

## Trade Survey for Wales: Questionnaire

### Welcome to the Trade Survey for Wales 2022.

This is the fifth Trade Survey for Wales conducted by Welsh Government. We are seeking to improve our understanding of trade flows into and out of businesses located in Wales.

We have commissioned an independent research organisation, IFF Research Ltd., to collect this data on our behalf. Any data provided will be held as commercial in confidence. All data provided will be held securely.

**To access the survey, please enter the access code provided in your invitation letter:**

WRITE IN ACCESS CODE	
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### Privacy notice

You can read more on the privacy notice for this survey [here](#).

### About completing the survey:

- Click 'Save and complete later' and the survey will save your data if you want to complete on your return later
- Any data entered into the survey by the closing date will be used for analysis even if you are unable to complete every survey question. If you would like to remove your data before the closing date, please contact [IFF\\_TradeSurveyWales@IFFResearch.com](mailto:IFF_TradeSurveyWales@IFFResearch.com)
- If you run into any difficulties, you can call our helpline or e-mail us. Click 'Contact us' at the bottom of the page for these details
- For more information you can refer to the FAQs found at the bottom of the page
- Complete this questionnaire on an accruals accounting basis (invoices raised), rather than a cash accounting basis
- Use the 'Cymraeg' button to change to Welsh if you want to change the language
- If you find it difficult to take part in this survey online because of its level of accessibility, you can complete over the telephone with assistance from IFF Research's Survey Support team: 0300 0259 000

### Wales-based operations

- You will be asked to provide data for the Wales-based operations (or branches) of the business
- If the business has multiple branches across the UK, **only provide the aggregated data for the Wales branches that report to you**
- If you have multiple Wales-based operations, then the information you provide should cover all of those that report to you

Trade of goods or services with **other parts of your business** which are outside of the Wales-based operations covered by this survey should be calculated as sales/purchases to an independent customer and valued accordingly. If you are unable to supply figures on this basis, please value them at transfer cost.

### You will be asked to provide information for the Wales-based operations of the business, including:

- Value of sales/exports for 2022
- Value of purchases for 2022
  - For each of the above:
    - The value by geographic area (Wales, Scotland, England, Northern Ireland, EU countries in total, non-EU countries in total)
    - The top 5 goods / services traded
    - The top 5 non-UK countries traded with

**Where exact information is not readily available please provide your best estimate.**

The survey will ask for 2022 data. For this, we would prefer data for the calendar year to be reported:

- 1 January 2022 to 31 December 2022

If this information is difficult to access, please provide data for the 2022/23 financial year.

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## Background to the business

- a) State where the business's headquarters are located (Wales / England / Scotland / NI / other)
- b) Provide the number of employees

## The rest of the survey asks for the provision of data for the Welsh-based operations (or branches) of your business only

### Sales & Exports

- a) State if the business made any sales of goods or services in 2021
- b) Enter the total values (£) for the sales of goods, the sales of services and total sales in 2021

#### Goods:

- a) Select the destinations for the sales of goods in 2021 (Wales / Rest of the UK / Rest of the EU / Rest of the world)
- b) Enter the value (£) for the sales of goods in 2021 for each location selected above (Wales / Rest of the UK / Rest of the EU / Rest of the world)
- c) If the business had sales of goods to the rest of the UK for 2021, select which UK locations they went to (England / Scotland / Northern Ireland) and the value (£) of sales for each
- d) State if the business made any sales of environmental goods in 2021

#### Services:

- a) Select the destinations for sales of services in 2021 (Wales / Rest of the UK / Rest of the EU / Rest of the world)
- b) Enter the value (£) for the sales of services 2021 for each location selected above (Wales / Rest of the UK / Rest of the EU / Rest of the World)
- c) If the business had sales of services to the rest of the UK for 2021, select which UK locations they went to (England / Scotland / Northern Ireland) and the value (£) of sales for each
- d) State if the business made any sales of environmental services in 2021

#### Exports:

- a) Select up to 5 of the top goods or services exported (outside of the UK) in 2021
- b) Enter the value (£) for each of the top 5 exports for 2021
- c) Select up to 5 of the top non-UK countries for exports in 2021
- d) Enter the value (£) for each of these export destinations in 2021

### Purchases & Imports

- a) State if the business made any purchases of goods or services in 2021
- b) Enter the total values (£) for the purchases of goods, purchases of services and total purchases in 2021

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**Goods:**

- a) Select the country of origin for goods purchased in 2021 (Wales / Rest of the UK / Rest of the EU / Rest of the world)
- b) Enter the value (£) for the goods purchased in 2021 from each location selected above (Wales / Rest of the UK / Rest of the EU / Rest of the World)
- c) If the business had purchased goods from the rest of the UK for 2021, select which UK locations they came from (England / Scotland / Northern Ireland) and the value (£) of purchases for each

**Services:**

- a) Select the country of origin for services purchased in 2021 (Wales / Rest of the UK / Rest of the EU / Rest of the world)
- b) Enter the value (£) of services purchased in 2021 for each location selected above (Wales / Rest of the UK / Rest of the EU / Rest of the World)
- c) If the business had services purchased from the rest of the UK for 2021, select which UK locations they came from (England / Scotland / Northern Ireland) and the value (£) of purchases for each

**Imports:**

- a) Select up to 5 of the top goods or services imported (from outside of the UK) in 2021
- b) Enter the value (£) for each of the top 5 imports in 2021
- c) Select up to 5 of the top non-UK countries for imports in 2021
- d) Enter the value (£) for each of these import locations in 2021

**Rules of origin**

- a) Do you use preferential tariffs and preferential rules of origin when exporting outside of the UK?
- b) Why do you not use preferential tariffs and preferential rules of origin when exporting outside of the UK?

**Gender of business leadership**

Research has shown that approaches to trade can differ by the leadership of a business. For data analysis purposes, it would be useful to know if your business is majority-led by women. That is, controlled by a single woman or has a management team of which a majority are women.

- a) Is your business majority-led by women?

**Final comments and contact details**

- a) State any additional information explaining the data reported for 2021
- b) Enter the time taken to complete the survey and the financial cost of filling out the survey
- c) Confirm if you are happy to be re-contacted about this study and/ or for any follow up research