Palestinian Central Bureau of Statistics

Survey on the Perception of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, March 2005

The press conference of the survey results

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Press Release
On the Main Findings of the Survey on the Perception of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, March 2005

Continuing decrease in the level of optimastism in the opinion of improving establishments' conditions during March compared with January 2005.

Industrial Activity is one of the bases of the economy, and in the Palestinian situation this activity comprises a share of 10.2% of the Gross Domestic Product at constant prices for the year 2003, while its share was 15.7% before the outbreak of Al-Aqsa Intifada. This survey conducted to give an overview on the perception of the owners/managers of the Industrial establishments about the economic conditions. Data collection took place during the period 2/4/2005-23/4/2005 on a sample composed of 261 establishments, of which 211 in Remaining West Bank and 50 in Gaza Strip. Large Industrial Establishments were choosen, which comprise 70% of the total industrial output.

Overall trend: Continuous Decline in the perception of the owners/managers of the industrial establishments towards the economic conditions
Levels of optimisms in general declined continuously in different indicators during March compared with January 2005. Therefore, the percentage of whom are expecting improvement on the establishments situation declined to 9.9% during March compared with 8.6% during February, in addition to that the percentage of whom are expecting higher employment level declined to 43.7% compared with 28.0% for the same months. On the other side, improvements were reported on the perceptions of the managers who are expect higher volumes of sales as this percentage reached 9.6% during March compared with 5.5% during February.

There were significant differences on the geographic regions, as the percentage of owner expecting improvements on the situations increased by 2.2% in Remaining West Bank during March compared with January 2005, while it was 51.2% in Gaza Strip during the same period. Meanwhile, the percentage of owners expecting higher level of employment was 44.7% in Remaining West Bank compared with 31.5% in Gaza Strip, and the percentage of owners expecting higher volume of sales was 29.8% in Remaining West Bank compared with 44.2% in Gaza Strip in the same period.

In addition to that, the overall trend for the expectations for the coming six months in Remaining West Bank and Gaza Strip as the perception of the owners who are expecting improvement on their establishments decreased by 19.4% during March compared with 13.9% during February and the percentage of owners expecting higher level of employments decreased by 36.6% compared with 21.9% for the same months. On other hand, the percentage of owners expecting increasing in the volume of sales decreased during the next six months by 21.0% during March compared with 10.3% during February.

The above indicators indicates a general decline in the optimistic levels on the expectation of having positive improvements on the establishments situations according to the perceptions of the mangers of those establishments compared with their expectations by the beginning of the year 2005.

The Current Situation: Remaining West Bank opinions are more optimistic than Gaza Strip

As for the expectations in the short run for April 2005, 42.1% of the owners/managers of the industrial establishments expect a better situation for their establishments compared with March (47.0% in Remaining West Bank and 24.4% in Gaza Strip), against 9.5% expected a worse situation (8.7% in Remaining West Bank and 12.2% in Gaza Strip), while 48.4% expected no changes (44.3% in Remaining West Bank and 63.4% in Gaza Strip).

The main findings of the survey regarding the level of employment were optimatic, as 21.1% expected increase in employment level, while 3.1% expected a decline, and 75.8% expect the same level.

Regarding the sales volume, 50.0% of the owners/managers of the industrial establishments in Remaining West Bank and Gaza Strip expect higher sales volume, and 5.3% expect lower sales volume.

Mid-Term Expectations shows 62.2% of the owners/ mangers in Remaining West Bank expect better situation for their establishments compared with 32.9% in Gaza Strip

As for the expectation in the mid term (in the next six months), 62.4% of the owners/managers of the industrial establishments in Remaining West Bank expect a better situation for their establishment compared with March, against 60.9% in Gaza Strip. Meanwhile, 4.7% expected a worse situation in Remaining West Bank against 17.1% in Gaza Strip, while 32.9% and 22.0% expected no changes in Remaining West Bank and Gaza Strip consequently.

