



# Regional Business Climate Survey for the SADC Region

## A TOOL FOR REFORMING THE BUSINESS ENVIRONMENT?

# What is a Business Climate Survey?

- A tool for gathering qualitative and quantitative information on business environment and performance.
- Reflects perceptions and expectations of business leaders
- Allows analysis of the country's and region's prevailing business environment at a firm or sector level.
- Allows monitoring the business climate and regional integration
- Timely data where data often does not exist or only being released with a time delay.

# Potential Users of BCSs

1. Private sector institution to support their members and lobby on their behalf
2. Investors to make business decisions
3. Governments to make policy decisions affecting businesses (public service delivery and infrastructure)

# RBCS Model



## Partners: ASCCI and member chambers

- Chambers of Commerce and Industry South Africa (CHAMSA)
- Industrial Association of Mozambique (AIMO)
- Lesotho Chamber of Commerce and Industry (LCCI)
- Malawi Confederation of Chambers of Commerce and Industry (MCCCI)
- Mauritius Chamber of Commerce and Industry (MCCI)
- Namibia Chamber of Commerce and Industry (NCCI)
- Swaziland Chamber of Commerce & Industry (SCCI)
- Zambia Association of Chambers of Commerce & Industry (ZACCI)
- Tanzania Chamber of Commerce, Industry & Agriculture (TCCIA)
- Madagascar Chamber of Commerce, Industry & Agriculture
- Camara de Comercio e Industria de Angola (CCIA)
- DRC Chamber of Commerce & Industry

# Lessons learnt from 2004 and 2005 surveys



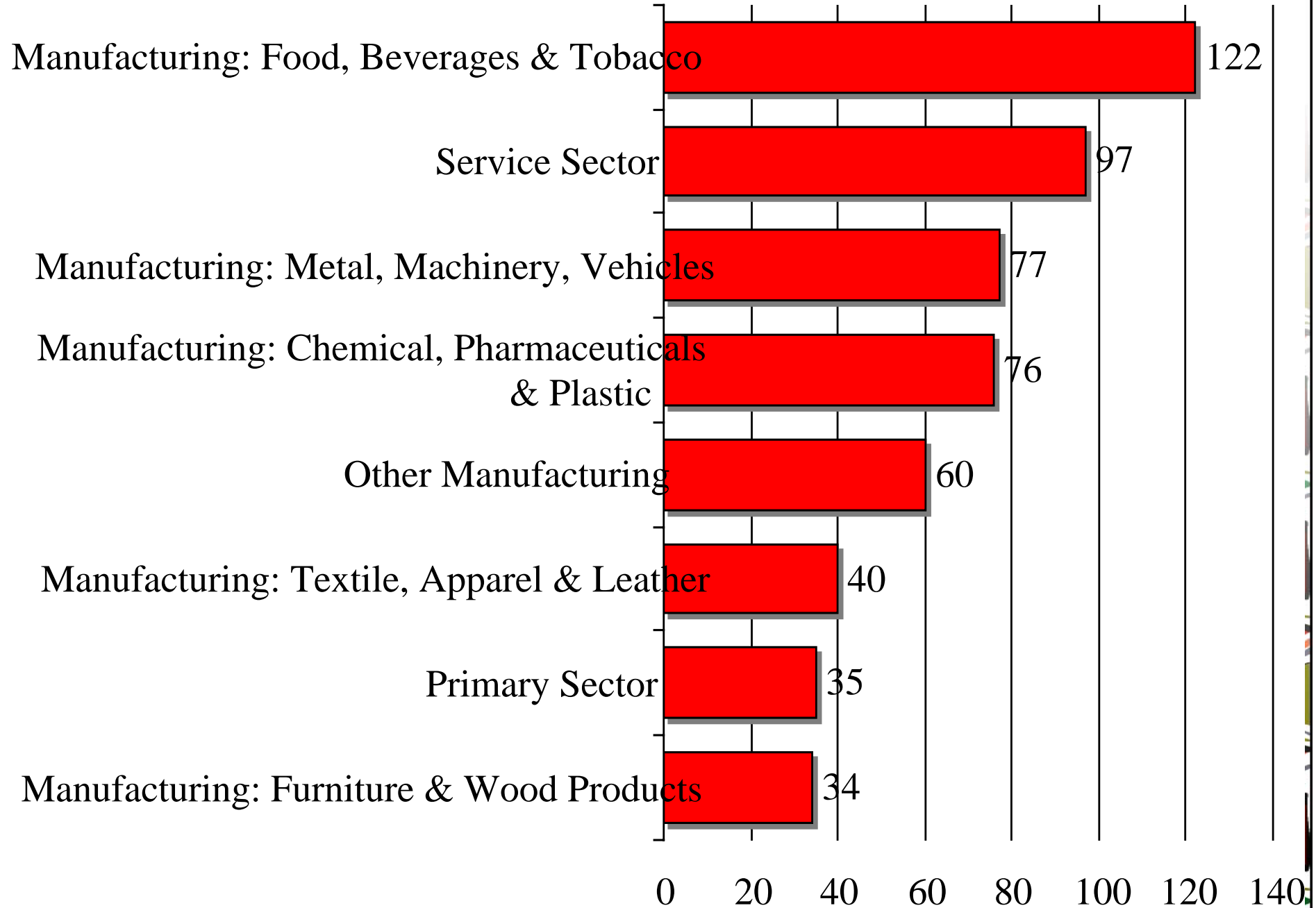
- Expand the sample size
- Further increase sample consistency to decrease variability (attempt to include top 100 companies for each country each year)
- Use telephone interviews only (in selected cases face-to-face)
- Restrict questionnaire to 5-10 minutes duration

