



azerbaijan

TOURISM BOARD

**tourism  
departure  
survey**

*2018*

## abstract

The purpose of the undertaken research was to perceive the perceptions of Azerbaijan as a potential leisure tourism destination amongst those who have visited Azerbaijan. This research shall enable the Azerbaijan Tourism Board to develop strategies for communicating clear and consistent messages about Azerbaijan as a tourism destination.

The questionnaire of the survey covered the following areas:

- Personal demographic information;
- Reasons for visiting Azerbaijan (RFV, leisure, business, MICE etc.);
- Length of stay in Azerbaijan;
- Information pertaining to the sites visited, their satisfaction levels with the facilities and services;
- Type of accommodation used;
- Expenditure patterns: accommodation, food and beverages, transportation etc.;
- Decision making on visiting Azerbaijan;
- Overall impressions of tourists' visit to Azerbaijan.

A total of 848 face-to-face interviews were conducted with tourists from nine countries which are key source markets for Azerbaijan.

The research findings are presented into three parts: (i) the characteristics of the tourists; (ii) tourist behaviors and (iii) assessment of experiences including satisfaction with traveling in Azerbaijan.

Moreover, the specific profile of Arabic tourists is discussed. It is shown that Arab tourists differ from tourists from other markets in points such as main purpose of the visit, expenditures, age, travel group composition and preference in accommodation.

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The tabulations and figures of observed frequencies corresponding to the questions asked in the survey can be found in the report «Tourism Departure Survey: Tables and Figures»; the report can be obtained from the TRS unit.

# introduction

More and more visitors from different parts of the world are visiting Azerbaijan. The number of foreign visitors increased by 5.7% during the last year as compared to 2017. An outstanding growth of visitors is observed for the Middle Eastern countries with nearly 34.5%; countries like Saudi Arabia, United Arab Emirates (UAE), and Iraq are especially noted.

In autumn 2018, the Tourism Departure Survey was conducted by the Azerbaijan Tourism Board. 848 foreign visitors from nine countries were interviewed at the border when they were leaving Azerbaijan. The purpose of the survey was to gather information from foreign tourists:

- about their characteristics (gender, age, income);
- about their travel (main purpose of the trip, length of stay, organization of the trip, used accommodation, expenditures, visited regions in Azerbaijan, attractions, information about Azerbaijan, visit frequency);
- about their experiences in Azerbaijan and overall satisfaction.

This information shall help to assess the status and development of tourism and of the tourism industry in Azerbaijan.

This report gives an overview about the results and findings. It has five parts: Part 1, comprises an introduction and gives a short account of the methodology, Part 2 describes the population of interviewed visitors, Part 3 is dealing with specifics of the trip of the interviewed persons, and Part 4 reports the experiences of these persons including satisfaction scores.

# methodology

A total of 848 randomly selected departing tourists aged 18 to 78 years from nine different countries of residence (see the table sample quote below) were interviewed face to face using tablets (F2F Mode of Quantitative Method). The table shows in the last two columns the number of arrivals from these countries during the year 2018 and the portion of arrivals from these countries among the total of arrivals. The first three countries in the list are homes of about 75% of all foreign arrivals in Azerbaijan.

<i>country of residence</i>	<i>quote</i>	<i>arrivals in 2018</i>	<i>portion of arrivals</i>
Russian Federation	120	878 391	37.4
Georgia	37	610 124	26.0
Turkey	110	291 259	12.4
Iran	110	240 483	10.2
United Arab Emirates	110	93 835	4.0
Saudi Arabia	110	72 935	3.1
Iraq	110	67 469	2.9
Ukraine	31	57 640	2.5
Kazakhstan	110	37 679	1.6
<b>Total</b>	<b>848</b>	<b>2 349 815</b>	

The interviews were made at H. Aliyev International Airport, Central Railway Station and Astara and «Siniq bridge» border crossing points. On the average, the interviews took 10–15 min. to be completed.

