

SECTION 3: BUSINESS CATEGORIES - To be completed by all companies, where applicable

8. Is your company headquartered in Scotland? (please tick) Yes No

9. What is the country of ultimate ownership of the company?
 Scotland Other (please specify)

10. If your company is not headquartered in Scotland, please describe the relationship between the **Scottish branch(es)/ operation(s) of your company** and the owner/ global HQ of the company using the options provided below (tick as many as necessary).
The Scottish branch(es)/ operation(s) of your company:

Is a subsidiary Is a sales office Is a franchise or other

11. Please describe in words the main business activity of your Scottish branch(es)/operation(s)

12. Please choose from the following list the main business category that most closely relates to
 a) your company's activities in Scotland and
 b) your target export market (please tick)

	a)	b)		a)	b)		a)	b)
Agriculture	<input type="checkbox"/>	<input type="checkbox"/>	Food & Drink	<input type="checkbox"/>	<input type="checkbox"/>	Real Estate & Legal	<input type="checkbox"/>	<input type="checkbox"/>
Creative Industries	<input type="checkbox"/>	<input type="checkbox"/>	Financial Services	<input type="checkbox"/>	<input type="checkbox"/>	Retail Trade	<input type="checkbox"/>	<input type="checkbox"/>
Education	<input type="checkbox"/>	<input type="checkbox"/>	Medical, Health & Care	<input type="checkbox"/>	<input type="checkbox"/>	Ships & Construction	<input type="checkbox"/>	<input type="checkbox"/>
Electronics & Telecommunications	<input type="checkbox"/>	<input type="checkbox"/>	Information Technology	<input type="checkbox"/>	<input type="checkbox"/>	Textiles	<input type="checkbox"/>	<input type="checkbox"/>
Energy	<input type="checkbox"/>	<input type="checkbox"/>	Life Sciences	<input type="checkbox"/>	<input type="checkbox"/>	Tourism, Sport & Leisure	<input type="checkbox"/>	<input type="checkbox"/>
Engineering	<input type="checkbox"/>	<input type="checkbox"/>	Manufacturing	<input type="checkbox"/>	<input type="checkbox"/>	Transport	<input type="checkbox"/>	<input type="checkbox"/>
Fish & Forestry	<input type="checkbox"/>	<input type="checkbox"/>	Publishing	<input type="checkbox"/>	<input type="checkbox"/>	Wholesale trade	<input type="checkbox"/>	<input type="checkbox"/>

SECTION 4: BARRIERS TO EXPORTING - To be completed by all companies, where applicable

13. What barriers to future export development exist for the **Scottish branch(es)/ operation(s) of your company?**

Currency/ exchange rates	<input type="checkbox"/>	Lack of bank support	<input type="checkbox"/>	Legislation and standards	<input type="checkbox"/>
Lack of market information	<input type="checkbox"/>	Lack of trained staff	<input type="checkbox"/>	Setting competitive prices	<input type="checkbox"/>
Language/ cultural differences	<input type="checkbox"/>	Lack of resources/managerial time	<input type="checkbox"/>	No spare production capacity	<input type="checkbox"/>
Export documentation	<input type="checkbox"/>	High import tariffs in target markets	<input type="checkbox"/>	Warranty of service support	<input type="checkbox"/>
Payment issues	<input type="checkbox"/>	Products/services unsuitable for exports	<input type="checkbox"/>	Transport costs	<input type="checkbox"/>

Other: (please specify)

14. Which form(s) of assistance would encourage the **Scottish branch(es)/ operation(s) of your company** to further develop export performance?