# RBCS Objectives



- Strengthen public-private sector dialogue at SADC and national level, with dialogue issues resting on empirical evidence;
- Strengthen the relationship between private-sector organisations and their members, through the former providing value-added services to the latter;
- Monitor the business climate across the SADC region, to facilitate the policy decision-making process by both political authorities, private investors and entrepreneurs;
- Improve business opportunities in SADC countries; and
- Develop a sustainable business climate survey model for the SADC region, to ensure follow-up and the development of a dynamic vision for the region.

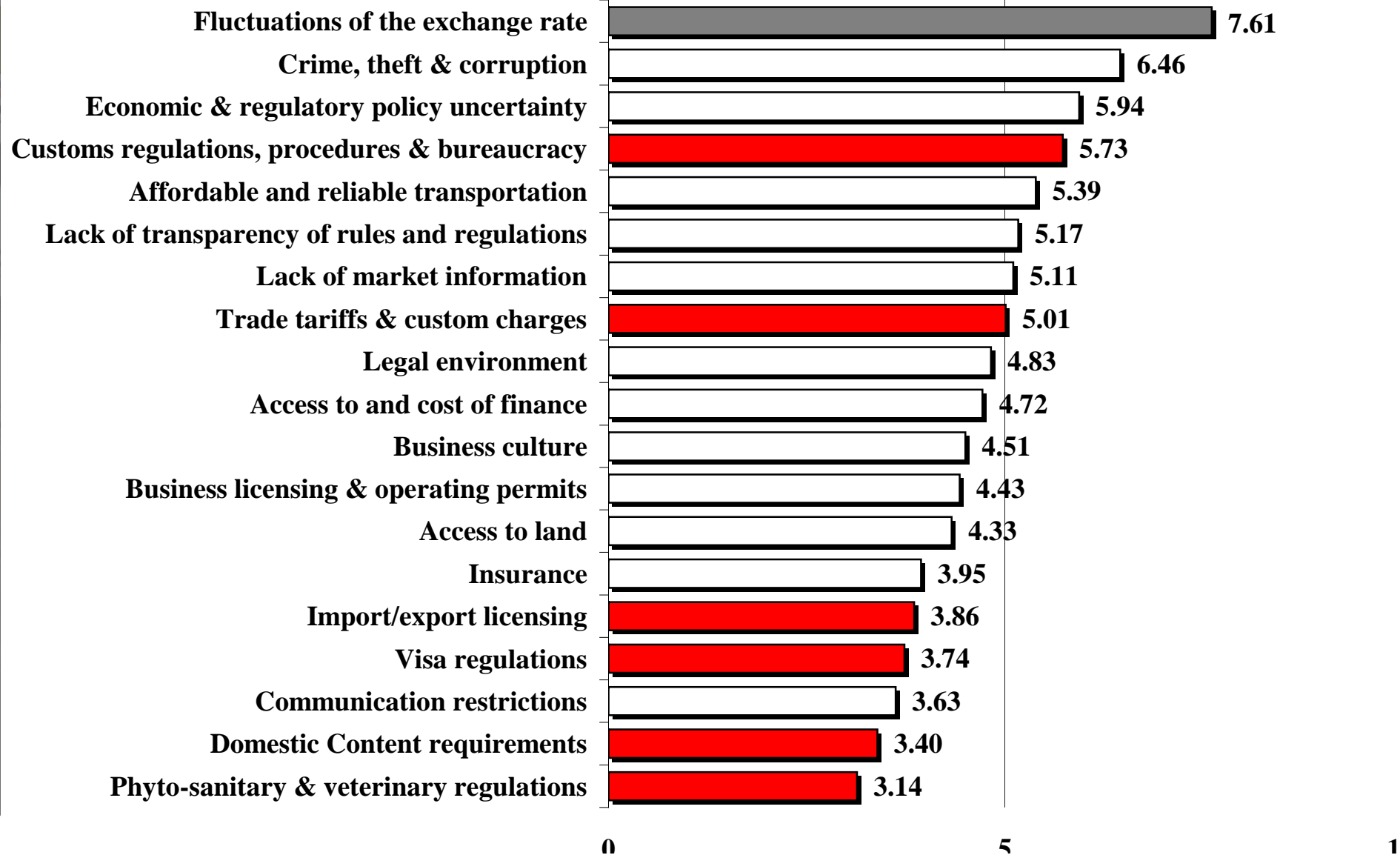
Respondent:



# Key Results 2005

## Perceived obstacles to doing business

(0=no problem, 5=minor problem, 10=major problem)