The survey questionnaire has been developed by the project working group. The questionnaire contained mainly closed and a few open questions. 20 pilot surveys were conducted with a target group in order to test and improve the questionnaire. The interviewers involved in the survey were carefully trained.

The research was conducted within 20 days in October 2018. The data collected in the survey were analyzed on IBM SPSS analytical tool using descriptive analysis.

## the interviewed population

The following tables and figures describe the age and gender of the interviewed persons and also the income which they were asked to indicate.

### age

On average, the interviewed persons were 39 years old. The majority of guests, 83.7%, were between 18 and 50 years old. An exception are the visitors from Saudi Arabia and UAE: on average, they were 32 years old, and a rather high portion of 53.6% were between 18 and 31 years old. The interviewed persons from the Arabic countries are on average younger than those from the other countries.

Figure 1. Portions (in %) of interviewed visitors in three age groups by country of residence

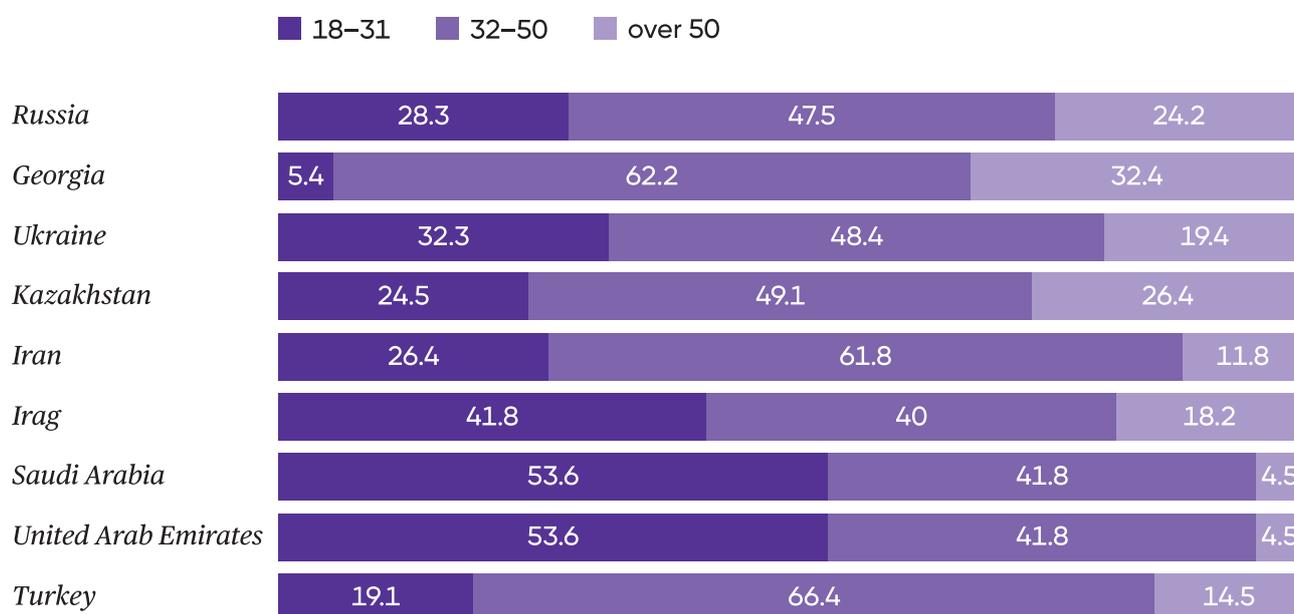


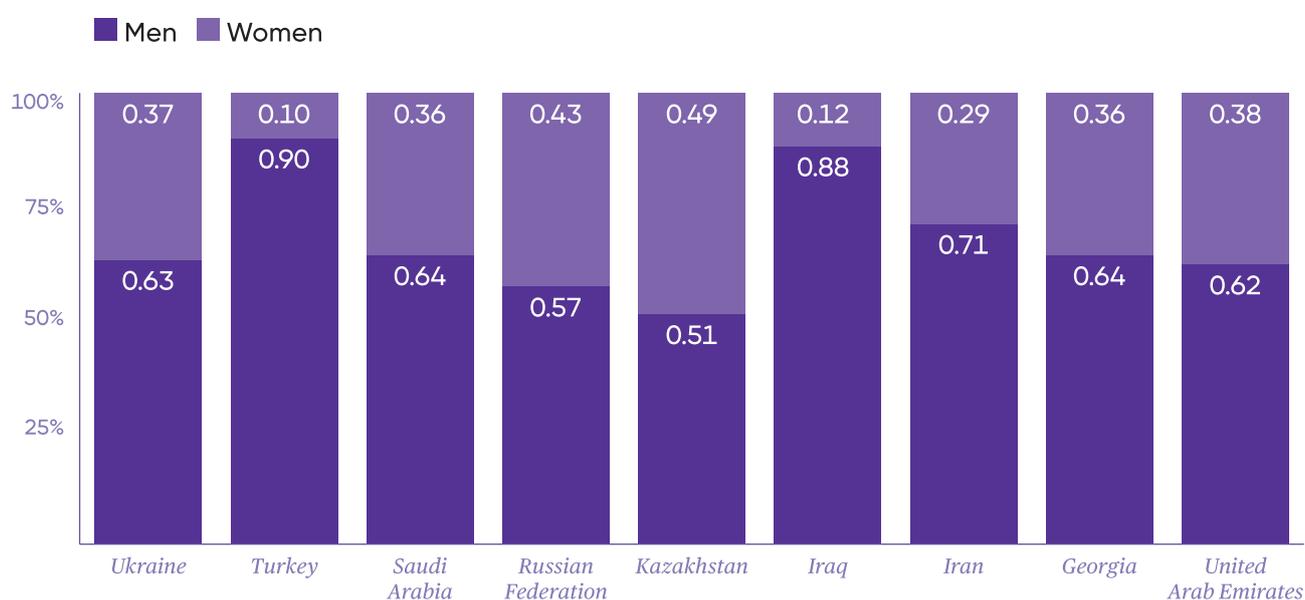
Table 1. Average age of interviewed visitors by country of residence

Country	Georgia	Iran	Iraq	Kazakhstan	Russia	Saudi Arabia	Turkey	Ukraine	UAE
Average age	46	39	38	41	40	32	39	39	32

## gender

The majority of the interviewed persons (78%) was male. This portion is higher than the actual portion of genders (66%) as reported by the State Border Services in 2018. Figure 2 shows the portions of males and females among arrivals as reported by the State Border Services for the countries of residence included in the survey.

