



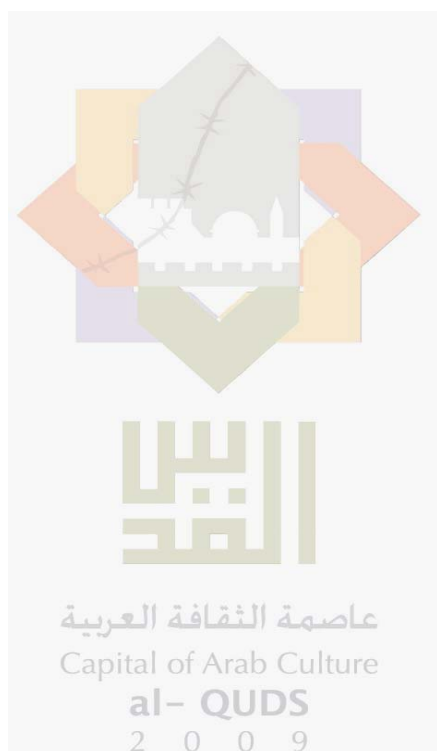
**Palestinian National Authority  
Palestinian Central Bureau of Statistics**

**Survey of the Perceptions of the Owners / Managers of  
Industrial Enterprises Regarding the Economic Situation,  
March 2009**

**Press Release on the Survey Results**

**April, 2009**

PAGE NUMBERS OF ENGLISH TEXT ARE PRINTED IN SQUARE BRACKETS.  
TABLES ARE PRINTED IN THE ARABIC ORDER (FROM RIGHT TO LEFT).



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**Press Release**  
**Main Findings of the Survey of the Perceptions of the Owners/Managers of Industrial Enterprises Regarding the Economic Situation, March 2009**

The following statement presents the basic findings of the 49<sup>th</sup> round on the perceptions of the owners/managers of industrial enterprises regarding the economic situation for March 2009. The round was conducted during the period 03-23/04/2009, using March 2009 as the reference month. The aim of the survey is to observe and monitor the trends of the opinions of the owners/managers of the industrial enterprises. The sample size was 358 industrial enterprises in the West Bank, and 55 industrial enterprises in Gaza Strip. A two-stage sample was designed for this survey: in the first stage, the industrial survey 2007 was used as a sampling frame for the survey, while in the second stage all the industrial enterprises constituting approximately 70% of the total industrial production, were selected.

**1. Performance of industrial establishments in March 2009**

**1-1 Overall performance**

According to 34.7% of the owners /managers of the industrial enterprises, the production performance of their enterprises during March 2009 was improvement than in February 2009 ( 36.7% for the West Bank and 8.7% for Gaza Strip).

**1-2 Determinants production cost**

83.7% of the owners /managers of the active industrial enterprises during the first quarter 2009 reported that effect of the costs of raw materials and inputs was the most important factor on the production cost ( 83.8% for the West Bank and 82.7% for Gaza Strip); Alternatively 83.1% of the opinions of the owners of the industrial enterprises pointed out the power of the political situation ( 82.1% of the West Bank and 95.7% of Gaza Strip). Moreover, 66.6% of the owners/managers of the active industrial enterprises identified the impact of cost of transportation on production cost, ( 67.7% for the West Bank and 52.2% for Gaza Strip).

**1-3 Borrowing and financing**

Survey results show weak borrowing by the active industrial enterprises from operating banks in the Palestinian Territory during the First quarter 2009; 93.5% of the owners of industrial enterprises stated that they refrained from borrowing from the operating banks, while 6.5% of them did apply for bank loans only one time; non of the enterprises applied 2-5 times.

**2. Challenges**

**2-1 Drop in sales level**

The expectations of 30.8% of the owners/managers of the active industrial enterprises in the West Bank revealed that the main reason for an expected drawback or steady sales level is due to the decrease in demand on the enterprises products; on the other hand 40.0% believe that the main reason is due to the purchasing power of the consumers plunge.

**2-2 Exports hindrance**

The owners of the active industrial enterprises during the First quarter 2009 indicated a number of difficulties that hinder exports; 56.1% of the owners of the exporting enterprises in the West Bank indicated that their enterprises face hindrances because of no regular

achievement of export; 61.5% believed that no costumer payment guarantee is an additional obstacle faces the exporting process; 51.5% of the respondent indicated that the Import regulation in the foreign market hindered the export process.

### **2-3 Local and external competition**

In the Palestinian Territory, 92.2% of the owners of the active industrial enterprises indicated that the main product of their enterprises faced local or foreign competition, (93.6% for the West Bank and 73.9% for Gaza Strip).

According to 59.3% of the owners of the active industrial enterprises in the Palestinian Territory, the main product faced local competition; on the other hand, 18.3% of the owners of the industrial enterprises indicated that their main product faced foreign competition.

Results varied by geographic area since 59.7% of the owners of the active industrial enterprises in the West Bank pointed out the presence of local competition and 23.4% indicated presence of foreign competition. Alternatively, opinions in Gaza stated that 52.9% of the industrial enterprises in Gaza Strip faced local competition while 5.9% in Gaza strip faced foreign competition.