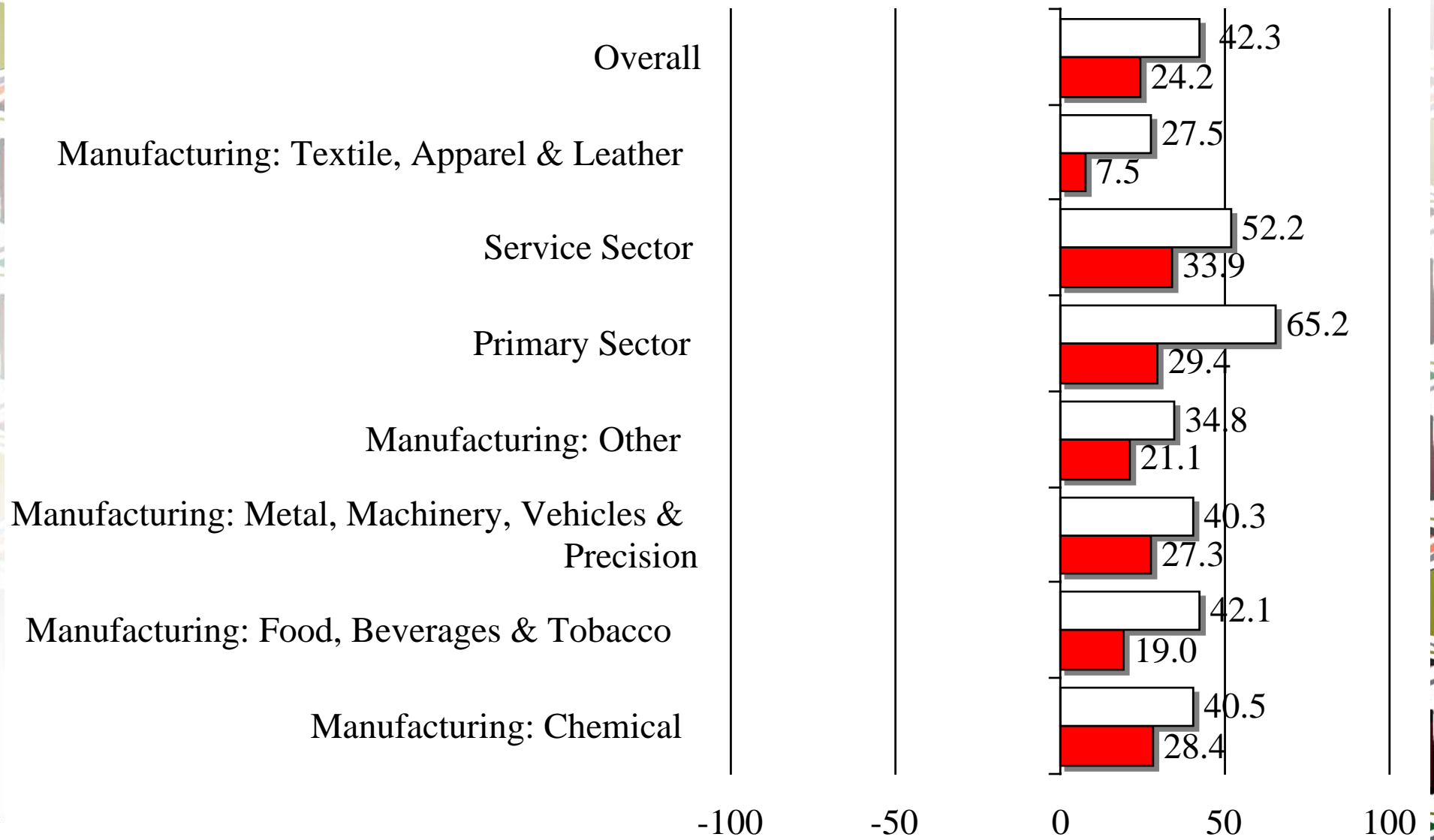
(-100=very poor, -50=poor, 0=fair, 50=good, 100=very good)



Firm's performance:

