

## Doing Business

**D**ata is drawn from the annual report of *Doing Business in 2005*, which is a co-publication of the World Bank and International Finance Corporation (IFC).

The indicators in this chapter are used to analyze economic and social outcomes, such as productivity, investment, informality, corruption, unemployment, and poverty, and identify what reforms have worked, where and why. Among them, the formal cost required for business start-up and time required for business startup are benchmarked by the International Development Association (IDA)<sup>14</sup>, as two of the 14 country outcome indicators for monitoring over the course of IDA14.

Businesses in African countries face much larger regulatory burdens than those in rich countries. It takes 153 days to start a business in Maputo but two days in Toronto. It takes 21 procedures to register commercial property in Abuja, but three procedures in Helsinki. If a debtor becomes insolvent and enters bankruptcy, creditors would get 13 cents on the dollar in Mumbai but more than 90 cents in Tokyo. These differences persist across the world: the countries that most need entrepreneurs to create jobs and boost growth—poor countries—put the most obstacles in their way.

Heavy regulation and weak property rights exclude the poor from doing business. In poor countries

40 percent of the economy is informal. Women, young, and low-skilled workers are hurt the most. The payoffs from reform appear large. A hypothetical improvement to the top quartile of countries on the ease of doing business is associated with up to 2 percentage points more annual economic growth.

Economic growth is only one benefit of better business regulation and property protection. Human development indicators are higher as well. Governments can use revenues to improve their health and education systems, rather than support an overblown bureaucracy. The gains come from two sources. First, businesses spend less time and money on dealing with regulations and chasing after scarce sources of finance. Instead, they spend their energies on producing and marketing their goods. Second, the government spends fewer resources regulating and more providing basic social services.

Fewer than one third of poor countries continued reforms, and reformers concentrated on simplifying business entry and establishing or improving credit information systems. Almost no reforms took place in making it easier to hire and fire workers or in closing down unviable businesses. Across regions, African countries reformed the least. Many of the reforms in poor countries were spurred by the desire of governments and donors to quantify the impact of aid programs.

The *Doing Business* indicators measure government regulations and their effect on businesses, especially on small- and medium-size domestic firms. The *Doing Business* data are based on research of laws and regulations, with input and verification from more than 3,000 local government officials, lawyers, business consultants, and other professionals who routinely administer or advise on legal and regulatory requirements. This approach uses factual information and allows for multiple interactions with local

respondents, to clarify potential misinterpretations of questions. Standard templates/questionnaires have been developed for all topics. The data for all sets of indicators are benchmarked to January 2004 and in most cases refer to each country's most populous city.

For more details about the approach to each topic, the definition of the indicators, and the source of data, please go to the *Doing Business* database: <http://www.doingbusiness.org>