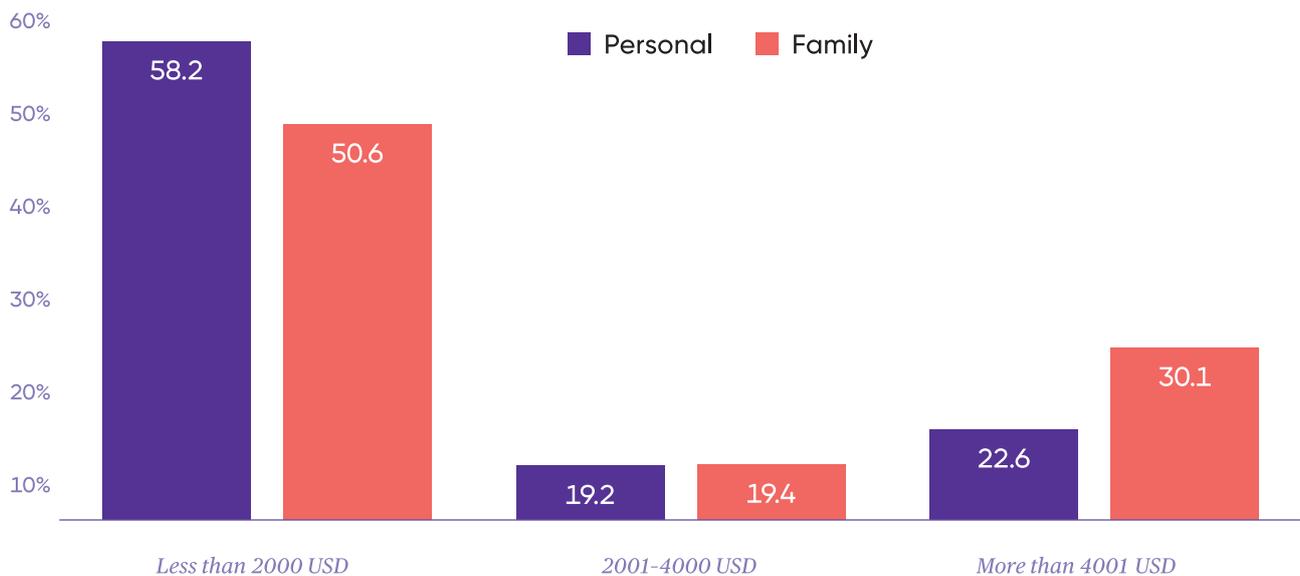
Figure 2. Portions of males and females among arrivals in 2018



## income

The interviewed persons were asked to report their income and that of their families. On average, the monthly income of the respondents and respondents' families were 2600 USD and 3800 USD, respectively. A high percentage (46%) of the visitors reported a personal income less than 2000 USD. Figure 3 shows the portions of visitors who reported an income in the various intervals of income.

Figure 3. Monthly personal and family incomes of respondents (in USD)



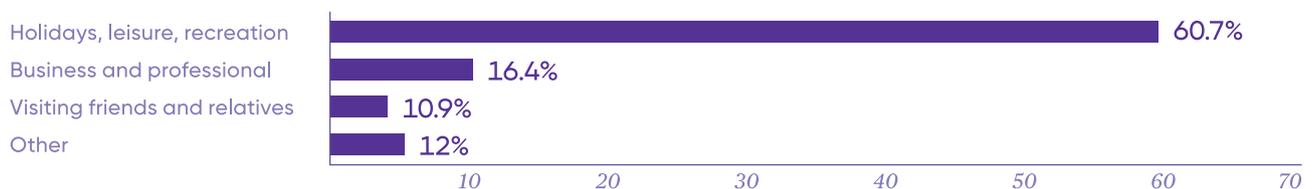
## the description of trips

The interviewed persons were asked about characteristics of their trips like the main purpose and the duration of the trip, whether they were traveling alone or in a party, the type of accommodation they were using, and the regions and sites they were visiting; they also were asked about the way they planned and arranged the trip. Finally, the interviewed persons were questioned about the expenditures made in the context of the trip.

### main purpose

When the main purpose of visit of the interviewed persons examined, it became apparent that the majority of them came for one of three purposes: (1) for making holiday, for leisure and recreation (2) for business and professional purposes; and (3) for visiting friends and relatives. Other, less frequently mentioned main purposes of trip comprise Education and training, Health and medical care, and Shopping.

Figure 4. Main purpose of the visit



The breakdown by country gives additional information about the specific purposes of trip of tourists from different countries. It turned out that most Arabic visitors (Iraq – 80.9%; Saudi Arabia – 89.1%; UAE – 90.9%) come to Azerbaijan for holiday, leisure and recreation; the analogous portions for Russians and Iranians are 75.8% and 42.7%, respectively. Turkish visitors show an exceptional high portion (50.9%) of trips for business and professional purposes. To a higher portion than other interviewed persons, Geor-

gians and Ukrainians indicate to visit friends and relatives: the portions are 29.7% and 29.0% respectively.