### **2-4 Employment**

According to 9.7% of the owners of the active industrial enterprises in the Palestinian Territory, their enterprises laid off workers in March 2009 (10.1% for the West Bank and 4.3% for Gaza Strip).

## **3. Expectations**

### **3-1 Short term**

The expectations of the owners/ managers of the active industrial enterprises in the short term, i.e. after one month of the reference month (March 2009), shows that 38.7% expected improvement in their production in general; whereas.

The expectations in the Palestinian Territory concerning employment in March 2009 indicate pessimism since only 12.8% expected increase during April 2009 (12.1% in the West Bank and 21.7% in Gaza Strip).

The results show that 36.9% of the owners /managers of the industrial enterprises in the Palestinian Territory expected sales to increase during April 2009.

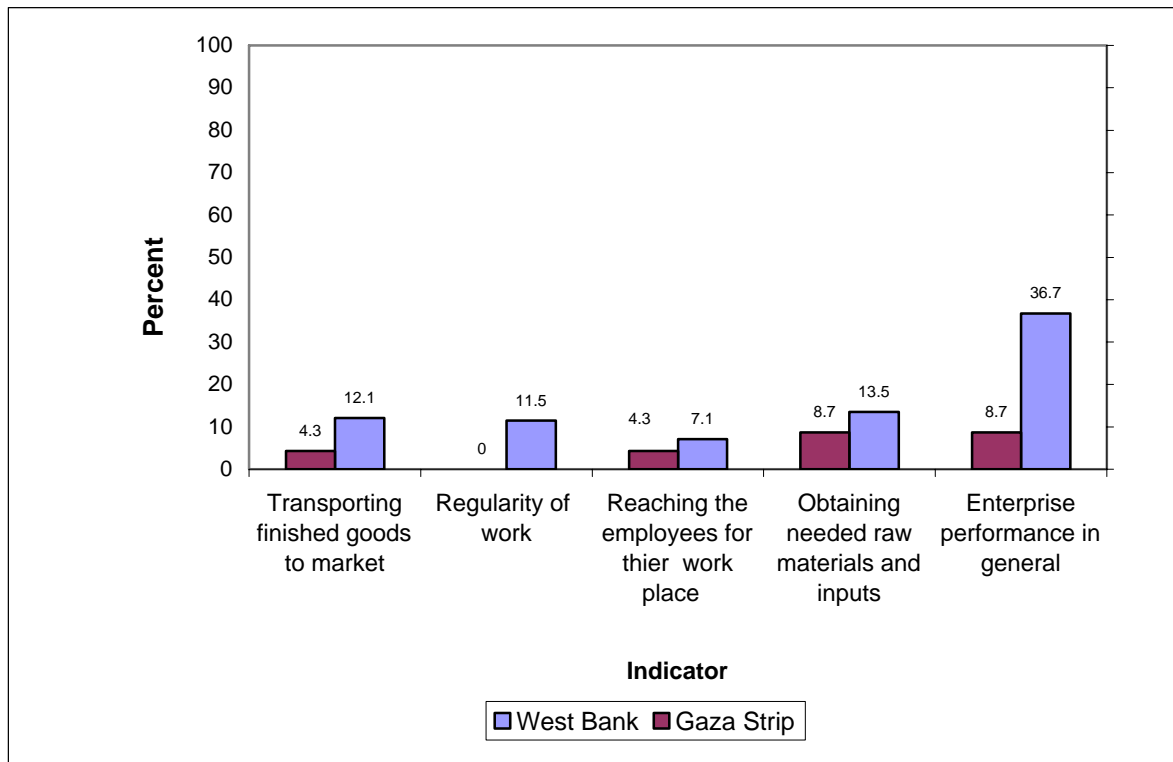
### **3-2 Medium term**

The expectations of the owners /managers of the active industrial enterprises in the medium term (in the next six months) were as follows: 58.6% business people expected improvement in production in the next six months ( 60.2% in the West Bank and 39.1% in Gaza Strip).

