	2,448	290	14	93
0 Employees	280	36	0	42	184	6	0	12
1 Employee	3,545	425	4	2,055	919	94	1	46
2-4 Employees	2,665	235	1	1,265	1,037	93	3	32
5-9 Employees	494	51	8	185	205	43	1	1
10+ Employees	225	27	0	30	104	53	9	2

Source: Business Survey (2010)

10.2. Number of businesses by kind of taxes paid and kind of receiver. Last tax paid.

	Total	Not stated	Income tax	Lump sum tax	Payroll tax	Import tax	Property tax	Sales tax	Value added tax	Corporation tax	No tax paid
Total	7,209	48	2,046	1,541	35	447	589	988	517	226	774
Not stated	130	47	17	1	0	0	0	61	3	0	0
Ministry of Finance and Planning (GoSS)	384	0	99	23	2	76	14	47	118	5	0
Ministry of Commerce(GoSS)	392	0	113	0	2	187	4	23	64	0	0
Ministry of Legal Affairs(GoSS)	84	0	4	53	0	7	4	4	10	1	0
Investment Authorities(GoSS)	44	0	19	5	0	14	1	1	3	1	0
Other(GoSS)	2,752	0	835	1,059	17	92	194	402	133	20	0
Ministry of Finance and Planning(State)	512	0	295	12	0	12	64	34	80	15	0
Ministry of Commerce(State)	119	0	100	6	0	2	0	10	1	0	0
Ministry of Legal Affairs(State)	407	1	76	83	4	13	53	98	15	64	0
Investment Authorities(State)	558	0	116	192	8	38	24	113	9	58	0
Other(State)	932	0	358	96	1	2	196	186	78	16	0
Boma Authorities	4	0	0	0	0	0	1	3	0	0	0
Payam Authorities	12	0	1	2	1	1	4	1	0	1	0
Other	104	0	12	9	0	3	29	3	2	46	0
No tax	774	0	0	0	0	0	0	0	0	0	774

Source: Business Survey (2010)

10.3. Share of businesses having a tax identification by state capitals. Percent

	Not stated	Yes	No	Total
Total	1	36	63	100
Malakal	3	44	53	100
Bor	1	13	86	100
Bentiu	0	1	98	100
Kuajok	0	16	84	100
Aweil	0	86	13	100
Wau	2	36	62	100
Rumbek	0	6	94	100
Yambio	0	65	35	100
Juba	1	34	65	100
Torit	6	37	56	100

Source: Business Survey (2010)

10.4. Number of businesses by receiving a receipt for kind of taxes paid. Last tax paid

	Total	Not stated	Yes	No	No tax paid
Total	7,209	431	5,686	318	774
Not stated	48	46	2	0	0
Income tax	2,046	105	1,861	79	0
Lump sum tax	1,541	83	1,409	49	0
Payroll tax	35	0	35	0	0
Import tax	447	16	400	30	0
Property tax	589	34	507	48	0
Sales tax	988	70	821	97	0
Value added tax	517	72	445	0	0
Corporation tax	226	5	207	14	0
No tax paid	774	0	0	0	774

Source: Business Survey (2010)

10.5. Share of businesses by periodicity of last tax paid by industry. Percent .

	Total	Not stated	Annually	Monthly	Weekly	No period	99
Total	100	4	49	24	0	12	11
Production of Goods	100	2	50	29	0	9	9
Wholesale and Retail	100	4	48	24	0	14	10
Hotels and Restaurants	100	4	51	26	0	5	14
Other Service Activities	100	5	51	21	0	10	13

Source: Business Survey (2010)