The expectations of the owners/managers of the industrial establishments in Gaza Strip were optimistic as 7.3% expected decline in employment level, while 73.2% expected increasing, and 19.5% expected the same level. In Remaining West Bank, owners/ managers were less optimistic as 28.2% expected increasing employment level and 69.1% expected the same level, and 2.7% expected decreasing level of employment.

Data reveal that 68.4% of the owners/managers of the industrial establishments reported that the volume of sales would increase in the coming six months (65.1% in Remaining West Bank, and 80.5% in Gaza Strip), while 5.3% of them expect a decline in the Volume of their sales (5.4% in Remaining West Bank and 4.9% in Gaza Strip).

Summary

First: On the overall trend:

- The percentage of who are expecting improvement on the establishment's situation declined by 9.9% during March compared with 8.6% during February 2005 (Base month is January 2005).
- The percentage of who are expecting higher level of employment declined by 43.7% during March compared with 28.0% during February 2005 (Base month is January).
- On the other side, improvements were reported on the perceptions of the managers who are expect higher volumes of sales as this percentage reached 9.6% during March compared with 5.5% during February.

Second: The expectations of the owners/ mangers of the industrial establishments were optimistic on the mid term period compared to the short-term expectations, which can appear from the following:

- As for the establishment situation, 42.1% of the owners/ mangers of the industrial establishments expect better situation during the next month while this percentage was 62.2% for the mid term expectations.
- 21.1% of the owners were optimistic in their expectations about the level of employment for the next month, meanwhile this percent increased to 37.9% for the next six months.
- 50.0% expect increases in the volume of sales in the short-term expectation, while this percentage was 68.4% for the next six months.

Third: The expectations of the owners/ mangers of the industrial establishments were more optimistic for Gaza Strip compared to the expectations of the owners in Remaining West Bank, which can appear from the following:

- As for the establishment situation, 51.2% of the owners/ mangers of the industrial establishments in Gaza Strip expect better situation while this percentage was 43.0% in the Remaining West Bank expectations.
- 73.2% of the owners were optimistic in their expectations about increasing the level of employment in Gaza Strip; meanwhile this percent was 28.2% in Remaining West Bank.
- 80.5% expect increases in the volume of sales over the short-term expectation in Gaza Strip compared with 65.1% in Remaining West Bank.

Fourth: The expectations of the owners/ mangers of the industrial establishments on the expected sales level stability or decline were different in Gaza Strip compared to the expectations of the owners in Remaining West Bank, which can appear from the following:

- 50.0% % of the owners/ mangers of the industrial establishments in Remaining West Bank reported that the decline in the consumer purchasing power as the main reason affecting the sales level while 8.0% in Gaza Strip reported it as the main reason.
- 20.0% of the owners in Gaza Strip refer that the main reason for that stability or decline in the level of sales come was due to competitive goods, while 6.3% recognize it as the main reason in Remaining West Bank.
- 40.0% of the owners/ managers of the industrial establishments in Gaza Strip expect that the difficulties in obtaining needed raw materials or inputs as the main reason affecting the level of sales, compared with 1.6% in Remaining West Bank.

جدول 1: التغيرات التي طرأت على توقعات أصحاب/مدراء المنشآت الصناعية حول أهم المؤشرات في باقي الضفة الغربية وقطاع غزة

Table 1: Changes in Expectations of Owners/ Managers of the Industrial Establishments about the Main Indicators in Remaining West Bank and Gaza Strip

Indicator	*March 2005 آذار %		*February 2005 شباط %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	نيسان April	الستة شهور القادمة Next six Months	آذار March	الستة شهور القادمة Next six Months	شباط February	
Percentage of who are expecting better Establishment situation	62.2	42.1	66.5	42.7	77.2	46.7	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	37.9	21.1	46.4	27.0	59.8	37.5	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	68.4	50.0	69.7	48.1	77.7	45.6	نسبة المتفائلين بارتفاع حجم المبيعات

*Data collection for January took place during 4/2/2005-6/3/2005.