■ Current performance

□ Expected performance

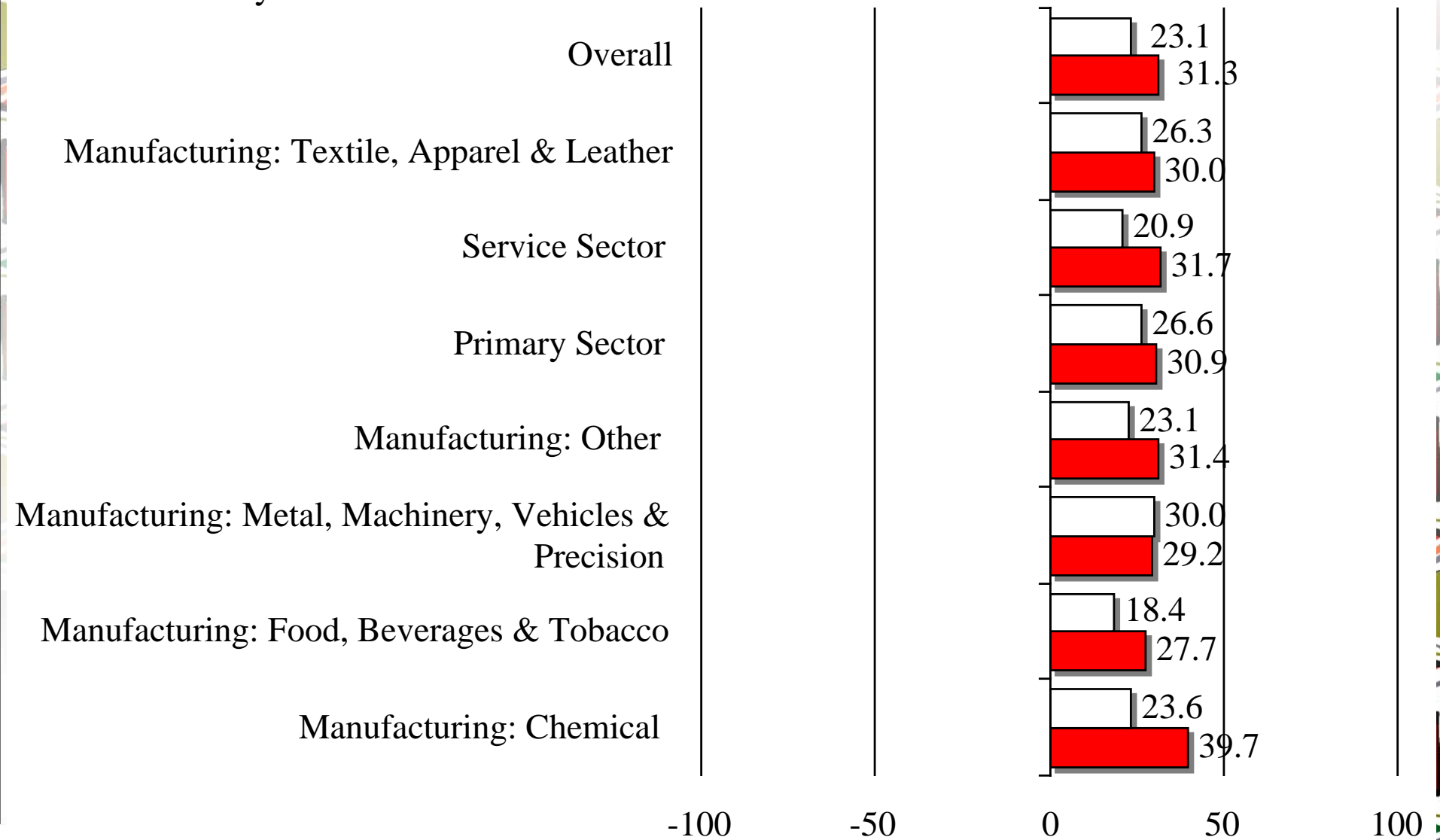


(-100=decreases a lot, -50=decreases, 0=same 50=increases, 100=increases a lot)



Firm's capital expenditure over the next 12 months:

