

## COVID 19 Impact ES Follow-up Survey – Russia Round 2

The World Bank

December 2021

**INSTRUCTIONS (NOT SHOWN): READ ALL QUESTIONS AS WRITTEN. ITEMS MARKED (SPONTANEOUS) SHOULD NOT BE READ AND ARE ADMINISTERED ONLY BY PHONE. CORRESPONDING ANSWERS IN green APPEAR TO ONLINE RESPONDENTS ONLY.**

### A. CONTROL INFORMATION & INTRODUCTION (to be filled out from the existing information)

Unique ID (not known to respondent)

**idstd**

Follow-up Survey ID

**id**

A.1 Country Code

**a1**

Country Name

**countryx**

A.1a Language of the interview

**a1a**

**MODE** | **MODE OF INTERVIEW**

Phone (CATI)	1
Online	2

**mode**

**a0** | Questionnaire

Manufacturing	1
Retail	2
Other Services	3

**a0**

**R.2** | Participated in previous rounds of the COVID-19 impact survey

Yes	1
No	2

**COV2r1**

**INTERVIEW ALL THE ESTABLISHMENTS.**

**READ THE FOLLOWING TO THE RESPONDENT, IF COV2R1 IS 2 AND BY PHONE (mode=1)**

Good [morning/afternoon/evening], I'm calling you from [Insert name of the contractor] to thank you for the participation in the World Bank's Enterprise Survey. We would like to take this opportunity to ask you a few questions to follow up on the effect of the COVID-19 virus on your establishment.

The information and opinions you provide will be anonymized. Neither your name nor the name of your business will be used in any document based on this survey.

**SHOW THE FOLLOWING TO THE RESPONDENT, IF COV2R1 IS 2 AND ONLINE (mode=2)**

Hello from [Insert name of the contractor]. We would like to thank you for your recent participation in the World Bank's Enterprise Survey. We would like to take this opportunity to ask you a few questions to follow up on the effect of the COVID-19 virus on your establishment.

The information and opinions you provide will be anonymized. Neither your name nor the name of your business will be used in any document based on this survey.

	Date of the interview
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Year	Month	Day
COVa20y	COVa20m	COVa20d



Last completed month
COVa20m_1

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**B. SALES**

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<b>B.0</b>	Currently is this establishment open, temporarily closed (suspended services or production), or permanently closed?
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Permanently closed	1	<i>GO TO SECTION H</i>
Temporarily closed	2	<i>GO TO B.1b</i>
Open	3	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO B.2</i>
<b>Don't know</b>	<b>-99</b>	<i>GO TO B.2</i>
		<b>COVb0</b>

<b>B.1a</b>	Did this establishment close temporarily (suspended services or production) due to the COVID-19 outbreak?
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Yes	1	<i>GO TO B.1b</i>
No	2	<i>GO TO B.2</i>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<i>GO TO B.2</i>
<b>Don't know</b>	<b>-99</b>	<i>GO TO B.2</i>
		<b>COV2b1aR2</b>

<b>B.1b</b>	For how many weeks has this establishment been closed (or was closed) due to the COVID-19 outbreak?
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Weeks the establishment was closed	<b>COV2b1bR2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>B.2</b>	Comparing this establishment's sales for <b>[insert last completed month]</b> with the same month in 2021, did sales increase, remain the same, or decrease?
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	Increase	1	
	Remain the same	2	<i>GO TO B.3</i>
	Decrease	3	
	<b>Don't know (spontaneous)</b>	<b>-9</b>	<i>GO TO B.3</i>
			<b>COVb2a</b>

  

	<b>Percent</b>	
By what percentage did the sales increase?	<b>COVb2b</b>	%
<b>Don't know (spontaneous)</b>	<b>-9</b>	

  

	<b>Percent</b>	
By what percentage did the sales decrease?	<b>COVb2c</b>	%
<b>Don't know (spontaneous)</b>	<b>-9</b>	

<b>RU.B1</b>	In the month of <b>[insert last completed month]</b> , did this establishment had to cancel any sale orders because there were no inputs for production (they were delayed or interrupted)?
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Yes	1	
No	2	<b>GO TO B.3</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO B.3</b>
<b>Don't know</b>	<b>-99</b>	<b>GO TO B.3</b>