### length of stay

The study revealed that the interviewed persons spent in average 9 days in our country. The average length of days spent in the capital and regions are 6 days for Baku and 3 days for regions, respectively.

In most cases (66.5%), tourists prefer to make one-day visits to the regions without overnight stay. Most of the overnight stays in Azerbaijan lasting more than 10 days are related to relative visits, business trips and health tourism.

More than two thirds of visitors from Saudi Arabia (62.7%) and nearly half of those from UAE (49.1%) stay at least 1 night in the regions.

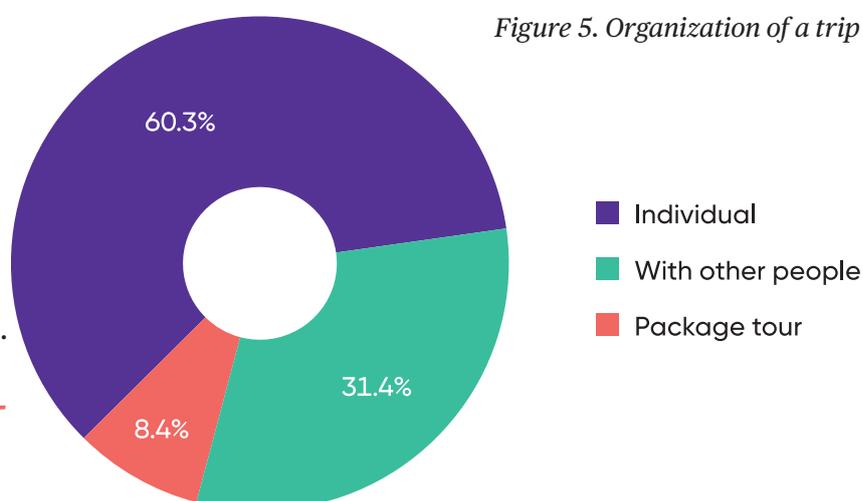
Table 2. Average stay (nights) of interviewed visitors by country of residence

Country	Georgia	Iran	Iraq	Kazakhstan	Russia	Saudi Arabia	Turkey	Ukraine	UAE
Average age	7	7	11	8	8	10	8	8	9
Baku	5	6	9	4	5	6	5	5	6
Regions	2	1	2	4	3	4	3	3	3

### organization of the trip

A large part of the interviewed persons (60.3%) reported that they travel in individually-arranged tours. Another popular type of trip is a travel-party with family or friends; 31.4% of the interviewed persons indicated this type of trip. Only 8.4% of interviewed tourists said to participate in tour packages; the packages are in nearly half of the cases (43.7%) all-inclusive, covering transportation, accommodation, meals, and touristic activities.

Arabic tourists reported travelling in a travel-party with family or friends more often than other tourists: corresponding portions of tourists from Iraq, Saudi Arabia and UAE are 54.5%, 50.0% and 40.9%. Interviewed persons from Saudi Arabia and UAE were more often than other visitors travelling with tour packages: the respective portions are 15.5% and 20.0%.



### used types of accommodation

The interviewed persons indicate to about 60% that they were staying in five- and four-star hotels. A rather minor part of the interviewed persons was accommodated by friends and relatives; corresponding portions are 11% for overnights in Baku and 15% for those in the regions.

*Table 3. Type of used accommodation in Baku and in the regions*

<i>accommodation type</i>	<i>Baku</i>	<i>regions</i>
5 star hotel	28.3	35.9
4 star hotel	33.3	18.0
2–3 star hotel	7.6	10.2
House for rent	14.5	12.7
At friend's, relative's	10.8	14.8
Hostel	4.6	6.0
Other (camping & second home)	0.9	2.5

More than 80% of the interviewed persons booked an accommodation where the breakfast is included. The booking of full and half board was reported in only few cases.