■ Home country    □ Other SADC countries

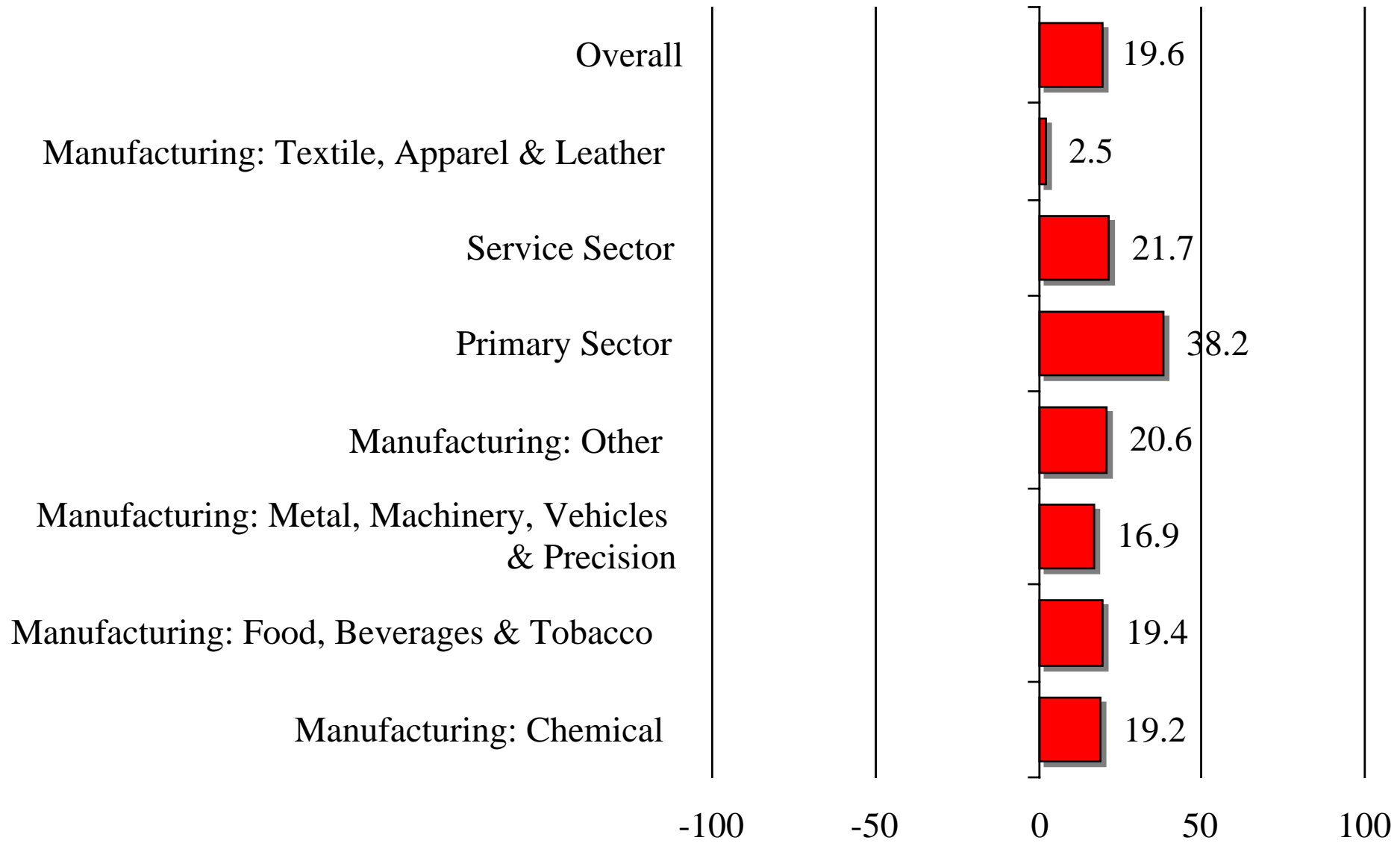




(-100=much less, -50=less, 0=same, 50=more, 100=much more)