10.6. Number of businesses paying taxes by authority the last tax was paid to and industry.

	Production of Goods	Wholesale and Retail	Hotels and Restaurants	Other Service Activities
Total	225	5,021	1,045	918
Not stated	10	106	6	7
Ministry of Finance and Planning(GoSS)	27	254	40	63
Ministry of Commerce(GoSS)	7	321	28	36
Ministry of Legal Affairs(GoSS)	1	56	10	17
Investment Authorities(GoSS)	1	26	2	15
Other(GoSS)	75	2,077	338	263
Ministry of Finance and Planning(State)	31	325	83	72
Ministry of Commerce(State)	3	81	16	20
Ministry of Legal Affairs(State)	15	261	73	59
Investment Authorities(State)	13	373	99	73
Other(State)	14	571	195	153
Boma Authorities	0	3	1	0
Payam Authorities	0	1	2	9
Other	9	74	4	17
No tax paid	20	492	147	115

Source: Business Survey (2010)

10.7. Number of businesses having tax identification number by business size.

	Total	Not stated	Yes	No
Total	7,209	90	2,588	4,532
0 Employees	280	0	58	223
1 Employee	3,545	26	1,312	2,208
2-4 Employees	2,665	44	915	1,706
5-9 Employees	494	10	188	296
10+ Employees	225	10	115	99

Source: Business Survey (2010)

10.8. Number of businesses by amount of taxes paid (SDG) last year by business size (Number of employees). Juba.

	Total	No taxes paid	Less than 1	1-999	1 000 - 9 999	10 000 - 99 000	100 000+	Not stated
Total	2,652	323	12	1,123	1,012	169	9	4
0 Employees	121	10	0	19	90	2	0	0
1 Employee	1,139	170	4	651	254	57	0	3
2-4 Employees	1,012	91	0	391	475	53	1	0
5-9 Employees	237	36	8	52	120	22	0	0
10+ Employees	143	17	0	10	72	35	8	1

Source: Business Survey (2010)

10.9. Number of businesses receiving a receipt for tax paid by kind of taxes. Last tax paid. Juba.

	Total	Not stated	Yes	No	No tax paid
Total	2,652	234	2,079	16	323
Not stated	12	11	1	0	0
Income tax	785	69	713	4	0
Lump sum tax	252	9	240	4	0
Payroll tax	8	0	8	0	0
Import tax	122	6	112	4	0
Property tax	292	22	266	4	0
Sales tax	365	48	318	0	0
Value added tax	416	69	347	0	0
Corporation tax	75	1	74	0	0
No tax paid	323	0	0	0	323

Source: Business Survey (2010).

B. Ownership and Stakeholders Characteristics

B1 What is the ownership structure? (mark only one)

1. General partnership

2. Limited partnership

3. Public company

4. Private company

5. Co-operative

6. Sole proprietorship

7. Other, specify

Specify:

B2 Start up capital

How much start-up capital was invested in the business? (SDG, no decimals)

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

B3 Stakeholder/owners characteristics

(1) Total number of stakeholders _____ (persons)

(2) of which male _____

(3) of which female _____

(4) of which Sudanese citizens _____

(5) of which African foreigners _____

(6) of which Non-African foreigners _____

(7) of which family members _____

C Employment [in period]

C1 How many paid employees does the business have today?

Description of type of employment	Number of employees	
	Male	Female
(1) Total number of employees		
(2) of which full time employees		
(3) of which part time employees		

C3 Nationality of paid employees today

Total number of employees	Number of employees			
	Sudanese citizen		Non-African foreigner	
	male	female	male	female
(1)				

C2 How many paid employees did the business have 6 months ago?