## *expenditures*

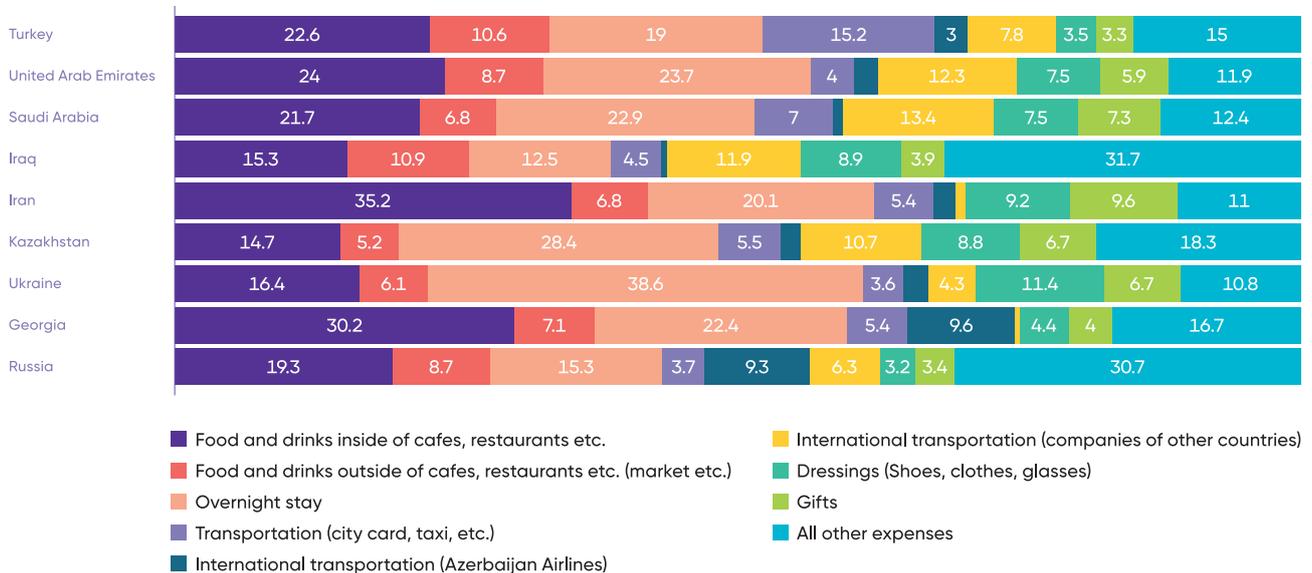
The interviewed persons were asked first to give an estimate of the total expenditures and in addition to remember for the various expenditure components like costs of accommodation, food and beverages, transportation, gifts etc. The total expenditures for their trips were, according to the interviewed persons, on average 2882 AZN. Substantial differences exist between expenditures reported by visitors from the various countries: Georgians, people from Kazakhstan, the Ukraine, Russians and Iranians reported to have spent on average 754, 1224, 1270, 1500 and 1649 AZN, respectively. Much higher average expenditures were reported by visitors from the Arabic countries Iraq, Saudi Arabia and UAE with 4017, 4976 and 5052 AZN, respectively.

The composition of expenditures is shown in Figure 9 for the respondents from the various countries. The main components are costs for accommodation, for food and drinks (food and drinks consumed within and outside of cafes, restaurants, etc. (market etc.)), dressing, gifts and for transportation (local and international). On average, the shares of expenditures for these components are 20%, 29.9%, 7.1%, 5.5% and 12.4%. Again, substantial differences are observed for these shares of the various countries.