### Employments plans for the next 12 months:

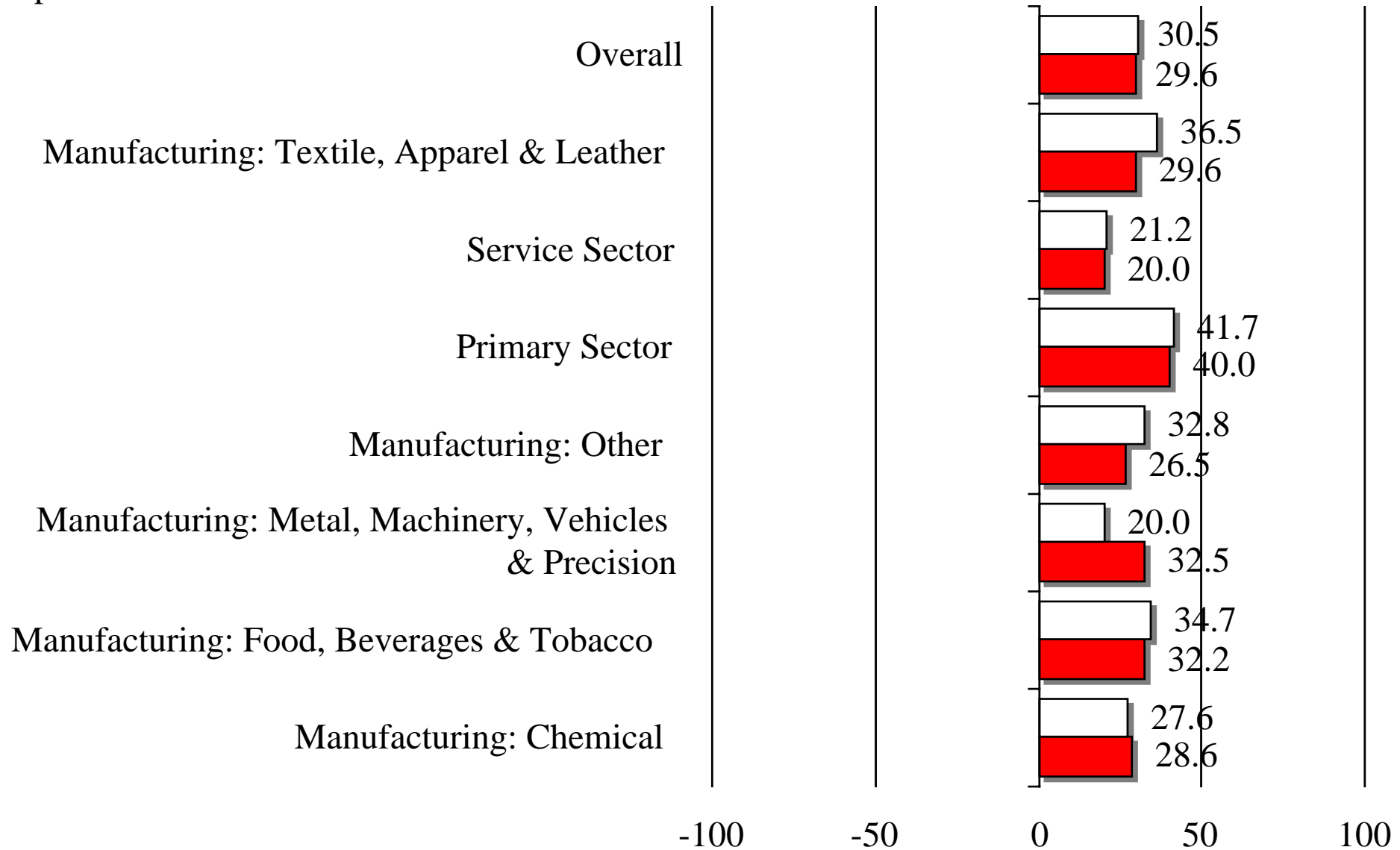




(-100=decreases a lot, -50=decreases, 0=same  
50=increases, 100=increases a lot)



Export revenue over the next 12 months: ■ Other SADC countries  Outside SADC region