Description of type of employment	Number of employees	
	Male	Female
(1) Total number of employees		
(2) of which full time employees		
(3) of which part time employees		

C Employment (continued)

Information to the enumerator:

[period] =
 if number of paid employees today is 3 or less → Period = last one month
 if number of paid employees today is 4 or more → Period = last 12 months (one year)

C4 How much salary was paid in cash in [period]?	
SDG without decimals	Total
(1) Total	

C5 How much salary was paid in kind (estimated value) in [period]?	
Estimated value in SDG without decimals	Total
(1) As accommodation	
(2) As food	
(3) As other kind	

C6 Number of paid employees by highest education finished.	
(1) No schooling	
(2) Primary school	
(3) Secondary school	
(4) Bachelor or higher	
(5) Master or higher	
(6) Formal vocational training	

C7 How difficult is it for the business to hire skilled labour?	
(1) Sudanese nationals	<input type="checkbox"/> 1. Easy <input type="checkbox"/> 2. Moderate <input type="checkbox"/> 3. Difficult <input type="checkbox"/> 4. Don't know
(2) Non-Sudanese	<input type="checkbox"/> 1. Easy <input type="checkbox"/> 2. Moderate <input type="checkbox"/> 3. Difficult <input type="checkbox"/> 4. Don't know

+

C8 How difficult is it for the business to hire unskilled labour?	
(1) Sudanese nationals	<input type="checkbox"/> 1. Easy <input type="checkbox"/> 2. Moderate <input type="checkbox"/> 3. Difficult <input type="checkbox"/> 4. Don't know
(2) Non-Sudanese	<input type="checkbox"/> 1. Easy <input type="checkbox"/> 2. Moderate <input type="checkbox"/> 3. Difficult <input type="checkbox"/> 4. Don't know

C9 How many unpaid employees does the business have?	
(1) Number of unpaid employees	

C10 How many trainees/ internships are in the business?	
(1) Number of apprentices	

+

D. Income and sales**Information to the enumerator: [period] =**

if number of paid employees today is 3 or less → Period = last one month

if number of paid employees today is 4 or more → Period = last 12 months (one year)

D1 Does the business keep written accounts on an annual basis?Yes No
Yes No

(1)

D2a Did the business produce any goods in [period]?Yes → Continue to D2b
No → Skip to D3

(1)

D2b What was the value of production and sales of your own produced goods [in period]? (SDG without decimals)

Total value	Value of Production	Value of sales
All produced goods		

(2)

D2c List the 4 most important goods produced:

Type of good	Value of production	Value of sales
1.		
2.		
3.		
4.		

(3)

D3a Did the business produce any services in [period]?Yes → Continue to D3b
No → Skip to D4

(1)

D3b What was the income from sales of your own produced services [in period], re-sale of goods not included? (SDG without decimals)

Total value	Value of Sales
All produced services	

(2)

D3c List the 4 most important services produced:

Type of service	Value of sales
1.	
2.	
3.	
4.	

(3)

D4a Did the business re-sell any goods in [period]? (selling finished goods the business did not produce itself)Yes → Continue to D4b
No → Skip to D6

(1)

D4b What was the income from selling goods the business did not produce (re-sale) [in period]?

Income (SDG without decimals)

(1)

D5 What was the value added (trade margins) from re-selling goods [in period]? (the difference between purchase costs and total sales)

Trade margin (SDG without decimals)

(1)

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[720001]

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D. Income and sales (continued)

D6 What was the income from other sources [in period]?	
(SDG without decimals)	
(1) Income from interests received	_____
(2) Rental income	_____
(3) Other income n.e.s.	_____
(4) Total income from other sources (1) + (2) + (3)	_____

D7 What was the total income in the business [in period]?	
(SDG without decimals)	
(1) Total income (=D2+D3+D4+D6)	_____

D8a What percentage of the sales the last 12 months was exported to outside Southern Sudan?	
(1) - Export share of total sales	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
D8b Out of this, how much was exported? (mark all that applies)	
(1) - to North Sudan	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
(2) - to the East Africa Community (Kenya, Uganda, Burundi, Rwanda and Tanzania)	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
(3) - to other Africa	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
(4) - to outside Africa	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100