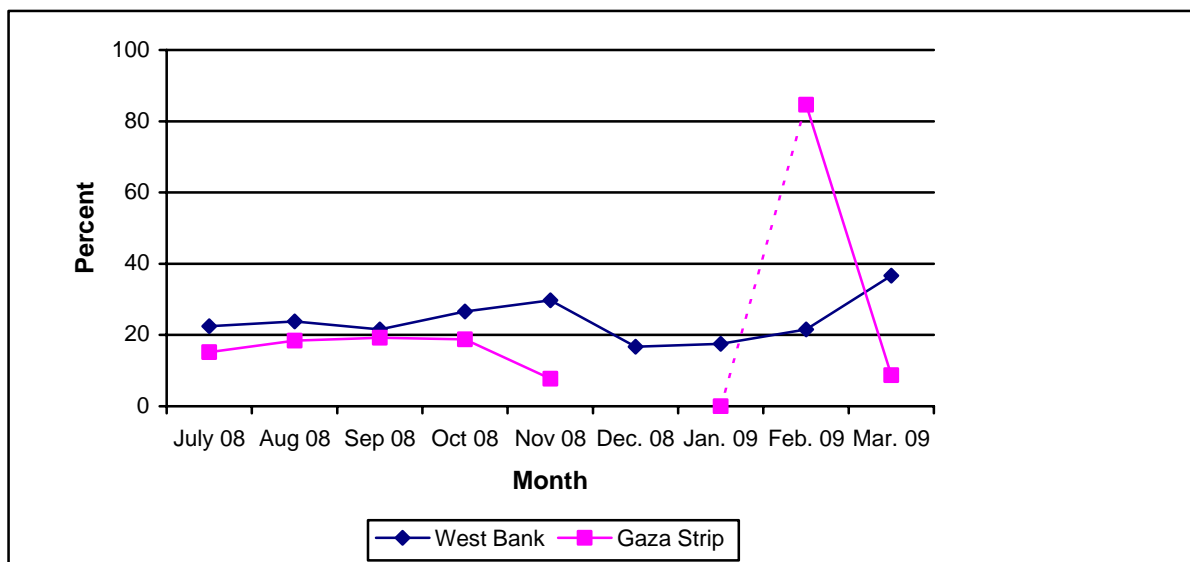
According to expectations concerning employment in the Palestinian Territory, 21.7% expect increase in employment ( 28.8% in the West Bank and 26.1% in Gaza Strip).

Sales during the next six months will rise, according to the expectations of 43.4% of the owners and managers of the active industrial enterprises in the Palestinian Territory( 58.8% in the West Bank and 43.4% in Gaza Strip).

**Figure 1: Percentage of Industrial Enterprises Owners / Managers who Encountered Improvement in Economic Conditions during March 2009 Compared to the Previous Month for the Main Indicators in the West Bank and Gaza Strip**



**Figure 2: Trends of Enterprises Witnessed an Improved Situation in Production Performance During (July 08-Marc 09) Compared to the Previous Month in the West Bank and Gaza Strip**



\* The cut in the Figure is due to unavailability of data for Gaza Strip in December 2008.

Data Collection and processing of this document has been produced with the financial assistance of the European Union. The contents of this document are the sole responsibility of the PCBS.

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2009

**Table 1-1: Percentage of the Industrial Enterprises Witnessed an Improved Situation During the Reference Month Compared to that before the Reference Month for the Main Indicators in the Palestinian Territory 2009**

Indicator	Reference Month									
	2009			2008						
	آذار Mar.	شباط Feb.	كانون ثاني Jan.	كانون أول Dec.	تشرين ثاني Nov.	تشرين أول Oct.	Sept.	Aug.	July	June
Enterprise performance in general	34.7	26.4	16.1	-	25.0	24.8	21.0	22.2	20.9	27.4
Obtaining needed raw materials and inputs	13.1	8.5	9.9	-	10.6	12.2	10.5	12.4	10.6	29.8
Reaching the employees for their work place	6.9	9.1	4.0	-	3.5	6.1	63.	3.9	3.9	26.2
Regularity of work	10.7	10.0	5.7	-	6.8	9.8	7.3	7.8	4.2	12.4
Transporting finished goods to market	11.6	11.8	7.1	-	9.2	8.5	7.1	8.3	11.4	4.5

(-) No Data Available

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2009

**Table 1-2: Percentage of Industrial Enterprises Witnessed an Improved Situation During the Reference Month Compared to that before the Reference Month for the Main Indicators in the West Bank 2009**

Indicator	Reference Month									
	2009			2008						
	آذار Mar.	شباط Feb.	كانون ثاني Jan.	كانون أول Dec.	تشرين ثاني Nov.	تشرين أول Oct.	Sept.	Aug.	July	June
Enterprise performance in general	36.7	21.6	17.4	16.7	29.7	26.6	21.6	23.8	22.5	34.2
Obtaining needed raw materials and inputs	13.5	7.0	10.7	7.0	11.7	10.6	88.	10.6	11.1	37.3
Reaching the employees for their work place	7.1	3.8	4.3	3.1	4.4	6.5	5.0	4.8	3.9	32.6
Regularity of work	11.5	5.1	6.1	3.5	7.2	8.9	6.4	5.2	3.2	15.4
Transporting finished goods to market	12.1	7.6	7.7	5.4	11.4	8.2	8.2	10.3	13.6	5.4



2009

**Table 1-3: Percentage of Industrial Enterprises Witnessed an Improved Situation During the Reference Month Compared to that before the Reference Month for the Main Indicators in Gaza Strip 2009**

Indicator	Reference Month									
	2009			2008						
	آذار Mar.	شباط Feb.	كانون ثاني Jan.	كانون أول Dec.	تشرين ثاني Nov.	تشرين أول Oct.	Sept.	Aug.	July	June
Enterprise performance in general	8.7	84.6	0.0	-	7.7	18.8	19.2	18.4	15.2	2.8
Obtaining needed raw materials and inputs	8.7	26.9	0.0	-	6.4	17.7	115.	16.7	8.9	2.8
Reaching the employees for their work place	4.3	73.1	0.0	-	0.0	4.7	0.0	1.8	3.8	2.8
Regularity of work	0.0	69.2	0.0	-	5.1	13.0	10.1	114.	7.6	1.4
Transporting finished goods to market	4.3	61.6	0.0	-	1.3	9.4	4.0	3.5	3.8	1.4