## 10-1. Cost of starting & closing a business; and registering property, 2004

	Starting a business			Closing a business			Registering property		
	Number of procedures	Duration (days)	Cost (US\$)	Time (years)	Cost (% of estate)	Recovery rate (%)	Number of Procedures	Time (days)	Cost (% of property per capita)
<b>SUB-SAHARAN AFRICA</b>	11	60	804	3.5	20.5	17.1	7	114	13.1
excluding South Africa	11	64	844	3.6	20.6	16.7	7	117	13.2
excl. S. Africa & Nigeria	11	65	864	3.6	20.7	16.1	7	112	12.7
Angola	14	146	6,621	4.7	18	1.2	8	335	11.0
Benin	8	32	1,137	3.1	18	8.8	3	50	15.1
Botswana	11	108	418	2.2	18	50.9	4	69	5.0
Burkina Faso	13	45	490	4.0	8	6.4	8	107	16.2
Burundi	11	43	178	4.0	18	16.4	5	94	18.1
Cameroon	12	37	1,258	3.2	18	21.4	5	93	18.8
Cape Verde	..	..	..	..	..	..	..	..	..
Central African Republic	10	14	585	4.8	76	0.0	3	69	17.4
Chad	19	75	911	10.0	76	0.0	6	44	13.3
Comoros	..	..	..	..	..	..	..	..	..
Congo, Dem. Rep. of	13	155	603	5.2	18	1.9	8	106	10.1
Congo, Rep. of	8	67	2,076	3.0	38	10.4	6	103	22.5
Côte d'Ivoire	11	58	961	2.2	18	14.8	7	340	10.2
Djibouti	..	..	..	..	..	..	..	..	..
Equatorial Guinea	..	..	..	..	..	..	..	..	..
Eritrea	..	..	..	..	..	..	..	..	..
Ethiopia	7	32	74	2.4	8	40.0	15	56	11.0
Gabon	..	..	..	..	..	..	..	..	..
Gambia, The	..	..	..	..	..	..	..	..	..
Ghana	12	85	331	1.9	18	28.2	7	382	4.1
Guinea	13	49	952	3.8	8	22.2	6	104	15.7
Guinea-Bissau	..	..	..	..	..	..	..	..	..
Kenya	12	47	223	4.5	18	14.7	7	39	4.0
Lesotho	9	92	497	2.6	8	33.0	6	101	9.1
Liberia	..	..	..	..	..	..	..	..	..
Madagascar	13	44	205	no practice	no practice	0.0	..	..	..
Malawi	10	35	190	2.6	8	17.6	6	118	3.5
Mali	13	42	748	3.6	18	6.3	5	44	20.6
Mauritania	11	82	618	8.0	8	6.1	4	49	8.5
Mauritius	..	..	..	..	..	..	..	..	..
Mozambique	14	153	208	5.0	8	12.3	7	33	11.9
Namibia	10	85	528	1.0	4	53.7	9	28	9.7
Niger	11	27	1,025	5.0	18	2.6	5	49	12.5
Nigeria	10	44	294	1.5	18	33.2	21	274	27.2
Rwanda	9	21	601	no practice	no practice	0.0	5	354	9.5
São Tomé and Príncipe	..	..	..	..	..	..	..	..	..
Senegal	9	57	804	3.0	8	18.8	6	114	34.0
Seychelles	..	..	..	..	..	..	..	..	..
Sierra Leone	9	26	1,663	2.5	38	12.1	8	58	16.5
Somalia	..	..	..	..	..	..	..	..	..
South Africa	9	38	358	2.0	18	31.8	6	20	11.3
Sudan	..	..	..	..	..	..	..	..	..
Swaziland	..	..	..	..	..	..	..	..	..
Tanzania	13	35	514	3.0	23	21.3	12	61	12.6
Togo	13	53	909	3.0	18	14.6	6	212	7.8
Uganda	17	36	306	2.1	38	35.5	8	48	5.5
Zambia	6	35	92	2.7	8	19.4	6	70	9.2
Zimbabwe	10	96	140	2.2	18	9.2	4	30	18.1
<b>NORTH AFRICA</b>	10	24	476	2.7	12.0	35.1	8	96	7.1
Algeria	14	26	574	3.5	4	37.1	16	52	9.0
Egypt, Arab Rep.	13	43	858	4.2	18	18.4	7	193	7.0
Libya	..	..	..	..	..	..	..	..	..
Morocco	5	11	195	1.8	18	34.8	3	82	6.1
Tunisia	9	14	277	1.3	8	50.1	5	57	6.1
<b>ALL AFRICA</b>	11	59	787	3.4	19.5	19.1	7	112	12.5