Market research information	<input type="checkbox"/>	Overseas trade missions	<input type="checkbox"/>	Language training	<input type="checkbox"/>
Introductions to potential overseas customers	<input type="checkbox"/>	Finding export agents and/ or distributors	<input type="checkbox"/>	Finding joint venture partners	<input type="checkbox"/>
Export training	<input type="checkbox"/>	Translation assistance	<input type="checkbox"/>	E-commerce training for international trade	<input type="checkbox"/>
Exhibiting at trade fairs	<input type="checkbox"/>	Export documentation	<input type="checkbox"/>	Entering new markets	<input type="checkbox"/>
International marketing	<input type="checkbox"/>	Developing an international trade strategy	<input type="checkbox"/>		

Other assistance: (please specify)

15. Please tick the box if your business has previously received assistance on international activities by Scottish Enterprise/Local Enterprise Company, Scottish Development International (SDI) or your Business Gateway International (BGIs) and enter the year this occurred, if known.

Received Assistance Year

SECTION 5: YOUR COMMENTS

In order to help monitor the impact of this questionnaire on your company's resources, please indicate the length of time it took to complete this form.

We would welcome any comments you would like to make regarding this questionnaire. Please use the space provided below.

Please provide your contact details

Name:

Job Title:

Email:

Direct telephone number:

Company web-site:

THANK-YOU FOR TAKING THE TIME TO COMPLETE THIS QUESTIONNAIRE. PLEASE RETURN IT IN THE PRE-PAID ENVELOPE PROVIDED OR ALTERNATIVELY YOU CAN COMPLETE IT ONLINE AT WWW.SCOTLAND.GOV.UK/STATS/EXPORTSURVEY. YOU MAY FIND IT USEFUL TO TAKE A COPY OF THIS FORM FOR FUTURE REFERENCE, OR TO ANSWER ANY QUERIES WHICH MAY ARISE FROM IT.



SCOTLAND'S GLOBAL CONNECTIONS SURVEY 2005

GENERAL GUIDANCE

Scotland's Global Connections Survey is an annual Scottish business survey which aims to provide estimates of Scottish sales of goods and services outwith Scotland (exports), and to assess the international links of Scottish Business. It is the official export survey for Scotland and is undertaken in partnership with Scottish Enterprise and Highlands & Islands Enterprise.

Sales and exports information provided should relate solely to the economic activity of the Scottish branch(es)/operation(s) of your company. If your company has multiple Scottish branches/ operations then the information provided should relate to all those who report to you. We are interested in all types of organisations including those termed companies, businesses, firms, practices, partnerships, farms, small holdings etc. and all sizes of organisations including sole traders and smaller family run concerns. Even if you do not export or have no international connections, this information is still valuable.

The information you provide will be shared with your local Business Gateway International (BGI) partners for quality assurance purposes. This also enables BGIs to ensure that companies are being provided with the appropriate help and advice where required.

The Scottish Executive, Scottish Enterprise and Highlands & Islands Enterprise and their BGI partners will treat your data in strict confidence and not disclose information to any other third parties. Company-specific details and any data from which it might be possible to identify individual companies will not be published.

Please complete as much of the questionnaire as possible before returning it in the pre-paid envelope provided or returning it on-line if completing an electronic form. On-line forms can be accessed at www.scotland.gov.uk/stats/exportsurvey. Where the exact information is not readily available, please provide your best estimate(s). Where an answer is 0, please indicate this and do not leave blank. Please enter all monetary values in £'000. If you have any queries about the completion of the questionnaire, please email Carol Clethero at carol.clethero@scotland.gsi.gov.uk or alternatively telephone 0131 244 2838 between the hours of 9am-1pm and 2pm-5pm.

Please refer to the enclosed notes and definitions sheet for more information on filling in the questionnaire

SECTION 1: To be completed by all companies

1. Ideally we are looking for information relating to calendar year 1 January 2005 to 31 December 2005. If you are unable to provide information on a calendar year basis, please indicate which 12 month period is covered by this return.

Twelve months ending: [] [] (day) [] [] (month) [] [] [] [] (year)

2. Please indicate the number of employees currently at the Scottish branch(es)/ operation(s) of your company []

3. Please give the total sales of goods and services from Scottish branches of your company in 2005, to the nearest £1000.

GOODS £ [] ,000 SERVICES £ [] ,000

4. Please indicate the percentage of your 2005 total sales to customers based in: a) Scotland b) the rest of the UK c) EU countries (excluding UK) d) Rest of the World.