Figure 9 shows shares of expenditures for the various consumption components reported by interviewed persons from the various countries. The respondents from Iran (42%) and Georgia (37.3%) spent about 81–84% of the total expenses for food and drinks, most of that inside of cafes and restaurants. The shares for this consumption components were for tourists from most other countries much lower, particularly for those from Ukraine and Kazakhstan with shares of 22.6% and 19.9%. For interviewed persons from Ukraine, the share of expenditures for accommodation was reported to be 38.6%; this share was between 10% and 30% for most other tourists with exception of those from Ukraine with share of 38.6%. For international transportation, larger shares, between 12% and 16% of the expenditures, were reported by interviewed

persons from Russia, Iraq, Saudi Arabia, UAE and Kazakhstan. The results of the study showed that the interviewed persons from Ukraine (11.4%), Kazakhstan (8.8%), Iran (9.2%) and Iraq (8.9%) spent more than others on clothing.

Figure 9. Shares of expenditures by countries (in %)



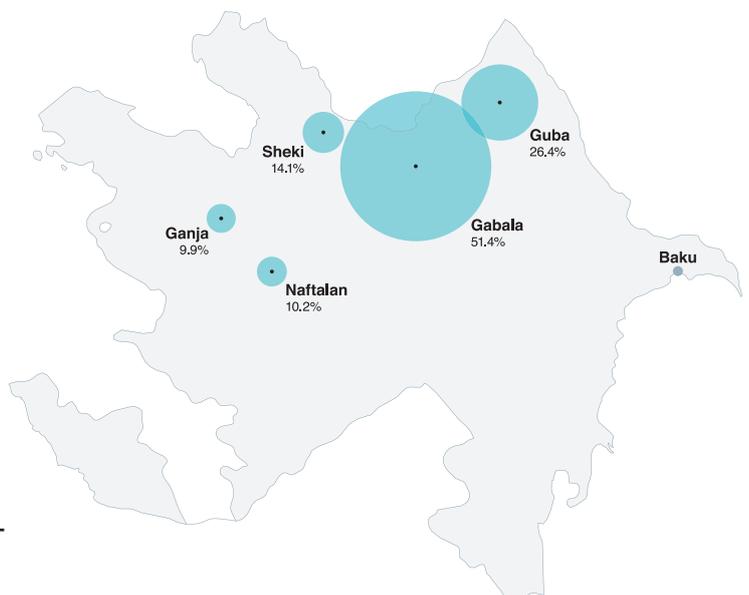
note: “All other expenses” category comprises the expenditures on Education, Real Estate, Health and recreation, Car rental, Home repair goods, Dressing, Jewelry, Carpet & palaz, Donations and other insignificant expenses such as hygienic means, mobile communications, cigarettes, etc.

### most traveled regions

According to the responses in the survey, Gabala is number one among the regional destination; 51.4% of the interviewed persons reported that they have been visiting Gabala. Other popular regions are Guba, Shaki, Naftalan, and Ganja which were visited by 26.4%, 14.1%, 10.2% and 9.9% of the interviewed persons, respectively. Especially among Arabic tourists, Gabala is considered as a favorite region for visiting: 87% of Iraqis, 85.5% of Saudis and 90.7% of tourists from UAE were visiting Gabala. Guba is also a popular destination, visited by 30.4% of the Iraqi and 55.1% of the Saudi tourists.