**10-2. Details of contract enforcement, 2004**

	<i>Number of Procedures</i>	<i>Filing period (days)</i>	<i>Judgment period (days)</i>	<i>Enforcement period (days)</i>	<i>Total time (days)</i>	<i>Cost (% debt)</i>
<b>SUB-SAHARAN AFRICA</b>	<b>35</b>	<b>51</b>	<b>213</b>	<b>170</b>	<b>434</b>	<b>42.9</b>
excluding South Africa	35	53	214	172	439	43.9
excl. S. Africa & Nigeria	36	47	211	172	430	44.1
Angola	47	86	485	440	1011	9.2
Benin	49	90	390	90	570	29.6
Botswana	26	14	90	50	154	24.8
Burkina Faso	41	60	196	202	458	92.5
Burundi	51	52	255	205	512	35
Cameroon	58	45	180	360	585	36.4
Cape Verde	..	..	..	..	..	..
Central African Republic	45	15	280	365	660	72.2
Chad	52	35	103	388	526	54.9
Comoros	..	..	..	..	..	..
Congo, Dem. Rep. of	51	270	459	180	909	256.8
Congo, Rep. of	47	48	242	270	560	43
Côte d'Ivoire	25	75	330	120	525	47.6
Djibouti	..	..	..	..	..	..
Equatorial Guinea	..	..	..	..	..	..
Eritrea	..	..	..	..	..	..
Ethiopia	30	60	240	120	420	14.8
Gabon	..	..	..	..	..	..
Gambia, The	..	..	..	..	..	..
Ghana	23	20	92	88	200	14.4
Guinea	44	21	105	180	306	27.6
Guinea-Bissau	..	..	..	..	..	..
Kenya	25	30	270	60	360	41.3
Lesotho	49	10	150	125	285	23.9
Liberia	..	..	..	..	..	..
Madagascar	29	20	160	100	280	22.8
Malawi	16	7	180	90	277	136.5
Mali	28	30	175	135	340	34.6
Mauritania	28	40	190	180	410	29.3
Mauritius	..	..	..	..	..	..
Mozambique	38	30	280	270	580	16
Namibia	31	10	210	50	270	28.3
Niger	33	30	150	150	330	42
Nigeria	23	245	303	182	730	37.2
Rwanda	29	125	120	150	395	49.5
São Tomé and Príncipe	..	..	..	..	..	..
Senegal	36	35	150	300	485	23.8
Seychelles	..	..	..	..	..	..
Sierra Leone	58	30	180	95	305	31
Somalia	..	..	..	..	..	..
South Africa	26	10	187	80	277	11.5
Sudan	..	..	..	..	..	..
Swaziland	..	..	..	..	..	..
Tanzania	21	7	180	55	242	35.3
Togo	37	100	315	120	535	24.3
Uganda	15	14	90	105	209	22.3
Zambia	16	14	120	140	274	28.7
Zimbabwe	33	21	180	149	350	19.1
<b>NORTH AFRICA</b>	<b>34</b>	<b>14</b>	<b>171</b>	<b>86</b>	<b>271</b>	<b>19</b>
Algeria	49	20	277	110	407	28.7
Egypt, Arab Rep.	55	20	240	150	410	18.4
Libya	..	..	..	..	..	..
Morocco	17	15	160	65	240	17.7
Tunisia	14	1	6	20	27	12
<b>ALL AFRICA</b>	<b>35</b>	<b>47</b>	<b>209</b>	<b>161</b>	<b>417</b>	<b>40</b>