**RUB1**

<b>RU.B2</b>	What is the value of the cancelled transactions as a share of the sales in <b>[insert last completed month]</b> ?
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Cancelled transactions as a share of last months sales	<b>RUB2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>RU.B3</b>	Were any of the delayed or interrupted inputs sourced from abroad?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**RUB3**

<b>B.3</b>	In the last completed month, that is in <b>[insert last completed month]</b> , what percentage of this establishment's sales were:
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	<b>Percent</b>	<b>DON'T KNOW (SPON.)</b>	<b>Don't know</b>
National sales	<b>COVb3a</b> %	<b>-9</b>	<b>-99</b>
Indirect exports (sold domestically to third party that exports products)	<b>COVb3b</b> %	<b>-9</b>	<b>-99</b>
Direct exports	<b>COVb3c</b> %	<b>-9</b>	<b>-99</b>
	<b>100%</b>		

## C. PRODUCTION

### ASK C.1 ONLY IF A0 = 1 (MANUFACTURING)

<b>C.1</b>	In the last completed month, that is in <b>[insert last completed month]</b> , what was this establishment's output produced as a percentage of the maximum output possible if using all the physical capital available (capacity utilization)?
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	<b>Percent</b>
Capacity utilization	<b>COVc1%</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>C.2</b>	Comparing <b>[insert option]</b> for <b>[insert last completed month]</b> with the same month in 2020, did it (they) increase, remain the same, or decrease? <b>INTERVIEWER: READ OUT</b>
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	Increase	Remain the same	Decrease	<b>DON'T KNOW (SPONTANEOUS)</b>	<b>Don't know</b>
This establishment's total hours of operations per week <b>COVc2a</b>	1	2	3	<b>-9</b>	<b>-99</b>
The demand for this establishment's products and services <b>COVc2b</b>	1	2	3	<b>-9</b>	<b>-99</b>
This establishment's supply of inputs, raw materials, or finished goods and materials purchased to resell <b>COVc2c</b>	1	2	3	<b>-9</b>	<b>-99</b>

<b>C.3</b>	Since the outbreak of COVID-19, did this establishment experience any of the following changes in response to the COVID-19 outbreak? <b>INTERVIEWER: READ OUT</b>
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	Yes	No	<b>DON'T KNOW (SPON.)</b>	<b>Don't know</b>
Introduced new or improved products or services? <b>COV2c3aR2</b>	1	2	<b>-9</b>	<b>-99</b>
Discontinued the production of some goods or the offering of any services? <b>COV2c3bR2</b>	1	2	<b>-9</b>	<b>-99</b>

<b>C.4</b>	Since the outbreak of COVID-19, did this establishment experience any of the following changes in response to the COVID-19 outbreak? <b>INTERVIEWER: READ OUT</b>
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	Yes	No	<b>DON'T KNOW (SPON.)</b>	<b>Don't know</b>
Started or increased business activity online? <b>COV2c4aR2</b>	1	2	<b>-9</b>	<b>-99</b>
Started or increased delivery or carry-out of goods or services? <b>COV2c4bR2</b>	1	2	<b>-9</b>	<b>-99</b>
Started or increased remote work arrangement for its workforce? <b>COV2c4cR2</b>	1	2	<b>-9</b>	<b>-99</b>

<b>C.5</b>	Currently what is the share of this establishment's online sales out of total sales?
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	<b>Percent</b>
Share of online sales <b>COVc5</b> %	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>RU.C1</b>	Among the following digital technologies, which one that has not been adopted in this establishment would help the most if adopted in adjusting to the COVID-19 crisis? <b>INTERVIEWER: READ OUT</b>
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Use digital platforms for sales (including social medial platforms and company websites as customer interface) or payments (mobile money, card payments)	1	
Adopt customer relationship management (CRM) or supply relationship management (SRM) software	2	
Adopt ERP systems for operations planning or business administration (e.g. HR, accounting)	3	
Adopt data storage and management cloud services (Examples: Amazon Web Services, IBM Bluemix, Microsoft Azure)	4	
Digital tools for staff communications (examples: online meeting, digital training)	5	
Other technologies	6	
None of the above	7	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO RUC.3</b>
<b>Don't know</b>	<b>-99</b>	<b>GO TO RUC.3</b>
		<b>RUc1</b>