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E. Costs

E1 What was the cost to the business for the following items during the last [period]? (SDG without decimals)	
(1) Rent	_____
(2) Raw materials	_____
(3) Processed physical inputs	_____
(4) Energy and water (fuel, electricity)	_____
(5) Purchase for resale	_____
(6) Telecommunication (phone, internet etc)	_____
(7) Repair and maintenance of machinery and cars	_____
(8) Bank and insurance costs	_____
(9) Food and drinks	_____
(10) Promotion and advertising	_____
(11) Security services	_____
(12) Other maintenance	_____
(13) Other business services	_____
(14) Other costs	_____
(15) Total costs	_____

+

E2a What percentage of the purchased goods and services the last 12 months did the business import from outside Southern Sudan?	
(1) - Imported share of total expenditures	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
E2b Out of this, how much was imported (mark all that applies)	
(1) - from North Sudan	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
(2) - from the East Africa Community (Kenya, Uganda, Burundi, Rwanda and Tanzania)	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
(3) - from other Africa	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100
(4) - from outside Africa	<input type="checkbox"/> 0 <input type="checkbox"/> 1-24 <input type="checkbox"/> 25-49 <input type="checkbox"/> 50-74 <input type="checkbox"/> 75-99 <input type="checkbox"/> 100

Information to the enumerator:

[period] =

if number of paid employees today is 3 or less → Period = last one month

if number of paid employees today is 4 or more → Period = last 12 months (one year)

+

G. Stocks

G1	What is the total value of current stocks in the business? (SDG without decimals)	
(1)	Total value of stocks	

G3	What was the total value of stocks in the business 12 months ago? (SDG without decimals)	
	Total value of stocks	

G2	What was the value of the current stock of the following items (SDG without decimals)	
(1)	Finished own produced products	
(2)	Goods for re-sale	
(3)	Principal materials	
(4)	Fuel	
(5)	Other supplies	
(6)	Work in progress	
(7)	Other, please specify: _____	
(8)	Total current stocks. The sum of (1) to (7)	

The answer in (8) must equal answer in G1

+

+

H. Business environment

(1)	H1 Over the last 3 years has the business.... (mark only one) <input type="checkbox"/> 1. Expanded <input type="checkbox"/> 2. Stayed the same <input type="checkbox"/> 3. Contracted <input type="checkbox"/> 4. Not relevant
(1)	H2 if the business expanded (H1 =1), did it expand.... <input type="checkbox"/> 1. within the same sector <input type="checkbox"/> 2. diversified to other sectors
(1)	H3 In the next 3 years, do you expect the business to... (mark only one) <input type="checkbox"/> 1. Expand <input type="checkbox"/> 2. Stay the same <input type="checkbox"/> 3. Contract
(1)	H4.a How do you expect the security situation to develop the next three years? (mark only one) <input type="checkbox"/> 1.Improve <input type="checkbox"/> 2.Stay the same <input type="checkbox"/> 3.Deteriorate
(2)	H4.b Given this, how do you think it will affect the growth of your business the next three years? (mark only one) <input type="checkbox"/> 1.Positive <input type="checkbox"/> 2.No importance <input type="checkbox"/> 3.Negative
(1)	H5.a How do you see the competition from other businesses change the next three years? (mark only one) <input type="checkbox"/> 1.Increase <input type="checkbox"/> 2.Stay the same <input type="checkbox"/> 3.Decrease
(2)	H5.b Given this, how do you think it will affect the growth of your business the next three years? (mark only one) <input type="checkbox"/> 1.Positive <input type="checkbox"/> 2.No importance <input type="checkbox"/> 3.Negative
(1)	H6.a How do you see the demand for your output change the next three years? (mark only one) <input type="checkbox"/> 1. Increase <input type="checkbox"/> 2.Stay the same <input type="checkbox"/> 3.Decrease
(2)	H6.b Given this, how do you think it will affect the growth of your business the next three years? (mark only one) <input type="checkbox"/> 1.Positive <input type="checkbox"/> 2.No importance <input type="checkbox"/> 3.Negative