* نفذ العمل الميداني لدورة شهر كانون ثاني خلال الفترة 2005/2/4–2005/3/6.

*Data collection for February took place during 2-23/3/2005.

* نفذ العمل الميداني لدورة شهر شباط خلال الفترة 2–2005/3/23.

*Data collection for March took place during 2-23/4/2005.

* نفذ العمل الميداني لدورة شهر آذار خلال الفترة 2–2005/4/23.

جدول 2: التغيرات التي طرأت على توقعات أصحاب/مدراء المنشآت الصناعية حول أهم المؤشرات في باقي الضفة الغربية

Table 2: Changes in Expectations of Owners/ Managers of the Industrial Establishments about the Main Indicators in Remaining West Bank

Indicator	***March 2005 آذار** %		***February 2005 شباط** %		***January 2005 كانون ثاني** %		**المؤشر**
	الستة شهور القادمة Next six Months	نيسان April	الستة شهور القادمة Next six Months	آذار March	الستة شهور القادمة Next six Months	شباط February	
Percentage of who are expecting better Establishment situation	62.4	47.0	67.7	42.3	74.5	46.0	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	28.2	18.7	40.3	23.5	42.7	33.8	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	65.1	54.4	69.1	49.0	73.0	41.9	نسبة المتفائلين بارتفاع حجم المبيعات

*Data collection for January took place during 4/2/2005-6/3/2005.

*Data collection for February took place during 2-23/3/2005.

*Data collection for March took place during 2-23/4/2005.

* نفذ العمل الميداني لدورة شهر كانون ثاني خلال الفترة 2005/2/4–2005/3/6.

* نفذ العمل الميداني لدورة شهر شباط خلال الفترة 2–2005/3/23.

* نفذ العمل الميداني لدورة شهر آذار خلال الفترة 2–2005/4/23.

جدول3: توقعات أصحاب/مدراء المنشآت الصناعية حول أهم المؤشرات في قطاع غزة

Table 3: Changes in Expectations of Owners/ Managers of the Industrial Establishments about the Main Indicators in Gaza Strip

Indicator	*March 2005 آذار %		*February 2005 شباط %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	نيسان April	الستة شهور القادمة Next six Months	آذار March	الستة شهور القادمة Next six Months	شباط February	
Percentage of who are expecting better Establishment situation	60.9	24.4	61.2	44.5	88.9	50.0	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	73.2	29.3	72.2	41.7	88.9	42.8	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	80.5	34.1	72.2	44.5	97.2	61.1	نسبة المتفائلين بارتفاع حجم المبيعات

*Data collection for January took place during 4/2/2005-6/3/2005.

*Data collection for February took place during 2-23/3/2005.

*Data collection for March took place during 2-23/4/2005.

* نفذ العمل الميداني لدورة شهر كانون ثاني خلال الفترة 2005/2/4–2005/3/6.

* نفذ العمل الميداني لدورة شهر شباط خلال الفترة 2–2005/3/23.

* نفذ العمل الميداني لدورة شهر آذار خلال الفترة 2–2005/4/23.

جدول 4: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول أداء المنشآت من حيث الانتاج خلال شهر آذار2005 بالمقارنة مع شهر شباط 2005 حسب المنطقة

Table4: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Opinions about Establishments Production During March 2005 Compared with February 2005 by Region

Attitude	قطاع غزة Gaza Strip %	باقي الضفة الغربية Remaining West Bank %	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip %	الاتجاه
A lot better	2.4	4.7	4.2	أفضل بكثير
Somewhat better	19.5	45.7	40.0	أفضل إلى حد ما
About the same/ Unchanged	73.2	31.5	40.5	نفس الشيء/ لم يطرأ تغير يذكر
Somewhat worse	4.9	16.1	13.7	أسوأ إلى حد ما
A lot worse	0.0	2.0	1.6	أسوأ بكثير
Total	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 5: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن وضع إنتاج المنشآت خلال شهر نيسان 2005 والشهور الستة القادمة حسب المنطقة