Total	100%
a) Scotland	
b) Rest of UK	
c) EU	
d) Rest of World	

5. If you indicated sales outwith the UK - please provide the total value of exports of goods and/or services from the Scottish branch(es)/ operation(s) of your company during the survey period (excluding VAT) to the nearest £1000. (NOTE: It may help to complete Q6 prior to completing this).

	Exports to EU	Exports outside EU
Goods	£ [] ,000	£ [] ,000
Services	£ [] ,000	£ [] ,000

SECTION 2: OVERSEAS TRADE & ACTIVITIES (See note 6 for detailed definitions.)

6. a) Please indicate the destination and value (in £'000) of any **exports** of goods and/ or services to the countries listed below, from the **Scottish branch(es)/operation(s) of your company in 2005**. If the information is not available for individual countries please give the value for the trading area as a whole if possible. If actual figures are not available please provide your best estimates. Please also tick the countries that you see as future markets, (i.e. countries that are not current export destinations).

b) Please indicate the origin and value of any main **imports** (e.g. raw materials, components, services) in 2005 if known.

c) Please state the number, if any, of each type of **overseas operations/relationships** you have using the options below.

	a) Exports from Scotland		Origin of imports in 2005 (Tick)	b) Imports		c) Overseas Relationships - Scottish HQ companies only				
	Export destination in 2005 (Tick)	Value of exports (£000's)		Future export destination (Tick)	Value of imports (£000's)	Subsidiary (manufacturing or other)	Sales office/ Representative office/agency	Joint venture/ Strategic Alliance or Franchise	Planned Subsidiary or Office (Tick)	Planned Other Relationship (Tick)
European Union										
Austria		£ 000		£ 000						
Belgium		£ 000		£ 000						
Cyprus		£ 000		£ 000						
Czech Republic		£ 000		£ 000						
Denmark		£ 000		£ 000						
Eire		£ 000		£ 000						
Estonia		£ 000		£ 000						
Finland		£ 000		£ 000						
France		£ 000		£ 000						
Germany		£ 000		£ 000						
Greece		£ 000		£ 000						
Hungary		£ 000		£ 000						
Italy		£ 000		£ 000						
Latvia		£ 000		£ 000						
Lithuania		£ 000		£ 000						
Luxembourg		£ 000		£ 000						
Malta		£ 000		£ 000						
Netherlands		£ 000		£ 000						
Poland		£ 000		£ 000						
Portugal		£ 000		£ 000						
Slovak Republic		£ 000		£ 000						
Slovenia		£ 000		£ 000						
Spain		£ 000		£ 000						
Sweden		£ 000		£ 000						
Rest of Europe										
Azerbaijan		£ 000		£ 000						
Belarus		£ 000		£ 000						
Bulgaria		£ 000		£ 000						
Croatia		£ 000		£ 000						
Faroe Islands		£ 000		£ 000						
Gibraltar		£ 000		£ 000						
Iceland		£ 000		£ 000						
Norway		£ 000		£ 000						
Romania		£ 000		£ 000						
Russia		£ 000		£ 000						
Switzerland		£ 000		£ 000						
Turkey		£ 000		£ 000						
Ukraine		£ 000		£ 000						
Other Eastern Europe (1)		£ 000		£ 000						
Other Western Europe (2)		£ 000		£ 000						
North America										
Canada		£ 000		£ 000						
USA		£ 000		£ 000						
Central/ South America										
Argentina		£ 000		£ 000						
Brazil		£ 000		£ 000						
Caribbean Islands (3)		£ 000		£ 000						
Chile		£ 000		£ 000						
Colombia		£ 000		£ 000						
Mexico		£ 000		£ 000						
Peru		£ 000		£ 000						
Uruguay		£ 000		£ 000						
Venezuela		£ 000		£ 000						
Other Central America (4)		£ 000		£ 000						
Other South America (5)		£ 000		£ 000						