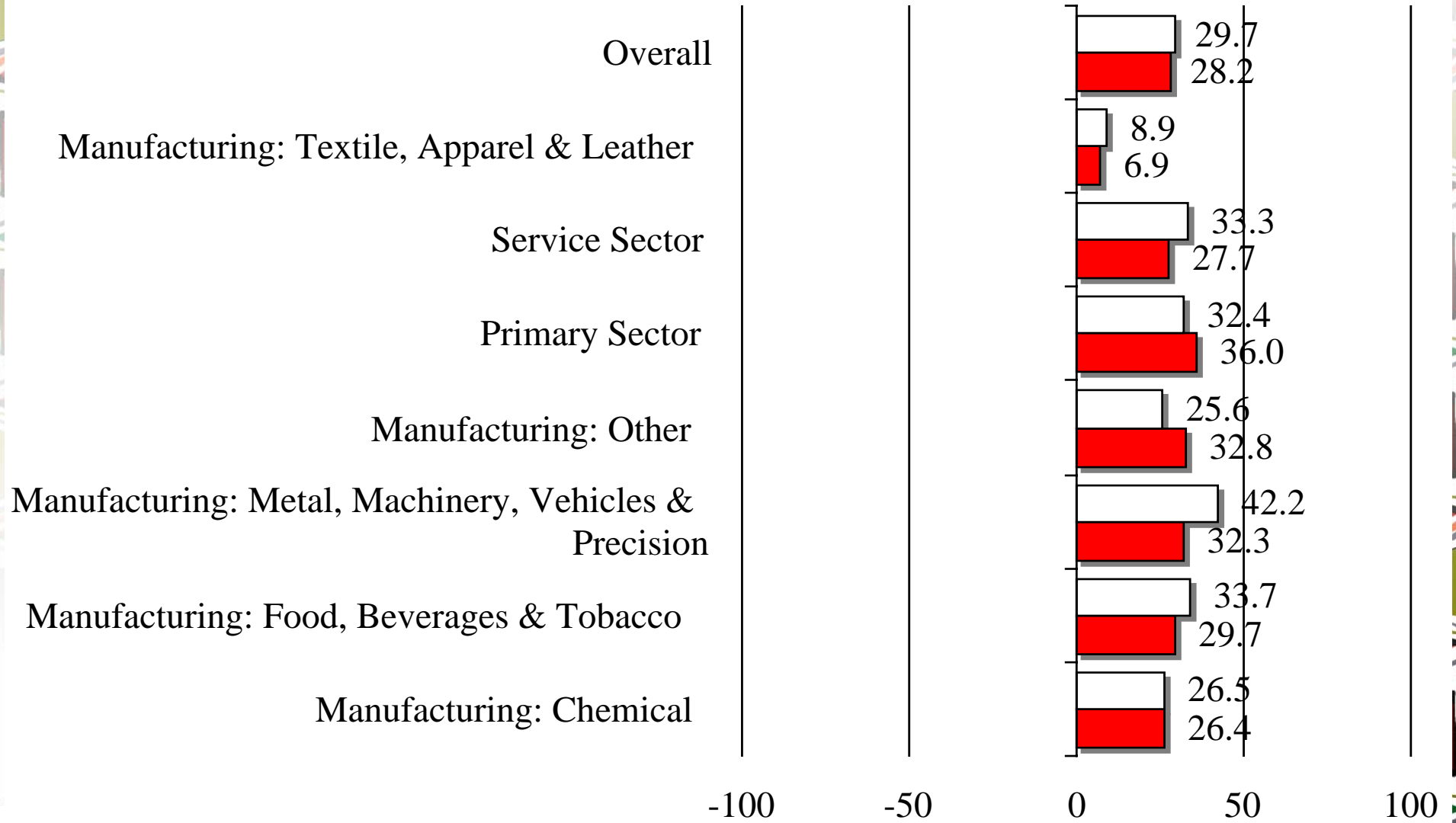


(-100=decreases a lot, -50=decreases, 0=same  
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Import expenditure over the next 12 months:

■ Other SADC countries    □ Outside SADC region



# Reform and how BCS can help



- Size (RBCS analyses business obstacles in terms of firm size and sector)
- Public-private dialogue (RBCS delivers arguments and data for dialogue, strengthens chambers lobby)
- Demand for reform (RBCS indicates intervention areas)
- Role of private sector (RBCS is the voice of the private sector)
- Informal economy and business environment (could be included in future surveys by including informal businesses)
- Donor collaboration (RBCS indicates intervention areas)
- Local dimensions of reform programmes (RBCS results could be broken down to country level)
- Each year RBCS can address hot topics in the special features section (impact of FTAs e.g.)

# Conclusion

1. BCS is a valuable tool for reforming the business environment
2. BCS complements other planning tools