### 10-3. Investor protection, 2004

	<i>Disclosure Index</i>	<i>Family ownership disclosure</i>	<i>Indirect ownership disclosure</i>	<i>Beneficial ownership disclosure</i>	<i>Shareholder voting agreements disclosure</i>	<i>Internal audit of financials</i>	<i>Internal audit of financials</i>	<i>Public availability of ownership and financial information</i>
SUB-SAHARAN AFRICA	2.1							
excluding South Africa	2.0							
excl. S. Africa & Nigeria	1.8							
Angola	2	No	Yes	No	No	Yes	No	No
Benin	1	No	No	No	No	No	Yes	No
Botswana	5	No	Yes	Yes	No	Yes	Yes	Yes
Burkina Faso	1	No	No	No	No	No	Yes	No
Burundi	1	No	No	No	No	Yes	No	No
Cameroon	1	No	No	No	No	No	Yes	No
Cape Verde	..	..	..	..	..	..	..	..
Central African Republic	1	No	No	No	No	No	Yes	No
Chad	1	No	No	No	No	No	Yes	No
Comoros	..	..	..	..	..	..	..	..
Congo, Dem. Rep. of	1	No	No	No	No	Yes	No	No
Congo, Rep. of	3	Yes	Yes	No	No	No	Yes	No
Côte d'Ivoire	2	No	Yes	No	No	No	Yes	No
Djibouti	..	..	..	..	..	..	..	..
Equatorial Guinea	..	..	..	..	..	..	..	..
Eritrea	..	..	..	..	..	..	..	..
Ethiopia	2	No	No	No	No	Yes	Yes	No
Gabon	..	..	..	..	..	..	..	..
Gambia, The	..	..	..	..	..	..	..	..
Ghana	2	No	Yes	No	No	No	Yes	No
Guinea	4	Yes	Yes	No	No	Yes	Yes	No
Guinea-Bissau	..	..	..	..	..	..	..	..
Kenya	2	No	No	No	No	Yes	Yes	No
Lesotho	4	No	Yes	Yes	Yes	No	Yes	No
Liberia	..	..	..	..	..	..	..	..
Madagascar	1	No	No	No	No	No	Yes	No
Malawi	2	No	No	Yes	No	No	Yes	No
Mali	1	No	No	No	No	No	Yes	No
Mauritania	1	No	No	No	No	No	Yes	No
Mauritius	..	..	..	..	..	..	..	..
Mozambique	2	No	No	No	No	Yes	Yes	No
Namibia	1	No	No	No	No	No	Yes	No
Niger	1	No	No	No	No	No	Yes	No
Nigeria	6	Yes	Yes	Yes	Yes	Yes	Yes	No
Rwanda	1	No	No	No	No	No	Yes	No
São Tomé and Príncipe	..	..	..	..	..	..	..	..
Senegal	1	No	No	No	No	No	Yes	No
Seychelles	..	..	..	..	..	..	..	..
Sierra Leone	1	No	No	Yes	No	No	No	No
Somalia	..	..	..	..	..	..	..	..
South Africa	6	Yes	Yes	Yes	No	Yes	Yes	Yes
Sudan	..	..	..	..	..	..	..	..
Swaziland	..	..	..	..	..	..	..	..
Tanzania	1	No	No	No	No	No	Yes	No
Togo	2	No	No	No	Yes	No	Yes	No
Uganda	2	No	No	No	No	No	Yes	Yes
Zambia	1	No	No	No	No	No	Yes	No
Zimbabwe	6	No	Yes	Yes	Yes	Yes	Yes	Yes
NORTH AFRICA	3.5							
Algeria	2	No	No	No	No	Yes	Yes	No
Egypt, Arab Rep.	2	No	No	Yes	No	No	Yes	No
Libya	..	..	..	..	..	..	..	..
Morocco	4	No	Yes	Yes	Yes	No	Yes	No
Tunisia	6	Yes	Yes	Yes	Yes	No	Yes	Yes
ALL AFRICA	2.2							

## Technical notes

### Tables

**Table 10-1. Cost of starting and closing business; and registering property, 2004.** The dataset for these indicators is benchmarked to January 2004.

#### Starting a Business:

When an entrepreneur draws up a business plan and tries to get it under way, the bureaucratic and legal procedures to incorporate and register the new firm are the first hurdles that must be overcome. Economies differ significantly in the way they regulate the entry of new businesses. Some have a straightforward and affordable process. Others have procedures that are so burdensome that entrepreneurs have to bribe officials to speed up the process or they opt to run their business informally.

The *Doing Business* survey examines the start-up of commercial or industrial firms with up to 50 employees and start-up capital of 10 times the economy's per-capita gross national income (GNI). It counts all procedures (defined as a legal requirement that involves a separate interaction between the firm and an outside entity—such as officials or notaries) required to register a firm. Data also include screening procedures by overseeing government entities, tax- and labor-related registration procedures, health and safety procedures, and environment-related procedures.

The database covers the following indicators:

- Number of procedures
- Average time spent during each procedure (in calendar days)
- Official cost of each procedure (as a percentage of income per capita)
- Paid-in minimum capital (as a percentage of income per capita).

#### Closing a Business:

Recent economic crises in emerging markets, from East Asia to Latin America, Russia, and Turkey, have raised concerns about the design of bankruptcy systems and the ability of such systems to help reorganize viable companies and close down unviable ones. In countries where bankruptcy is inefficient, unviable businesses linger around for years, preventing assets and human capital from being allocated to more productive uses. Most often, the bottlenecks in bankruptcy are associated with the inefficient judicial process, and hence the unwillingness of banks and other lenders to push for a formal insolvency resolution.

*Doing Business* identifies weaknesses in existing bankruptcy law and the main procedural and administrative bottlenecks in the bankruptcy process. The examination of bankruptcy is done through a survey of bankruptcy lawyers, accountants, and judges. The survey covers the step-by-step procedures on filing for bankruptcy proceedings, initiation of bankruptcy, the petition hearing, the court's decision, the appointment of an insolvency practitioner, the assessment of claims and their ordering by priority, and the sale of assets. To measure the efficiency of foreclosure or bankruptcy procedures, *Doing Business* calculates the recovery rate—how many cents on the dollar claimants recover from an insolvent firm.