<b>RU.C2</b>	What is the main reason why you have not adopted it so far? <b>INTERVIEWER: READ OUT</b>
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Uncertainty or lack of demand	1
Too costly or not convinced of the economic benefit	2
Lack of information on what technologies are available	3
Lack of technical skills or skilled employees required to support this equipment.	4
Difficulty in obtaining financing	5
It is difficult or costly to comply with government regulations	6
Reorganization cost, resistance to change from employees and/or managers	7
Other (specify <b>RUc2x</b> )	8
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>RUc2</b>
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**D. LABOR**

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**PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:**

**And now I would like to ask some questions about this establishment workforce**

**ASK ONLY IF COV2r1=2**

<b>D.0a</b>	At the end of December 2019, how many permanent, full-time employees did this establishment employ? Please include all employees and managers  Permanent, full-time workers are defined as all workers that work for a term of one or more fiscal years and/or have a guaranteed renewal of their employment and that work a full shift.  <b>(INTERVIEWER: INCLUDE RESPONDENT IF APPLICABLE).</b>
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	Number
Permanent, full-time workers end of December 2019	COV2d0a
DON'T KNOW (SPONTANEOUS)	-9
Don't know	-99

**ASK ONLY IF COV2r1=2**

<b>D.0b</b>	At the end of December 2019, in this establishment how many permanent, full-time workers were <u>female</u> ?
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	Number	DON'T KNOW (SPON.)	Don't know
Female permanent full-time workers end of December 2019	COV2d0b	-9	-99

<b>D.1</b>	At the end of the last completed month, that is in <b>[insert last completed month]</b> , how many permanent, full-time employees did this establishment employ? Please include all employees and managers
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	Number
Permanent, full-time employees end of last month	COVd1
DON'T KNOW (SPONTANEOUS)	-9
Don't know	-99

<b>D.10</b>	Since the outbreak of COVID-19, how many permanent full time employees had their salary, wages, or benefits reduced due to the COVID-19 outbreak?
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Number of employees whose salary, wage and benefits reduced	COV2d10 R2
DON'T KNOW (SPONTANEOUS)	-9
Don't know	-99



**ASK ONLY IF D.10 IS GREATER THAN 0**

<b>D.11</b>	What was the average percentage reduction in the salary, wage or benefit of this establishments current workers?
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Average reduction in salary and benefits	<b>COV2d11 R2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

## E. FINANCE

### PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

And now I would like to ask a few questions about the effect of the COVID-19 outbreak on this establishment's access to finance

**E.1** Since the outbreak of COVID-19, has/have this establishment's liquidity or cash flow increased, remained the same, or decreased?

	Increased	Remained the same	Decreased	DON'T KNOW (SPON.)	Don't know
Liquidity or cash flow <b>COV2e1aR2</b>	1	2	3	-9	-99

### ASK ONLY IF COV2E1AR2 = 3

**E.2** Since the outbreak of COVID-19, what has been the main source this establishment has used to deal with cash flow shortages?

Loans from commercial banks	1
Loans from non-banking financial institutions (microfinance institutions, credit cooperatives, credit unions, or finance companies)	2
Equity finance (increase contributions or capital from existing owners/shareholders or issuing new shares)	3
Delaying payments to suppliers or workers	4
Government grants	5
None of the above	6
DON'T KNOW (SPONTANEOUS)	-9
Don't know	-99

**COV2e2R2**

**E.3** Since the outbreak of COVID-19, has this establishment delayed payments due to the COVID-19 outbreak for more than one week (excluding payments postponed following current regulation) to:  
**INTERVIEWER: READ OUT**

	Yes	No	DON'T KNOW (SPON.)	Don't know	DOES NOT APPLY (SPON.)	Does not apply
Its suppliers <b>COV2e3aR2</b>	1	2	-9	-99	-	-
Its landlords <b>COV2e3bR2</b>	1	2	-9	-99	-7	-77
The tax authorities <b>COV2e3cR2</b>	1	2	-9	-99	-	-

<b>E.4</b>	Since the outbreak of COVID-19, has this establishment been overdue on its obligations to any financial institution?
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Yes	1
No	2
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Does not apply</b>	<b>-77</b>
<b>Don't know</b>	<b>-99</b>

**COV2e4R2**

<b>E.5</b>	Since the outbreak of COVID-19, has this establishment filed for insolvency or bankruptcy?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**COV2e5R2**

<b>E.6</b>	Since the outbreak of COVID-19, has this establishment applied for any lines of credit or loans or overdraft facility?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**GO TO E.8**