+

(1)	H7.a How do you consider the Government of Southern Sudan facilitation for business growth to change the next three years? (mark only one) <input type="checkbox"/> 1.Improve <input type="checkbox"/> 2.Stay the same <input type="checkbox"/> 3.Deteriorate
(2)	H7.b Given this development, how do you think it will affect the growth of your business the next three years? (mark only one) <input type="checkbox"/> 1.Positive <input type="checkbox"/> 2.No importance <input type="checkbox"/> 3.Negative

(1)	H8 Over the last 3 years has the internet/ e-mail use of the business.... (mark only one) <input type="checkbox"/> 1. Expanded <input type="checkbox"/> 2. Stayed the same <input type="checkbox"/> 3. Contracted <input type="checkbox"/> 4. Not relevant
-----	--

(1)	H9 Is it your impression that the Government of Southern Sudan... (mark only one) <input type="checkbox"/> 1. Facilitate business growth <input type="checkbox"/> 2. Neither facilitates nor hampers growth <input type="checkbox"/> 3. Hampers business growth
-----	---

(1)	H10 Is it your impression that the Local State Government (mark only one) <input type="checkbox"/> 1. Facilitate business growth <input type="checkbox"/> 2. Neither facilitates nor hampers growth <input type="checkbox"/> 3. Hampers business growth
-----	---

(1)	H11 Is it your impression that corruption within the Government is among the major obstacles to the growth in your business? (mark only one) <input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know
-----	--

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[720001]

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H. Business environment continued

H13 How serious problem for your business is the provision of			
Rank 3 most important problems by ticking off here	1 Big problem	2. Small problem	3. No problem
(1) <input type="checkbox"/> Electricity	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(2) <input type="checkbox"/> Water	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(3) <input type="checkbox"/> Roads	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(4) <input type="checkbox"/> Access to market/customers	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(5) <input type="checkbox"/> Telephone	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(6) <input type="checkbox"/> Internet	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(7) <input type="checkbox"/> Public transport	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(8) <input type="checkbox"/> Waste disposal	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(9) <input type="checkbox"/> Obtaining official licenses, legal documents and acquired registration	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.
(10) <input type="checkbox"/> Security	<input type="checkbox"/> 1.	<input type="checkbox"/> 2.	<input type="checkbox"/> 3.

1) Rank the 3 most important problems by ticking off in the left most box for 3 of the items above

+

+

H14	Has insecurity or possible insecurity affected your investment decisions?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Don't know
(1)				

H15	Have you had any cash flow (liquidity) problems the last 12 months?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Don't know
(1)				

I. Shocks

I 1 Did the business experience any of the following shocks last 12 months?

(1) Fire 1. Yes 2. No

(2) Theft 1. Yes 2. No

(3) Flooding 1. Yes 2. No

(4) Vandalism 1. Yes 2. No

(5) Car accidents 1. Yes 2. No

(6) Personnel injuries during work hours 1. Yes 2. No

(7) Eviction 1. Yes 2. No

(8) Other, please specify _____

I 2 Did the business have any financial loss due to shocks?

(1) 1. Yes (continue to I3) 2. No (skip to I4)

I 3 If yes in I2, how did your business finance them?

1. By borrowing or getting money from friends 1. Yes 2. No

2. By borrowing or getting money from family 1. Yes 2. No

3. By borrowing from financial institutions 1. Yes 2. No

4. By borrowing or getting money from other sources 1. Yes 2. No

5. Through insurance 1. Yes 2. No

6. Through decreased profit 1. Yes 2. No

7. Through decreased salaries for employees 1. Yes 2. No

8. Through using financial assets 1. Yes 2. No

+

I 4 Does the business have any of the following insurances today?