(-) No Data Available

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**Table 2-1: Percentage Distribution of Owners/ Managers of the Industrial Enterprises According to Their Opinions of Main Indicators During March 2009 Compared February 2009 in the Palestinian Territory**

Problem	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better
Enterprise performance in general	100	0.0	3.8	16.3	45.2	27.8	6.9
Production situation	100	1.6	3.1	18.1	42.1	28.8	6.3
Employees productivity	100	0.9	0.9	11.9	60.1	23.4	2.8
Obtaining needed raw materials and inputs	100	0.3	1.3	8.4	76.9	10.6	2.5
Reaching the employees for their work place	100	0.0	0.0	0.3	92.8	4.7	2.2
Regularity of work	100	0.0	0.3	5.7	83.3	8.2	2.5
Transporting finished goods to market	100	1.6	2.8	11.9	72.1	9.7	1.9
Financial situations	100	0.0	2.2	18.4	51.9	22.8	4.7
Banks credits & facilities	100	34.4	1.3	1.6	60.5	2.2	0.0
Level of employment	100	0.0	2.5	8.1	78.1	10.0	1.3
Value of sales	100	0.6	4.1	24.1	35.0	30.6	5.6

**Table 2-2: Percentage Distribution of Owners/ Managers of the Industrial Enterprises According to Their Opinions of Main Indicators During March 2009 Compared to February 2009 in the West Bank**

Problem	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better
Enterprise performance in general	100	0.0	3.4	16.2	43.7	29.3	7.4
Production situation	100	0.0	3.0	17.8	42.2	30.3	6.7
Employees productivity	100	0.0	1.0	12.1	59.7	24.2	3.0
Obtaining needed raw materials and inputs	100	0.0	1.3	7.1	78.1	10.8	2.7
Reaching the employees for their work place	100	0.0	0.0	0.3	92.6	4.7	2.4
Regularity of work	100	0.0	0.3	5.1	83.1	8.8	2.7
Transporting finished goods to market	100	0.0	3.0	12.5	72.4	10.1	2.0
Financial situations	100	0.0	2.4	19.2	48.7	24.6	5.1
Banks credits & facilities	100	34.3	1.3	1.7	60.3	2.4	0.0
Level of employment	100	0.0	2.4	8.4	77.1	10.8	1.3
Value of sales	100	0.3	3.7	23.2	35.1	31.6	6.1

**Table 2-3: Percentage Distribution of Owners/ Managers of the Industrial Enterprises According to Their Opinions of Main Indicators During March 2009 Compared to February 2009 in Gaza Strip**

<b>Problem</b>	<b>Total</b>	<b>Not Exist</b>	<b>Much Worse</b>	<b>Somewhat Worse</b>	<b>/ About the Same/ Unchanged</b>	<b>Somewhat Better</b>	<b>Much Better</b>	
Enterprise performance in general	100	0.0	8.7	17.4	65.2	8.7	0.0	
Production situation	100	21.7	4.3	21.7	43.6	8.7	0.0	
Employees productivity	100	13.0	0.0	8.7	65.3	13.0	0.0	
Obtaining needed raw materials and inputs	100	4.3	0.0	26.1	60.9	8.7	0.0	
Reaching the employees for their work place	100	0.0	0.0	0.0	95.7	4.3	0.0	
Regularity of work	100	0.0	0.0	13.0	87.0	0.0	0.0	
Transporting finished goods to market	100	21.7	0.0	4.3	69.7	4.3	0.0	
Financial situations	100	0.0	0.0	8.7	91.3	0.0	0.0	
Banks credits & facilities	100	34.8	0.0	0.0	65.2	0.0	0.0	
Level of employment	100	0.0	4.3	4.3	91.4	0.0	0.0	
Value of sales	100	4.3	8.7	34.8	34.8	17.4	0.0	

**Table 3: Percentage of Industrial Enterprises Witnessed an Improved Situation During the Reference Month (March 2009) Compared to that before the Reference Month for the Main Indicators by Region**

Indicator	Gaza Strip	West Bank	Palestinian Territory	
Employees productivity	13.0	27.2	26.2	
Financial situations	0.0	29.7	27.5	
Banks credits & facilities	0.0	2.4	2.2	
Level of employment	0.0	12.1	11.3	
Value of sales	17.4	37.7	36.2	

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**Table 4: Percentage Distribution of Owners/Managers of the Active Industrial Enterprises According to the Reasons for Sales Level Stability or Decline by Region During March 2009**

