



BUSINESS OPPORTUNITY SURVEY 2003

Introduction

The Research and Strategy Department of the Nigerian Export-Import Bank (NEXIM) is conducting a Business Opportunity Survey as an attempt to reach out to our existing and prospective customers. The objectives of the exercise among others are:

- ✓ *Identify business opportunities in selected sectors of the Nigerian economy, which will guide the Bank in its strategic business decisions. and*
- ✓ *Propose appropriate strategies for internalizing the benefits of identified business opportunities by way of product development, increased profitability, etc.*

*Your response to this questionnaire will be treated with utmost confidence and used strictly for the purpose this study is intended for. **Thank you.***

Business Information

1. **Name of Business** _____
2. **Date of Incorporation** _____
3. **Date of Commencement** _____
4. **Share Capital** _____
5. **Office Location/Address** _____
6. **Ownership/% Shareholding:**
 - Public
 - Private
7. **No. of Staff:**
 - Executive
 - Management
 - Senior
 - Junior

8. Line of business

Oil and Gas

Manufacturing

Agriculture

Solid Minerals

Services

Specify _____

Market Information

9. What are your sources of raw materials?

Local

Foreign

Both

10. Does your business generate foreign exchange

Yes

No

11. Customers Location:

Local

Foreign

Both

12. Customer Definition:

Corporate Entity

Gov't. Agency

SMEs

Individuals

13. Where are receivables coming from?

Buyer

Third Party

14. What are the terms of the Sales Contract?

Cash

Bills

LC

15. What is the Nature of the Contract?

LPO

Export Sales Contract

Other

Please Specify _____

16. What is your delivery to cash cycle:

Cash on Delivery

30 Day Credit

60 Day Credit

90 Day Credit

Advance Payment

Other

17. What are the limitations to the expansion of your business?

Finance <input type="checkbox"/>	Guarantees <input type="checkbox"/>	Information <input type="checkbox"/>	Other <input type="checkbox"/>
-----	-----		
Working	Investment	Commercial	Government
		External	
			Please specify _____

18. Is your company engaged in Export Business

Yes
No

19. **What product(s)** _____

20. **What are your raw material requirements?** _____

21. Where is your market?

	%
Local	<input type="checkbox"/>
Foreign	<input type="checkbox"/>

22. **Average monthly turnover (Product Volume)** _____

23. What is your installed capacity? (Please specify units, tones, meters, litres, etc)

1998	<input type="checkbox"/>
1999	<input type="checkbox"/>
2000	<input type="checkbox"/>

2001

2002

24. Which of the underlisted export risk do you often encounter? (please, rank according to importance)

Price risk

Foreign exchange risk

Credit risk

Transit risk

Buyers risks

Political risk

Financial Information

25. Have you ever applied for a bank facility?

Yes

No

26. If Yes, which Bank and what amount? _____

27. Annual Sales Revenue

Production Cost

Working Capital

Administrative Expenses

28. What financing do you require to expand your business?

Working capital

Equipment financing

Other long-term investment

29. **How would you describe export finance by commercial banks?**

Accessible and efficient

Accessible but inefficient

No idea

30. **What is the volume of export financed in the last five years?** _____

31. **What are your current sources of funding?**

Private

Commercial

Foreign

32. **What is the pricing of your Credit?**

Direct Funding

Guarantee

33. **What is your credit request on a monthly basis?**

\$

₦

34. **Please identify your contract cycle:**

1 month

3 months

6 months

12 months

1-2 Years

2 Years +

NEXIM Information

35. Have you ever heard about NEXIM's facilities?

Yes

No

36. If Yes, which of the Bank's facilities are you aware of?

Rediscounting & Refinancing Facility (RRF)

Foreign Input Facility (ADB/ESL)

Stocking Facility (SF)

Local Input Facility (LIF)

Export Credit Guarantee Facility (ECGF)

Export Credit Insurance Facility (ECIF)

Inter State Road Transit Scheme (ISRT)

Information/Advisory Services

37. Have you ever applied for any?

Yes

No

38. What new services would you like NEXIM to add to its portfolio?

39. Please state any additional information you feel we need to know to enhance your business activities: _____

Name: _____

Status/Grade: _____

Signature: _____

Stamp: _____

Telephone: _____

e-mail Address: _____