1. Vehicle insurance 1. Yes 2. No

2. Theft insurance 1. Yes 2. No

3. Fire insurance 1. Yes 2. No

4. Other insurances 1. Yes 2. No

I 5 How much was paid in insurance premium last 12 months?
(SDG without decimals)

(1) Amount _____

+

+

K. Registration and paying of taxes

K 1. Is the business paying any taxes?
 1. Yes If yes, continue to K2
 2. No If no, skip to K4

K2. How much tax was paid total last 12 months?
 (SDG without decimals)

(1) Amount	
------------	--

K3. List the five last taxes your business paid within the last 12 months

A. What kind of tax	B. To whom was the tax paid	C. How many per cent of income (if applicable)	D. Amount paid in SDG	E. For what period was this tax paid	F. Did you receive a receipt
(1)	<input type="text"/>	<input type="text"/>		<input type="checkbox"/> 1. Annually <input type="checkbox"/> 2. Monthly <input type="checkbox"/> 3. Weekly <input type="checkbox"/> 4. No period	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(2)	<input type="text"/>	<input type="text"/>		<input type="checkbox"/> 1. Annually <input type="checkbox"/> 2. Monthly <input type="checkbox"/> 3. Weekly <input type="checkbox"/> 4. No period	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(3)	<input type="text"/>	<input type="text"/>		<input type="checkbox"/> 1. Annually <input type="checkbox"/> 2. Monthly <input type="checkbox"/> 3. Weekly <input type="checkbox"/> 4. No period	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(4)	<input type="text"/>	<input type="text"/>		<input type="checkbox"/> 1. Annually <input type="checkbox"/> 2. Monthly <input type="checkbox"/> 3. Weekly <input type="checkbox"/> 4. No period	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(5)	<input type="text"/>	<input type="text"/>		<input type="checkbox"/> 1. Annually <input type="checkbox"/> 2. Monthly <input type="checkbox"/> 3. Weekly <input type="checkbox"/> 4. No period	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No

A. 1 = Income tax 2 = Lump sum tax 3 = Payroll tax 4 = Import tax 5 = Property tax 6 = Sales tax 7 = Value added tax 8 = Corporation tax
 B. 1 = Ministry of Finance and Planning (GoSS) 2 = Ministry of Commerce (GoSS) 3 = Ministry of Legal Affairs (GoSS) 4 = Other (GoSS) 5 = Ministry of Finance and Planning (State level) 6 = Ministry of Commerce (State level)
 7 = Ministry of Legal Affairs (State level) 8 = Other (State level) 9 = County authorities 10 = Payam authorities 11 = Boma authorities 12 = Local police 13 = Other

+

K. Registration and paying of taxes (continues)

K4. List the different registrations and licenses acquired by the business					
A. What kind of registration	B. By which institution was the registration made	C. What year was the registration done	D. Fee paid (in SDG)	E. Is renewal of this registration required	F. Did you receive a certificate
(1) <input type="checkbox"/>	<input type="checkbox"/>			<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(2) <input type="checkbox"/>	<input type="checkbox"/>			<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(3) <input type="checkbox"/>	<input type="checkbox"/>			<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(4) <input type="checkbox"/>	<input type="checkbox"/>			<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(5) <input type="checkbox"/>	<input type="checkbox"/>			<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No
(6) <input type="checkbox"/>	<input type="checkbox"/>			<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No <input type="checkbox"/> 3. Don't know	<input type="checkbox"/> 1. Yes <input type="checkbox"/> 2. No

A. 1 = Business Registration 2 = Tax registration 3 = Investment registration 4 = Import registration 5 = Operation licence
 B. 1 = Ministry of Finance and Planning (GoSS) 2 = Ministry of Commerce (GoSS) 3 = Ministry of Legal Affairs (GoSS) 4 = Investment Authorities (GoSS) 5 = Other (GoSS) 6 = Ministry of Finance and Planning (State level)
 7 = Ministry of Commerce (State level) 8 = Ministry of Legal Affairs (State level) 9 = Investment Authorities (State level) 10 = Other (State level) 11 = Boma authorities 12 = Payam authorities 13 = Other

K5. Does the business have taxation identification number?

1. Yes

2. No

END OF INTERVIEW



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