**GO TO E.9a**

**COV2k16R2**

<b>E.7</b>	What was the <b>main</b> reason why this establishment did not apply for any line of credit or loan?
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No need for a loan - establishment had sufficient capital	1
Application procedures were complex	2
Interest rates were not favorable	3
Collateral requirements were too high	4
Size of loan and maturity were insufficient	5
Did not think it would be approved	6
Other	7
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**COV2k17R2**

**GO TO  
E.9a**

<b>E.8</b>	Referring only to this most recent application for a line of credit or loan, what was the outcome of that application? <b>INTERVIEWER: READ OUT</b>
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Application was approved in full	1
Application was approved in part	2
Application was rejected	3
Application was withdrawn	4
<b>APPLICATION STILL IN PROCESS</b>	<b>-6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**COV2k20a1  
R2**

<b>E.9a</b>	Since the outbreak of COVID-19, has this establishment applied to restructure any existing liabilities? (changes in terms and/or schedule of payments)
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Yes	1
No	2
<b>DOES NOT APPLY (SPONTANEOUS)</b>	<b>-7</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Does not apply</b>	<b>-77</b>
<b>Don't know</b>	<b>-99</b>

**GO TO E.10  
GO TO E.10  
GO TO E.10  
GO TO E.10  
GO TO E.10**

**COV2e9a**

<b>E.9b</b>	What was the outcome of that application? <b>INTERVIEWER: READ OUT</b>
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Application was approved, fully or partially	1
Application was rejected	2
Application was withdrawn	3
<b>APPLICATION STILL IN PROCESS</b>	<b>-6</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Application still in process</b>	<b>-66</b>
<b>Don't know</b>	<b>-99</b>

**COV2e9b**

## I. INVESTMENTS AND ENVIORMENTAL PRACTICES

**I.1** Since the outbreak of COVID-19 (February 2020), have you canceled any planned investment?

Yes	1	<b>GO TO I.4</b>
No	2	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
<b>Don't know</b>	<b>-99</b>	
		<b>RUI1</b>

**I.2** Why did you have to cancel planned investment? **INTERVIEWER: READ OUT**

Lack of finance	1	
Cost of finance	2	
Lack of Demand	3	
Uncertainty	4	
Other (specify <b>i2x</b> )	5	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
<b>Don't know</b>	<b>-99</b>	
		<b>RUI2</b>

**I.3** What was the amount of total cancelled investment since the start of the pandemic?

	<b>LCU</b>
Number of months	<b>RUI3</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**I.4** Looking ahead to the next 12 months, what is the approximate value of investment that you anticipate you will make?

	<b>LCU</b>	<b>GO TO I.6</b>
Value of anticipated investments for the next 12 months	<b>RUI4</b>	
<b>NONE</b>	<b>0</b>	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	
<b>Don't know</b>	<b>-99</b>	

**I.5** What share of the anticipated investment will reduce carbon emissions?

	<b>Percent</b>
Share of anticipated investment that will be carbon reducing	<b>RUI5</b>
<b>NONE</b>	<b>0</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>I.6</b>	Are the premises of this establishment LEED certified?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**RUi6**

<b>I.7</b>	Does the establishment have the ISO 140001 or the ISO 50001 certification?
------------	--

Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**RUi7**

<b>I.8</b>	Does the establishment undergo periodic audit of compliance with environmental regulatory requirements? <b>INTERVIEWER: READ OUT</b>
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Yes, internal audits	1
Yes, external audits	2
No	3
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**RUi8**

<b>I.9</b>	Does the establishment participate in any form of carbon-trading?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**RUi9**

<b>I.10</b>	Does the establishment monitor emissions of CO2 at least once per year?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**Rui10**

<b>I.11</b>	Does the establishment have targets for energy consumption?
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Yes	1
No	2
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**RUi11**

<b>I.12</b>	Has this establishment implemented the following solutions to mitigate climate change effects or to make this establishment more resilient to climate change effects?  <b>INTERVIEWER: READ OUT</b>
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	Yes	No	<b>DON'T KNOW (SPON.)</b>
Equipment or technology that increased energy, water, or waste management efficiency. <b>RUi12a</b>	1	2	-9
Reduced emissions, for example, through digitization of business processes. <b>RUi12b</b>	1	2	-9
Made business premises resilient to climate change events. <b>RUi12c</b>	1	2	-9
Choosing suppliers who follow climate-friendly business practices. <b>RUi12d</b>	1	2	-9
Employee and customer awareness campaigns. <b>RUi12e</b>	1	2	-9
No significant solutions implemented so far. <b>RUi12f</b>	1	2	-9