Three indicators are developed:

- Time (in years)
- Cost (as a percentage of the estate)
- Recovery rate (cents on the dollar).

In many developing countries, the bankruptcy process is so inefficient that creditors hardly ever use it. In such countries, policy reform would best focus on improving contract enforcement outside of bankruptcy.

### Registering Property

Property registries were first developed to help raise tax revenue. Defining and publicizing property rights through registries has proven good for entrepreneurs as well. Land and buildings account for between half and three-quarters of country wealth in most economies. Securing rights to this property strengthens incentives to invest and facilitates trade. With formal property titles, entrepreneurs can obtain mortgages on their homes or land, and start businesses.

*Doing Business* measures the ease of registering property, assuming a standardized case of an entrepreneur who wants to purchase land and building in the largest business city—already registered and free of title dispute. More complex procedures to register property are associated with less perceived security of property rights, more informality and more corruption.

The database covers the following indicators:

- Number of procedures
- Time (in calendar days)
- Official costs (as a percentage of the property value)

### Table 10-2. Details of contract enforcement, 2004.

The ability to enforce a contract is critical for businesses to engage with new borrowers or customers. In the absence of good contract enforcement, trade and credit are restricted to a small community of people that has developed informal relations through kinship, repeated dealings with each other, or the security of available assets. The courts enforce contracts between debtors and creditors, suppliers and customers. In many countries, courts are slow, inefficient, and even corrupt.

To measure the differences in contract enforcement, *Doing Business* follows the step-by-step evolution of a payment dispute. It counts the number of procedures from the moment the plaintiff files the

lawsuit in court until the moment of actual payment; the associated time, in calendar days; and the associated cost, in court fees, attorney fees, and other payments to accountants, assessors, etc.

Three indicators are developed:

- Number of procedures
- Time (in calendar days)
- Official costs (as a percentage of the debt value).

**Table 10-3. Investor protection, 2004.** Good corporate governance is just as relevant for entrepreneurs in poor countries that seek equity from business partners. Preventing expropriation and exposing it when it occurs, requires legal protection of shareholders, enforcement capabilities, and disclosure of ownership and financial information.

Investors benefit greatly from such legal protection. So do entrepreneurs. If expropriation remains unpunished, few would dare invest in business partnerships or publicly listed companies. The result: businesses would not reach efficient size for lack of financing, and economic growth would be held back.

Four types of ownership disclosure reduce expropriation: information on family, indirect ownership, beneficial ownership, and voting agreements between shareholders. Two types of financial disclosure that help investors are an audit committee that reviews and certifies financial data and a legal requirement that an external auditor be appointed. Finally, disclosure is most effective when ownership and financial information is available to current and potential investors. The *Doing Business* database presents an index of disclosure based on these seven measures.

For more details about the approach to each topic, the definition of the indicators, and the source of data, please go to the *Doing Business* database: <http://www.doingbusiness.org>.

### Methodology used for regional aggregations and period averages in chapter 10

<i>Table</i>	<i>Aggregations<sup>a</sup></i>	<i>Period averages<sup>b</sup></i>
	(9)	(1)
10-1	<i>x</i>	
10-2	<i>x</i>	
10-3	<i>x</i>	

Note: Regional aggregations are shown in the rows for Sub-Saharan Africa, North Africa, and All Africa. Period averages are shown in the last three columns. This table shows only the methodologies used in this chapter.

a. Regional aggregations: (1) simple total; (2) simple total of the first indicator divided by the simple total of the second indicator (same country coverage); (3) simple total of the gap-filled indicator; (4) simple total of the gap-filled main indicator divided by the simple total of the gap-filled secondary indicator; (5) simple total of the first gap-filled main indicator less the simple total of the second gap-filled main indicator, all divided by the simple total of the secondary indicator; (6) weighted total (by population); (7) median; (8) no aggregation; (9) simple arithmetic mean.

b. Period averages: (1) arithmetic mean (using the same series as shown in the table; i.e., ratio if the rest of the table is shown as ratio, level if the rest of the table is shown as level, growth rate if the rest is shown as growth rate); (2) least-squares growth rate (using main indicator); (3) least-squares growth rate (using main indicator in constant terms, with the rest of the table in current terms).