Table 5: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Establishments Production in April 2005 and Next Six Months by Region

Attitude	Time Period and Region المنطقة والفترة الزمنية						الاتجاه
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	خلال الشهور الستة القادمة Next Six Months %	خلال شهر نيسان April %	خلال الشهور الستة القادمة Next Six Months %	خلال شهر نيسان April %	خلال الشهور الستة القادمة Next Six Months %	خلال شهر نيسان April %	
A lot better	2.4	0.0	10.1	3.4	8.4	2.6	افضل بكثير
Somewhat better	58.5	24.4	52.3	43.6	53.8	39.5	افضل الى حد ما
About the same/ Unchanged	22.0	63.4	32.9	44.3	30.5	48.4	تقريبا نفس الشيء
Somewhat worse	17.1	12.2	4.0	8.7	6.8	9.5	أسوء الى حد ما
A lot worse	0.0	0.0	0.7	0.0	0.5	0.0	أسوء بكثير
Total	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 6: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري آذار ونيسان 2005 لباقي الضفة الغربية قطاع غزة

Table 6: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During March and April 2005 in Remaining West Bank and Gaza Strip

Problem	Time period and Opinion الوصف والفترة الزمنية										المشكلة
	أسوء بكثير Much Worse		أسوء الى حد ما Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر Same/without change		افضل الى حد ما Better		افضل بكثير Much better		
	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	
Business did not suffer	0.0	0.0	3.7	7.4	51.6	53.6	40.5	35.3	4.2	3.7	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.5	5.3	9.1	61.0	63.7	27.3	21.9	6.4	4.8	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	0.5	0.5	58.9	60.5	30.6	29.5	10.0	9.5	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	0.5	1.1	63.7	66.8	22.6	18.9	13.2	13.2	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.0	9.5	11.1	60.9	61.4	23.8	21.7	5.8	5.8	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	2.6	2.6	7.4	9.5	68.9	68.9	16.9	15.3	4.2	3.7	الأوضاع المالية الخاصة، و التسهيلات من البنوك
Others	0.0	0.0	68.8	68.7	18.7	18.8	12.5	12.5	0.0	0.0	غير ذلك

جدول 7: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري آذار ونيسان 2005 لباقي الضفة الغربية

Table 7: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During March and April 2005 in Remaining West Bank

Problem	Time period and Opinion الوصف والفترة الزمنية										المشكلة
	أسوء بكثير Much Worse		أسوء الى حد ما Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر Same/without change		افضل الى حد ما Better		افضل بكثير Much better		
	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	
Business did not suffer	0.0	0.0	2.0	6.0	55.0	51.7	38.3	37.6	4.7	4.7	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.7	1.4	4.1	72.6	72.6	21.2	17.8	4.8	4.8	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	0.0	0.0	71.2	73.2	22.8	20.8	6.0	6.0	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	0.0	0.7	77.2	81.1	17.4	12.8	5.4	5.4	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.0	8.1	10.1	72.3	71.6	18.9	17.6	0.7	0.7	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	3.4	3.4	4.0	5.4	75.8	75.0	13.4	12.8	3.4	3.4	الأوضاع المالية الخاصة، و التسهيلات من البنوك
Others	0.0	0.0	0.0	0.0	100.0	100.0	0.0	0.0	0.0	0.0	غير ذلك

جدول 8: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري آذار ونيسان 2005 في قطاع غزة

Table 8: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During March and April 2005 in Gaza Strip