<b>I.13</b>	From the list below, do you identify each as a major constraint to climate-smart investments and to implementation of more sustainable business practices for this establishment?  <b>INTERVIEWER: READ OUT</b>
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	Yes	No	<b>DON'T KNOW (SPON.)</b>
Lack of financial resources for green investments. <b>RUi13a</b>	1	2	-9
Lack of knowledge, human capacity, and skills. <b>RUi12b</b>	1	2	-9
No 'business case' for green investments (low demand for green products and services). <b>RUi12c</b>	1	2	-9
This establishment is too small for green investments. <b>RUi12d</b>	1	2	-9
National regulation and policies, including in the business enabling environment. <b>RUi12e</b>	1	2	-9

## F. POLICIES

**ASK ONLY IF COV2R1 = 2**

<b>F.1</b>	Since the outbreak of COVID-19, has this establishment received any national or local government support in response to the crisis?
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Yes	1	
No, but expect to receive it in the next 3 months	2	
No	3	<b>GO TO F.5a</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO F.4</b>
<b>Don't know</b>	<b>-99</b>	<b>GO TO F.4</b>
		<b>COV2f1R2</b>

**ASK ONLY IF COV2R1 = 2**

<b>F.2</b>	Did any of these measures involve any of the following:
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	Yes	No	<b>DON'T KNOW (SPON)</b>	<b>Don't know</b>
Cash transfers for businesses <b>COV2f2aR2</b>	1	2	<b>-9</b>	<b>-99</b>
Deferral of credit payments, utility bills, rent or mortgage, suspension of interest payments, or rollover of debt. <b>COV2f2bR2</b>	1	2	<b>-9</b>	<b>-99</b>
Access to new credit <b>COV2f2cR2</b>	1	2	<b>-9</b>	<b>-99</b>
Tax reductions or tax deferrals <b>COV2f2dR2</b>	1	2	<b>-9</b>	<b>-99</b>
Reduction of payments to social and medical insurance <b>RUf1</b>	1	2	<b>-9</b>	<b>-99</b>
Wage Subsidies <b>COV2f2eR2</b>	1	2	<b>-9</b>	<b>-99</b>
Support (technical assistance or subsidies) for adoption of digital technologies <b>COV2f2gR2</b>	1	2	<b>-9</b>	<b>-99</b>
Other (specify <b>COV2f2fR2x</b> ) <b>COV2f2fR2</b>	1	2	<b>-9</b>	<b>-99</b>

**ASK ONLY IF COV2R1 = 2 AND COV2F1R2 = 3**

<b>F.5a</b>	Which of the following options best describes the reason why this establishment did not receive any national or local government support in response to the crisis? <b>INTERVIEWER: READ OUT</b>
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Not eligible	1	<b>GO TO F.4</b>
Not aware	2	<b>GO TO F.4</b>
Applied but did not receive	3	<b>GO TO F.4</b>
Did not apply	4	
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>	<b>GO TO F.4</b>
<b>Don't know</b>	<b>-99</b>	<b>GO TO F.4</b>
		<b>COV2f5aR2</b>



**ASK ONLY IF COV2F5AR2 = 4**

<b>F.5b</b>	Why has this establishment not applied for any national or local government support in response to the crisis? <b>INTERVIEWER: READ OUT</b>
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No need	1
Too costly or risky to apply	2
Support is too small or unlikely	3
Other (specify <b>COV2f5bR2x</b> )	4
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

**COV2f5bR2**

## G. EXPECTATIONS

<b>G.2</b>	Keeping the cost structure as it is now, how many weeks would this establishment be able to remain open if its sales stopped as of today?
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Weeks the establishment would remain open	<b>COVg2</b>
<b>DON'T KNOW (SPONTANEOUS)</b>	<b>-9</b>
<b>Don't know</b>	<b>-99</b>

<b>RUG.1</b>	Looking ahead to the next 6 months, are this establishment's sales expected to increase, decrease, or remain the same, compared to the same period last year (2020)?
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Increase	1
Remain the same	2
Decrease	3
<b>Don't know (spontaneous)</b>	<b>-9</b>
<b>RUG1</b>	

  

	<b>Percent</b>
Increase by how much?	<b>RUG1a</b> %
<b>Don't know (spontaneous)</b>	<b>-9</b>

  

	<b>Percent</b>
Decrease by how much?	<b>RUG1b</b> %
<b>Don't know (spontaneous)</b>	<b>-9</b>

### PLEASE READ THE FOLLOWING TO THE RESPONDENT BEFORE PROCEEDING:

As you know, sometimes businesses don't go as we expect, given that businesses can go better or worse, let us talk about these possible alternative situations.