Reason	Gaza Strip	West Bank	Palestinian Territory	
Decrease in demand	30.0	30.8	30.7	
Difficulties in exporting finished goods	:	:	:	
Decline in the consumer purchasing power	40.0	29.5	30.7	
Product Marketing Obstacles	:	2.5	2.2	( )
Competence product	:	11.5	10.2	
Seasonally related	:	9.0	8.0	
Military check points/ israeli actions/ closures	30.0	9.0	11.4	/ /
Other	:	7.7	6.8	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

(:) No Observations in the Sample

(:)

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**Table 5: Percentage Distribution of the Active Industrial Enterprises According to the Employment Mobility During March 2009 by Region**

Employment Mobility	Gaza Strip	West Bank	Palestinian Territory	
Hiring employees	:	8.4	7.8	
Firing employees	4.3	10.1	9.7	
No change	95.7	81.5	82.5	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

(:) No Observations in the Sample

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**Table 6: Percentage Distribution of the Existing of Competition against the Main Product According to the Owners\ Managers of the Active Industrial Enterprises During March 2009 by Region**

Competence existence	Gaza Strip	West Bank	Palestinian Territory	
There is competition	73.9	93.6	92.2	
There is no competition	26.1	6.4	7.8	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

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**Table 7: Percentage Distribution of the Type of Competition According to the Owners\ Managers of the Active Industrial Enterprises During March 2009 by Region**

Type of competence	Gaza Strip	West Bank	Palestinian Territory	
Local	52.9	59.7	59.3	
Foreign	41.2	16.9	18.3	
Both	5.9	23.4	22.4	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

**Table 8: Expectations of Owners/ Managers of the Active Industrial Enterprises for the Month that Follows the Reference Month Compared to the Reference Month (March, 2009) for the Main Indicators by Region**

Indicator	Reference Month									
	2009			2008						
	آذار Mar.	شباط Feb.	كانون ثاني Jan.	كانون أول Dec.	تشرين ثاني Nov.	تشرين أول Oct.	Sept.	Aug.	July	June
<b>Percentage of who are expecting better Enterprise situation</b>										
Palestinian Territory	38.7	33.9	33.4	-	27.5	32.0	33.0	28.0	30.3	32.5
West Bank	38.8	37.1	29.1	26.5	27.3	30.7	29.8	21.6	26.3	29.6
Gaza Strip	39.1	65.3	85.1	-	28.9	39.2	46.8	58.9	53.2	54.3
<b>Percentage of who are expecting higher employment level</b>										
Palestinian Territory	12.8	18.1	17.0	-	12.0	10.0	116.	615.	10.1	11.9
West Bank	12.1	14.4	11.0	11.2	9.7	6.1	10.3	58.	3.7	6.2
Gaza Strip	21.7	61.5	88.8	-	28.9	31.4	40.3	50.0	46.8	54.3
<b>Percentage of who are expecting higher sales volume</b>										
Palestinian Territory	36.9	39.3	34.8	-	27.5	30.9	33.9	28.6	28.7	32.0
West Bank	36.4	37.1	29.7	28.1	27.3	29.4	30.9	22.3	24.5	29.0
Gaza Strip	43.4	65.3	96.3	-	28.9	39.2	46.8	58.9	53.2	54.3

(-) No Data Available

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**Table 9: Expectations of Owners/ Managers of the Active Industrial Enterprises for the Six Months that Follow the Reference Month Compared to the Reference Month (March, 2009) for the Main Indicators by Region**

Indicator	Reference Month									
	2009			2008						
	آذار Mar.	شباط Feb.	كانون ثاني Jan.	كانون أول Dec.	تشرين ثاني Nov.	تشرين أول Oct.	Sept.	Aug.	July	June
<b>Percentage of who are expecting better Enterprise situation</b>										
Palestinian Territory	39.1	56.8	62.3	-	44.9	41.2	38.8	39.9	34.5	35.7
West Bank	60.2	55.7	60.5	50.2	44.6	39.3	35.0	35.7	30.4	32.9
Gaza Strip	39.1	69.1	85.2	-	47.4	51.0	54.8	60.7	58.7	57.1
<b>Percentage of who are expecting higher employment level</b>										
Palestinian Territory	21.7	28.5	36.0	-	20.9	17.4	21.6	19.2	15.1	15.4
West Bank	28.8	25.5	31.6	18.9	18.0	12.7	14.8	12.9	8.5	9.7
Gaza Strip	26.1	65.4	88.9	-	42.1	43.2	50.0	50.0	54.4	57.1
<b>Percentage of who are expecting higher sales volume</b>										
Palestinian Territory	43.4	56.5	62.9	-	45.6	41.1	42.5	40.9	35.1	36.6
West Bank	58.8	55.8	60.2	52.7	45.3	39.3	39.5	36.8	31.1	34.1
Gaza Strip	43.4	65.4	96.3	-	47.4	51.0	54.8	60.7	58.7	55.9

(-) No Data Available

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**Table 10: Expectations of Owners/ Managers of the Active Industrial Enterprises about Better Expectations for their Enterprises for the Month that Follows the Reference Month (March, 2009) Compared to the Reference Month by Region**

