

2020 SURVEY OF ENTREPRENEURS AND MSMES IN PERU:

APPENDIX



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Demographics of survey population

| Demographic | Number of Respondents |
|--------------------------------|-----------------------|
| Women | 121 |
| Men | 128 |
| Below 35 years old | 49 |
| 35 years old and above | 199 |
| Less than university education | 118 |
| University education and above | 130 |
| Founder | 172 |
| Employee | 78 |

Business size

| Business Size | Number of Respondents |
|---------------|-----------------------|
| Micro | 90 |
| Small | 90 |
| Medium | 70 |

Geographic concentration of MSMEs

Question 2.3: Where are your company's main headquarters located?

| Administrative Area | Total |
|--------------------------------|-------|
| Lima province | 122 |
| Arequipa region | 60 |
| La Libertad region | 60 |
| Callao constitutional province | 8 |

Interest in environmental sustainability

Question 6.1: To what extent is environmental sustainability a concern for your company?

| Interest in Environmental Sustainability | Number of Respondents |
|--|-----------------------|
| Core mandate | 18 |
| Top priority | 34 |
| Among top 3 priorities | 35 |
| Priority, not top 3 | 37 |
| Not priority but concern | 86 |
| Not priority or concern | 40 |

Companies in most common industries prioritizing environmental sustainability

| MSME Industry | Sub Total | Overall Total |
|--|------------|---------------|
| Wholesale and retail trade; repair of motor vehicles and motorcycles | 39 | 92 |
| Manufacturing industries | 15 | 27 |
| Accommodation and food services | 12 | 26 |
| Professional, scientific and technical activities | 11 | 17 |
| Social services and services related to human health | 10 | 12 |
| Construction /construction materials trade | 7 | 13 |
| Transportation and storage | 5 | 8 |
| Teaching/Education | 5 | 15 |
| Supply of electricity, gas, steam, and air conditioning | 3 | 5 |
| Real estate activities | 3 | 5 |
| Activities of households as employers, undifferentiated activities of production of goods and services of households for their own use | 2 | 2 |
| Exploitation of mines and quarries | 2 | 3 |
| Water supply, sewerage, waste management, and sanitation activities | 2 | 3 |
| Arts, entertainment, and recreation | 2 | 5 |
| Metal Services | 1 | 1 |
| Services related to raw material extraction | 1 | 1 |
| Agriculture, forestry and fishing | 1 | 2 |
| Administrative activities and support services | 1 | 2 |
| Logistic services | 1 | 2 |
| Fuel supply | 1 | 3 |
| Total | 124 | 244 |

Views on the impact of climate change by industry

Question 6.3: To what extent do you expect climate change to impact your company or industry?

| MSME Industry | High Impact | Low Impact | No Impact |
|--|-------------|------------|-----------|
| Wholesale and retail trade; repair of motor vehicles and motorcycles | 27 | 39 | 26 |
| Manufacturing industries | 8 | 13 | 6 |
| Accommodation and food service | 7 | 14 | 5 |
| Professional, scientific and technical activities | 7 | 7 | 3 |
| Social services and services related to human health | 6 | 4 | 2 |
| Transportation and storage | 5 | 2 | 1 |
| Teaching/education | 4 | 9 | 2 |
| Arts, entertainment and recreation | 4 | 1 | 0 |
| Construction /construction materials trade | 3 | 8 | 2 |
| Supply of electricity, gas, steam, and air conditioning | 2 | 2 | 1 |
| Water supply, sewerage, waste management, and sanitation activities | 2 | 0 | 1 |
| Real estate activities | 2 | 1 | 2 |
| Activities of households as employers, undifferentiated activities of production of goods and services of households for their own use | 2 | 0 | 0 |
| Fuel supply | 2 | 0 | 1 |
| Agriculture, forestry and fishing | 1 | 0 | 1 |
| Other service activities | 1 | 1 | 2 |
| Services related to raw material extraction | 1 | 1 | 2 |
| Logistics services | 1 | 0 | 0 |
| Exploitation of mines and quarries | 0 | 1 | 0 |
| Financial and insurance activities | 0 | 1 | 0 |
| Administrative activities and support services | 0 | 0 | 2 |
| Metal services | 0 | 1 | 0 |
| Veterinary services | 0 | 1 | 0 |
| Total | 85 | 106 | 59 |

Perception of MSME barriers, disaggregated by gender

| Barrier | Barrier | | High barrier | | Not a barrier | | Not applicable | |
|--|---------|-----|--------------|-----|---------------|-----|----------------|-----|
| | Women | Men | Women | Men | Women | Men | Women | Men |
| Domestic Government (for example, government regulations or administrative procedures in Peru are too restrictive) | 37% | 39% | 25% | 18% | 34% | 36% | 4% | 7% |
| Financing (for example, financing is not available or is too expensive, taxes are too high) | 26% | 30% | 29% | 31% | 43% | 34% | 2% | 5% |
| Marketing (for example, difficulty in marketing the company domestically or internationally) | 31% | 23% | 11% | 7% | 52% | 59% | 6% | 10% |
| Human Capital (for example, difficulty finding qualified staff or management) | 25% | 23% | 8% | 7% | 63% | 62% | 4% | 8% |
| Technology (for example, technology changes too quickly or is difficult to incorporate) | 21% | 24% | 11% | 4% | 61% | 63% | 7% | 9% |
| Access to inputs (for example, suppliers are not available, input supplies are not available, etc.) | 23% | 21% | 7% | 8% | 65% | 59% | 5% | 12% |
| Physical infrastructure (for example, electrical power is unreliable, transportation is inadequate) | 22% | 21% | 6% | 7% | 67% | 62% | 5% | 10% |
| Government support (for example, lack of support services, inability to access existing services offered by government) | 21% | 13% | 7% | 13% | 59% | 65% | 13% | 9% |
| Technical infrastructure (for example, internet is unreliable, inaccessible, or too costly) | 19% | 20% | 2% | 4% | 74% | 67% | 6% | 9% |
| Linguistic (for example, cannot communicate effectively) | 14% | 14% | 3% | 1% | 75% | 73% | 7% | 12% |
| Intellectual Property (for example, difficulty securing intellectual property protection) | 14% | 11% | 2% | 4% | 78% | 77% | 6% | 8% |
| Gender discrimination (for example, workplace harassment, lack of financing opportunities for women, lack of childcare) | 13% | 9% | 4% | 5% | 74% | 76% | 8% | 10% |
| Bias (for example, bias due to sexual orientation, ethnicity, economic status, etc.) | 12% | 5% | 5% | 2% | 76% | 82% | 7% | 10% |