Problem	Time period and Opinion الوصف والفترة الزمنية										المشكلة
	أسوء بكثير Much Worse		أسوء الى حد ما Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر Same/without change		افضل الى حد ما Better		افضل بكثير Much better		
	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	خلال شهر نيسان April %	خلال شهر آذار March %	
Business did not suffer	0.0	0.0	9.8	12.2	39.0	61.0	48.8	26.8	2.4	0.0	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.0	19.5	26.8	19.5	31.7	48.8	36.6	12.2	4.9	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	2.4	2.4	14.7	14.6	58.5	61.0	24.4	22.0	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	2.4	2.4	14.6	14.6	41.5	41.5	41.5	41.5	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.0	14.6	14.6	19.5	24.4	41.5	36.6	24.4	24.4	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	0.0	0.0	19.5	24.4	43.9	46.3	29.3	24.4	7.3	4.9	الأوضاع المالية الخاصة، و التسهيلات من البنوك
Others	0.0	0.0	73.3	73.4	13.3	13.3	13.4	13.3	0.0	0.0	غير ذلك

جدول 9: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن مستوى التشغيل في المنشآت في المستقبل حسب المنطقة

Table 9: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Level of Employment in the Establishments in the Future by Region

Level of employment	Time Period and Region المنطقة والفترة الزمنية						مستوى التشغيل
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	الستة شهور القادمة Next Six Months %	نيسان April %	الستة شهور القادمة Next Six Months %	نيسان April %	الستة شهور القادمة Next Six Months %	نيسان April %	
Significantly higher	2.4	0.0	2.7	1.3	2.6	1.1	أعلى بكثير
Somewhat higher	70.8	29.3	25.5	17.4	35.3	20.0	أعلى إلى حد ما
About the same	19.5	63.4	69.1	79.2	58.4	75.8	تقريبا نفس المستوى
Somewhat less	7.3	7.3	2.0	1.3	3.2	2.6	أقل بعض الشيء
Significantly less	0.0	0.0	0.7	0.8	0.5	0.5	أقل بكثير
Total	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 10: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم حول قيمة المبيعات للمنشآت في المستقبل حسب المنطقة

Table 10: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Value of Sales in the Establishments in the Future by Region

Value of sales	Time Period and Region المنطقة والفترة الزمنية						قيمة المبيعات
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	الستة شهور القادمة Next Six Months %	نيسان April %	الستة شهور القادمة Next Six Months %	نيسان April %	الستة شهور القادمة Next Six Months %	نيسان April %	
Significantly higher	4.9	0.0	9.4	0.0	8.4	0.0	أعلى بكثير
Somewhat higher	75.6	34.1	55.7	54.3	60.0	50.0	أعلى إلى حد ما
About the same	14.6	61.0	29.5	40.3	26.3	44.7	تقريبا نفس المستوى
Somewhat less	4.9	4.9	5.4	5.4	5.3	5.3	أقل بعض الشيء
Significantly less	0.0	0.0	0.0	0.0	0.0	0.0	أقل بكثير
Total	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 11: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن أسباب تراجع أو ثبات المستوى المتوقع للمبيعات حسب المنطقة

Table 11: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about the Expected Sales Level Stability or Decline by Region

Reason	قطاع غزة **Gaza Strip %**	باقي الضفة الغربية **Remaining West Bank %**	باقي الضفة الغربية وقطاع غزة **Remaining West Bank and Gaza Strip %**	السبب
Decrease in Demand	0.0	4.7	3.4	تراجع الطلب على منتجات المنشأة
Lack of credit/finance	0.0	3.0	2.2	نقص التمويل والقدرة على الاقتراض
Difficulties in Exporting Finished goods	32.0	3.1	11.2	صعوبات في التصدير
Difficulties in obtaining needed raw materials or inputs	40.0	1.6	12.4	صعوبات في وصول مستلزمات الانتاج للمنشأة
Employees unable reaching place of work	0.0	0.0	0.0	عدم تمكن العاملين من الوصول الى أماكن عملهم
Decline in the Consumer Purchasing Power	8.0	50.0	38.2	انخفاض القدرة الشرائية للمستهلكين
Obstacles in Marketing	0.0	18.8	13.5	صعوبة تسويق المنتجات
Competitive Goods	20.0	6.3	10.1	ظهور سلع منافسة
Other	0.0	12.5	9.0	أخرى
Total	**100.0**	**100.0**	**100.0**	**المجموع**