<b>Indicator</b>	<b>Gaza Strip</b>	<b>West Bank</b>	<b>Palestinian Territory</b>	
Enterprise performance in general	47.8	38.1	38.7	
Employees productivity	17.3	27.3	26.6	
Obtaining needed raw materials and inputs	34.7	13.4	15.0	
Reaching the employees for their work place	4.3	6.4	6.3	
Regularity of work	26.1	10.5	11.5	
Transporting finished goods to market	8.7	16.5	15.9	
Financial situations	17.4	33.1	32.0	
Banks credits & facilities	4.3	3.7	3.7	

**Table 11: Expectations of Owners/ Managers of the Active Industrial Enterprises about Better Expectations for their Enterprises for the Six Months that Follow the Reference Month (March, 2009) Compared to the Reference Month for the Main Indicators by Region**

Indicator	Gaza Strip	West Bank	Palestinian Territory	
Enterprise performance in general	47.8	58.1	47.8	
Employees productivity	17.3	44.3	17.3	
Obtaining needed raw materials and inputs	34.7	26.0	34.7	
Reaching the employees for their work place	4.3	8.5	4.3	
Regularity of work	30.4	23.4	26.1	
Transporting finished goods to market	8.7	26.3	8.7	
Financial situations	21.7	51.0	17.4	
Banks credits & facilities	4.3	8.4	4.3	

(2009 )

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**Table 12-1: Percentage Distribution of Owners/ Managers of the Active Industrial Enterprises According to Their Opinions of Main Indicators for the Month that Follows the Reference Month (March, 2009) Compared to the Reference Month in the Palestinian Territory**

Indicator	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Enterprise performance in general	100	0.0	1.6	12.8	46.9	35.3	3.4	
Production situation	100	1.0	1.6	12.8	45.9	35.3	3.4	
Volume of sales	100	0.3	1.6	13.4	47.8	34.1	2.8	
Employees productivity	100	0.3	0.9	7.2	65.0	24.4	2.2	
Obtaining needed raw materials and inputs	100	0.3	0.3	5.6	78.8	14.4	0.6	
Reaching the employees for their work place	100	0.0	0.3	0.6	92.8	4.7	1.6	
Regularity of work	100	0.0	0.9	4.1	83.5	10.9	0.6	
Level of employment	100	0.0	1.3	3.4	82.5	11.9	0.9	
Transporting finished goods to market	100	1.3	2.2	4.7	75.9	15.0	0.9	
Financial situations	100	0.0	1.9	11.3	54.8	29.5	2.5	
Banks credits & facilities	100	35.1	0.0	0.9	60.3	3.4	0.3	

(2009 )

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**Table 12-2: Percentage Distribution of Owners/ Managers of the Active Industrial Enterprises According to Their Opinions of Main Indicators for the Month that Follows the Reference Month (March, 2009) Compared to the Reference Month in the West Bank**

Indicator	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Enterprise performance in general	100	0.0	1.7	12.5	47.7	34.7	3.4	
Production situation	100	0.0	1.7	12.5	47.0	35.4	3.4	
Volume of sales	100	0.0	1.7	13.1	48.8	33.7	2.7	
Employees productivity	100	0.0	1.0	7.1	64.6	25.3	2.0	
Obtaining needed raw materials and inputs	100	0.0	0.3	4.7	81.6	13.1	0.3	
Reaching the employees for their work place	100	0.0	0.3	0.7	92.6	4.7	1.7	
Regularity of work	100	0.0	1.0	4.0	84.5	9.8	0.7	
Level of employment	100	0.0	1.4	3.4	83.1	11.1	1.0	
Transporting finished goods to market	100	0.0	2.4	4.7	76.4	15.5	1.0	
Financial situations	100	0.0	2.0	11.1	53.8	30.4	2.7	
Banks credits & facilities	100	35.8	0.0	1.0	59.5	3.4	0.3	

(2009 )

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**Table 12-3: Percentage Distribution of Owners/ Managers of the Active Industrial Enterprises According to Their Opinions of Main Indicators for the Month that Follows the Reference Month (March, 2009) Compared to the Reference Month in Gaza Strip**

Indicator	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Enterprise performance in general	100	0.0	0.0	17.4	34.8	43.5	4.3	
Production situation	100	13.0	0.0	17.4	30.5	34.8	4.3	
Volume of sales	100	4.3	0.0	17.4	34.9	39.1	4.3	
Employees productivity	100	4.3	0.0	8.7	69.7	13.0	4.3	
Obtaining needed raw materials and inputs	100	4.3	0.0	17.4	43.6	30.4	4.3	
Reaching the employees for their work place	100	0.0	0.0	0.0	95.7	4.3	0.0	
Regularity of work	100	0.0	0.0	4.3	69.6	26.1	0.0	
Level of employment	100	0.0	0.0	4.4	73.9	21.7	0.0	
Transporting finished goods to market	100	17.4	0.0	4.3	69.6	8.7	0.0	
Financial situations	100	0.0	0.0	13.0	69.6	17.4	0.0	
Banks credits & facilities	100	26.1	0.0	0.0	69.6	4.3	0.0	