<b>RUG.2</b>	In a more optimistic (better) scenario, are this establishment's sales expected to increase, decrease, or remain the same, in the next 6 months compared to the same period last year (2020)?
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Increase	1
Remain the same	2
Decrease	3
<b>Don't know (spontaneous)</b>	<b>-9</b>
<b>RUG2</b>	

  

	<b>Percent</b>
Increase by how much?	<b>RUG2a</b> %
<b>Don't know (spontaneous)</b>	<b>-9</b>

  

	<b>Percent</b>
Decrease by how much?	<b>RUG2b</b> %
<b>Don't know (spontaneous)</b>	<b>-9</b>

<b>RUG.3</b>	In a more pessimistic (worse) scenario, you are this establishment's sales expected to increase, decrease, or remain the same, in the next 6 months compared to the same period last year (2020)?
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Increase	1
Remain the same	2
Decrease	3
<b>Don't know (spontaneous)</b>	<b>-9</b>
<b>RUG3</b>	

  

	<b>Percent</b>
Increase by how much?	<b>RUG3a</b> %
<b>Don't know (spontaneous)</b>	<b>-9</b>

  

	<b>Percent</b>
Decrease by how much?	<b>RUG3b</b> %
<b>Don't know (spontaneous)</b>	<b>-9</b>

<b>RUG.4</b>	Thinking about these three scenarios (neutral, more optimistic, and more pessimistic) and considering a total of 100, what do you think is the chance (probability) that each of these three scenarios will happen? That is, on a scale of 0 to 100, what is the chance of: <b>INTERVIEWER: READ OUT</b>
--------------	--

	<b>Percent</b>	<b>DON'T KNOW (SPON.)</b>	<b>Don't know</b>
Regular scenario	<b>RUG4a</b> %	<b>-9</b>	<b>-99</b>
More optimistic (better) scenario	<b>RUG4b</b> %	<b>-9</b>	<b>-99</b>
More pessimistic (worse) scenario	<b>RUG4c</b> %	<b>-9</b>	<b>-99</b>
	<b>100%</b>		

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

## H. INFORMATION ON PERMANENTLY CLOSED ESTABLISHMENTS

**H.1a** When did this establishment close?

Year	Month	DON'T KNOW (SPONTANEOUS)
COVh1ay	COVh1am	-9

**H.2** Did this establishment implement any of the following measures before permanently closing:  
**INTERVIEWER: READ OUT**

	Yes	No	DON'T KNOW (SPON)	Don't know
Laid off some of the workforce <b>COVh2a</b>	1	2	-9	-99
Reduced salary for some or all the workforce <b>COVh2b</b>	1	2	-9	-99
Sold some of the establishment's assets <b>COVh2c</b>	1	2	-9	-99
Increased the level of debt (more credit from banks or other institutions) <b>COVh2d</b>	1	2	-9	-99
Converted the production line or services offered <b>COVh2e</b>	1	2	-9	-99
Received government (national or local) support <b>COVh2f</b>	1	2	-9	-99

**H.3** Is it expected that this establishment will re-open in the future?

Yes	1
No	2
DON'T KNOW (SPONTANEOUS)	-9
Don't know	-99

COVh3

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

**ASK ONLY IF MODE = 1 (PHONE - CATI)**

**INTERVIEWER COMMENTS:** (Problems occurred or extraordinary circumstances which could influence results)

**a17x**

**INTERVIEW PROTOCOL**

**ASK ONLY IF MODE = 1 (PHONE - CATI)**

**A.22** Interviewee was the same person as in baseline survey?

Yes	1
No	2

**a22**

**ASK ONLY IF MODE = 2 (ONLINE)**

**A.22Online** Were you the same respondent as in the recent Enterprise Survey conducted by the World Bank?

Yes	1
No	2

**a22online**

**A.24** Number of minutes the interview lasted

**Minutes**

**a24**

**ASK ONLY IF MODE = 1 (PHONE - CATI)**

**A.25** Respondent cooperation

Excellent	1
Fair	2
Average	3
Bad	4

**a25**

**A.26** Interviewer number

**a26**