Perception of MSME barriers, disaggregated by age

| Barrier | Barrier | | High barrier | | Not a barrier | | Not applicable | |
|--|----------|------------|--------------|------------|---------------|------------|----------------|------------|
| | Under 35 | 35 or over | Under 35 | 35 or over | Under 35 | 35 or over | Under 35 | 35 or over |
| Domestic Government (for example, government regulations or administrative procedures in Peru are too restrictive) | 39% | 38% | 10% | 24% | 47% | 32% | 4% | 6% |
| Financing (for example, financing is not available or is too expensive, taxes are too high) | 27% | 29% | 20% | 32% | 47% | 36% | 6% | 3% |
| Marketing (for example, difficulty in marketing the company domestically or internationally) | 41% | 24% | 12% | 8% | 45% | 59% | 2% | 10% |
| Human Capital (for example, difficulty finding qualified staff or management) | 37% | 21% | 6% | 8% | 55% | 64% | 2% | 7% |
| Technology (for example, technology changes too quickly or is difficult to incorporate) | 22% | 23% | 14% | 6% | 59% | 63% | 4% | 8% |
| Access to inputs (for example, suppliers are not available, input supplies are not available, etc.) | 27% | 21% | 8% | 7% | 63% | 62% | 2% | 10% |
| Physical infrastructure (for example, electrical power is unreliable, transportation is inadequate) | 27% | 20% | 2% | 8% | 63% | 65% | 8% | 8% |
| Government support (for example, lack of support services, inability to access existing services offered by government) | 22% | 16% | 12% | 10% | 63% | 62% | 2% | 13% |
| Technical infrastructure (for example, internet is unreliable, inaccessible, or too costly) | 27% | 18% | 0% | 4% | 67% | 71% | 6% | 8% |
| Linguistic (for example, cannot communicate effectively) | 16% | 14% | 4% | 2% | 78% | 73% | 2% | 12% |
| Intellectual Property (for example, difficulty securing intellectual property protection) | 14% | 12% | 4% | 3% | 76% | 78% | 6% | 7% |
| Gender discrimination (for example, workplace harassment, lack of financing opportunities for women, lack of childcare) | 12% | 11% | 8% | 4% | 76% | 75% | 4% | 10% |
| Bias (for example, bias due to sexual orientation, ethnicity, economic status, etc.) | 12% | 8% | 4% | 4% | 76% | 80% | 8% | 9% |

Barriers to MSME growth

Question 9.1: What are the barriers to your company's overall success?

| Barrier | High Barrier | Barrier | Not a Barrier | Not Applicable |
|--|--------------|---------|---------------|----------------|
| Financing (for example, financing is not available or is too expensive, taxes are too high) | 75 | 71 | 96 | 8 |
| Domestic Government (for example, government regulations or administrative procedures in Peru are too restrictive) | 53 | 95 | 88 | 14 |
| Government support (for example, lack of support services, inability to access existing services offered by government) | 25 | 43 | 155 | 27 |
| Marketing (for example, difficulty in marketing the company domestically or internationally) | 22 | 68 | 140 | 20 |
| Human Capital (for example, difficulty finding qualified staff or management) | 19 | 60 | 156 | 15 |
| Access to inputs (for example, suppliers are not available, input supplies are not available, etc.) | 18 | 55 | 156 | 21 |
| Technology (for example, technology changes too quickly or is difficult to incorporate) | 18 | 57 | 156 | 19 |
| Physical infrastructure (for example, electrical power is unreliable, transportation is inadequate) | 16 | 54 | 161 | 19 |
| Gender discrimination (for example, workplace harassment, lack of financing opportunities for women, lack of childcare) | 12 | 27 | 188 | 23 |
| Bias (for example, bias due to sexual orientation, ethnicity, economic status, etc.) | 9 | 21 | 198 | 22 |
| Intellectual Property (for example, difficulty securing intellectual property protection) | 8 | 31 | 194 | 17 |
| Technical infrastructure (for example, internet is unreliable, inaccessible, or too costly) | 7 | 49 | 176 | 18 |
| Linguistic (for example, cannot communicate effectively) | 5 | 35 | 186 | 24 |

Barriers to social enterprises' growth

Question 9.2: What are the barriers to your company's overall success?

| Barrier | High Barrier | Barrier | Not a Barrier | Not Applicable |
|--|--------------|---------|---------------|----------------|
| Public Apathy (for example, lack of public awareness or willingness to address company's targeted social or environmental issue) | 17 | 16 | 42 | 3 |
| Domestic Government (for example, insufficient state support to address company's targeted social or environmental issue) | 11 | 24 | 38 | 5 |
| Industry Inertia (for example, large organizations are unwilling or unable to change to address targeted social or environmental issue) | 4 | 26 | 45 | 3 |
| Quantification of Impact (for example, inability to effectively quantify or communicate impacts achieved) | 8 | 17 | 48 | 5 |



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