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**Table 13-1: Percentage Distribution of Owners/ Managers of the Active Industrial Enterprises According to Their Opinions of Main Indicators During the Next Six Months Compared to Reference Month (March, 2009) in the Palestinian Territory**

Indicator	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Enterprise performance in general	100	0.0	0.0	17.4	34.8	43.5	4.3	
Production situation	100	13.0	0.0	17.4	30.5	34.8	4.3	
Volume of sales	100	4.3	0.0	17.4	34.9	39.1	4.3	
Employees productivity	100	4.3	0.0	8.7	69.7	13.0	4.3	
Obtaining needed raw materials and inputs	100	4.3	0.0	17.4	43.6	30.4	4.3	
Reaching the employees for their work place	100	0.0	0.0	0.0	95.7	4.3	0.0	
Regularity of work	100	0.0	0.0	4.3	69.6	26.1	0.0	
Level of employment	100	0.0	0.0	4.4	73.9	21.7	0.0	
Transporting finished goods to market	100	17.4	0.0	4.3	69.6	8.7	0.0	
Financial situations	100	0.0	0.0	13.0	69.6	17.4	0.0	
Banks credits & facilities	100	26.1	0.0	0.0	69.6	4.3	0.0	

**Table 13-2: Percentage Distribution of Owners/ Managers of the Active Industrial Enterprises According to Their Opinions of Main Indicators During the Next Six Months Compared to Reference Month (March, 2009) in the West Bank**

Indicator	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Enterprise performance in general	100	0.0	0.7	11.8	29.4	50.7	7.4	
Production situation	100	0.0	1.0	10.8	28.0	52.4	7.8	
Volume of sales	100	0.0	1.7	12.2	27.3	51.0	7.8	
Employees productivity	100	0.0	1.3	5.4	49.0	40.9	3.4	
Obtaining needed raw materials and inputs	100	0.0	1.0	3.0	70.0	25.0	1.0	
Reaching the employees for their work place	100	0.0	0.7	0.7	90.1	6.8	1.7	
Regularity of work	100	0.0	1.4	2.4	72.8	22.4	1.0	
Level of employment	100	0.0	1.0	3.7	66.5	26.8	2.0	
Transporting finished goods to market	100	0.0	3.0	4.1	66.6	25.3	1.0	
Financial situations	100	0.0	2.4	9.8	36.8	44.6	6.4	
Banks credits & facilities	100	35.3	0.0	0.7	55.6	8.1	0.3	

**Table 13-3: Percentage Distribution of Owners/ Managers of the Active Industrial Enterprises According to Their Opinions of Main Indicators During the Next Six Months Compared to Reference Month (March, 2009) in Gaza Strip**

Indicator	Total	Not Exist	Much Worse	Somewhat Worse	/ About the Same/ Unchanged	Somewhat Better	Much Better	
Enterprise performance in general	100	0.0	0.6	12.2	29.8	50.2	7.2	
Production situation	100	0.9	0.9	11.3	28.2	51.1	7.5	
Volume of sales	100	0.3	1.6	12.5	27.9	50.2	7.5	
Employees productivity	100	0.3	1.3	5.6	50.5	38.9	3.4	
Obtaining needed raw materials and inputs	100	0.3	0.9	4.1	68.0	25.4	1.3	
Reaching the employees for their work place	100	0.0	0.6	0.6	90.6	6.6	1.6	
Regularity of work	100	0.0	1.3	2.5	72.3	23.0	0.9	
Level of employment	100	0.0	0.9	3.8	66.7	26.7	1.9	
Transporting finished goods to market	100	1.3	2.8	4.1	66.8	24.1	0.9	
Financial situations	100	0.0	2.2	10.0	38.9	42.9	6.0	
Banks credits & facilities	100	34.6	0.0	0.6	56.6	7.9	0.3	



**Table 14: Percentage Distribution of Owners/Managers of the Industrial Enterprises Opinion About the Factors Affecting Production Cost During the First Quarter 2009 by Region**

Factors		Opinion						
		No effect	Relatively weak effect	Weak effect	Relatively large effect	Large effect		
Foreign competition	Palestinian Territory	39.4	6.9	11.9	13.4	28.4		
	West bank	37.4	7.0	12.5	13.1	30.0		
	Gaza strip	65.3	4.3	4.3	17.4	8.7		
Informal Sector	Palestinian Territory	34.7	6.6	14.7	20.6	23.4		
	West bank	31.3	6.7	15.8	21.5	24.7		
	Gaza strip	78.3	4.3	0.0	8.7	8.7		
Local Competition	Palestinian Territory	14.1	5.0	9.4	22.3	49.2		
	West bank	12.5	4.7	8.4	22.3	52.1		
	Gaza strip	34.9	8.7	21.7	21.7	13.0		
Transport cost	Palestinian Territory	15.3	5.3	12.8	24.4	42.2		
	West bank	13.1	5.4	13.8	25.6	42.1		
	Gaza strip	43.5	4.3	0.0	8.7	43.5		
Political situation	Palestinian Territory	6.6	3.4	6.9	23.4	59.7		
	West bank	7.1	3.7	7.1	24.9	57.2		
	Gaza strip	0.0	0.0	4.3	4.3	91.4		
Costs of raw materials and inputs	Palestinian Territory	6.0	3.1	7.2	25.1	58.6		
	West bank	5.4	3.4	7.4	26.0	57.8		
	Gaza strip	13.0	0.0	4.3	13.0	69.7		

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**Table 15: Percentage Distribution of the Frequency of Loans Requested From the Banks According to the Owners/Managers of the Industrial Enterprises Opinion During the First Quarter 2009 by Region**

Frequency	Gaza Strip	West Bank	Palestinian Territory	
No loan request	100.0	93.0	93.5	
Once	:	7.0	6.5	
2-5	:	:	:	5-2
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	

(:) No Observations in the Sample

(:)

**Table 16: Percentage Distribution of Owners/ Managers of the Industrial Enterprises According to Their Views About the Export Obstacles During the First Quarter 2009 by Region**

Problems	Region	Not applicable	I don't know	Large difficulty	Medium difficulty	Small difficulty	No difficulty		
Commitment to international market requirements	Palestinian Territory	-	-	-	-	-	-		
	West bank	2.3	0.8	2.3	3.1	10.8	80.7		
	Gaza strip	-	-	-	-	-	-		
Commitment to export market packaging requirements	Palestinian Territory	-	-	-	-	-	-		
	West bank	0.8	0.8	-	0.8	11.5	86.1		
	Gaza strip	-	-	-	-	-	-		
Price competition in the export market	Palestinian Territory	-	-	-	-	-	-		
	West bank	-	0.8	10.8	13.8	22.3	52.3		
	Gaza strip	-	-	-	-	-	-		
Compliance to quantity demanded and delivery time	Palestinian Territory	-	-	-	-	-	-		
	West bank	-	0.8	2.3	3.8	13.1	80.0		
	Gaza strip	-	-	-	-	-	-		
Export financing	Palestinian Territory	-	-	-	-	-	-		
	West bank	4.6	-	2.3	4.6	15.4	73.1		
	Gaza strip	-	-	-	-	-	-		
Marketing ability	Palestinian Territory	-	-	-	-	-	-		
	West bank	7.7	-	3.8	5.4	26.2	56.9		
	Gaza strip	-	-	-	-	-	-		
Regular achievement of raw materials	Palestinian Territory	-	-	-	-	-	-		
	West bank	0.8	-	5.4	9.2	26.2	58.4		
	Gaza strip	-	-	-	-	-	-		

(-) No Exports from Gaza Strip

(-)

**Table 16 (Cont): Percentage Distribution of Owners/ Managers of the Industrial Enterprises According to Their Views About the Export Obstacles During the First Quarter 2009 by Region**

Problems	Region	Not applicable	I don't know	Large difficulty	Medium difficulty	Small difficulty	No difficulty		
Regular achievement of export	Palestinian Territory	-	-	-	-	-	-		
	West bank	1.5	-	6.9	9.2	40.0	42.4		
	Gaza strip	-	-	-	-	-	-		
Regular achievement of employee	Palestinian Territory	-	-	-	-	-	-		
	West bank	1.5	-	0.8	3.1	2.3	92.3		
	Gaza strip	-	-	-	-	-	-		
Palestinian export regulation and license	Palestinian Territory	-	-	-	-	-	-		
	West bank	-	-	4.6	7.7	13.8	73.9		
	Gaza strip	-	-	-	-	-	-		
Information access to the foreign market	Palestinian Territory	-	-	-	-	-	-		
	West bank	6.2	-	7.7	5.4	36.2	44.5		
	Gaza strip	-	-	-	-	-	-		
Traveling problems imposed on entering foreign markets	Palestinian Territory	-	-	-	-	-	-		
	West bank	-	-	13.8	8.5	33.1	44.6		
	Gaza strip	-	-	-	-	-	-		
Import regulation in the foreign market	Palestinian Territory	-	-	-	-	-	-		
	West bank	-	-	7.7	6.9	36.9	48.5		
	Gaza strip	-	-	-	-	-	-		
Customer payment guarantee	Palestinian Territory	-	-	-	-	-	-		
	West bank	-	-	31.5	7.7	22.3	38.5		
	Gaza strip	-	-	-	-	-	-		

(-) No Exports from Gaza Strip

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Table 17: Percentage of Mechanism of Finding Customers in the Export Market During the First Quarter 2009 by Region

Approaching Customers	Gaza Strip	West Bank	Palestinian Territory	
Market researches	-	23.3	-	
Information gathered from commerce chamber industrial union etc...	-	9.3	-	
Participate in international exhibitions and organized business missions	-	23.3	-	
Self-organized visits to the export market	-	39.5	-	
Personal relationships and contacts	-	94.6	-	
Through internet	-	20.8	-	
Customer self initiative	-	62.8	-	

(-) No Exports from Gaza Strip

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