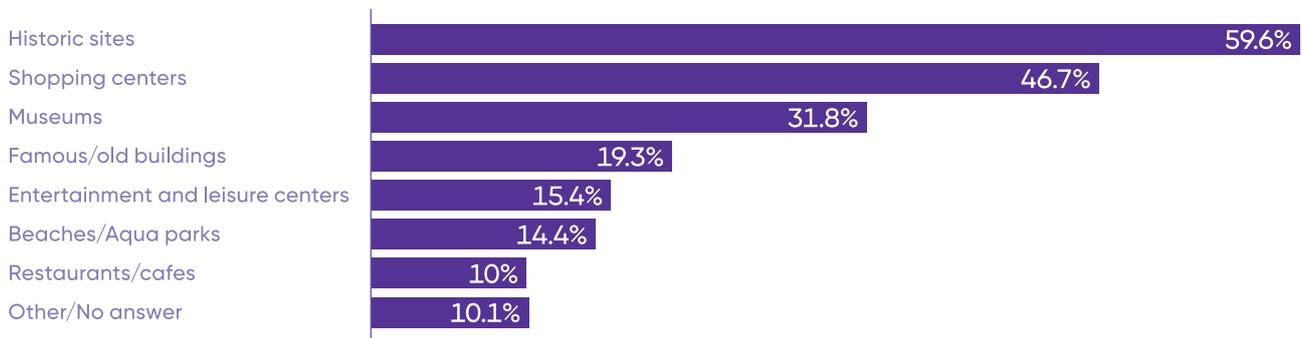
### touristic attractions

According to the study results, cultural attractions are in the focus of a high percentage of the interviewed persons: Visiting historical sites, museums, and famous/old buildings are among the activities reported by 59.6%, 31.8%, and 19.3% of the visitors, respectively. Another popular attraction among the inter-



viewed persons is visiting shopping centers like the Gandjlik and the Metropark malls: 46.7% of the interviewed persons reported that they visited such sites.

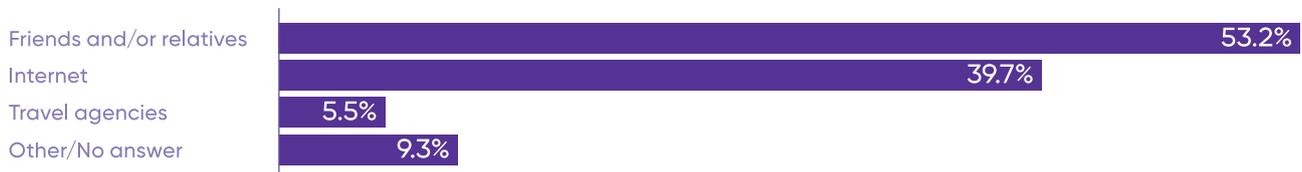
Figure 6. Most preferred touristic attractions



### *touristic information about Azerbaijan*

The interviewed persons survey results revealed that people who travel abroad prefer obtaining information mainly from Friends and/or relatives (53.2%) and Internet (39.7%): Google (46.3%) and Social media (25.8%) are the most visited web pages by the visitors. The Figure 7 represents the sources of information stated by the interviewees. On the other hand, tourism agencies, with only 5.5%, are not considered as a source of information by travelers.

Figure 7: Information sources on the current tourism conditions

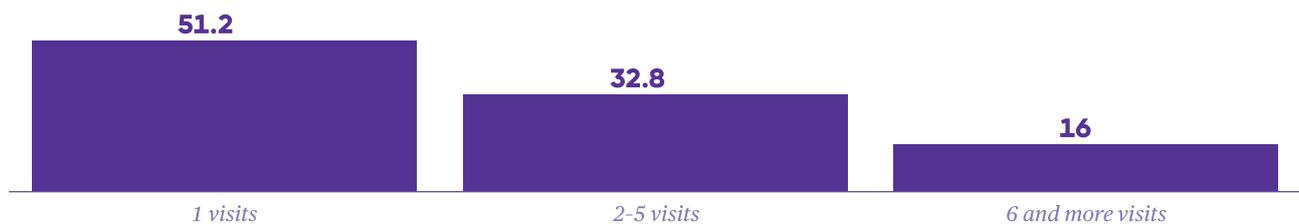


Note: "Other/No answer" comprises answer choices below 1.5% such as Business trip, exhibition and fairs, TV, books-pictures-newspaper etc.

## visit frequency

The survey results show that more than 50% of the interviewed persons indicated that they were visiting Azerbaijan for the first time. As Figure 8 shows, 16% of the interviewed persons stated that have visited Azerbaijan six times and more often; the number of earlier visits goes up to frequencies of 20 and more. Especially tourists from Georgia and Iran reported large numbers of earlier trips to Azerbaijan.

Figure 8: Frequency of trips to Azerbaijan (in % of visitors)



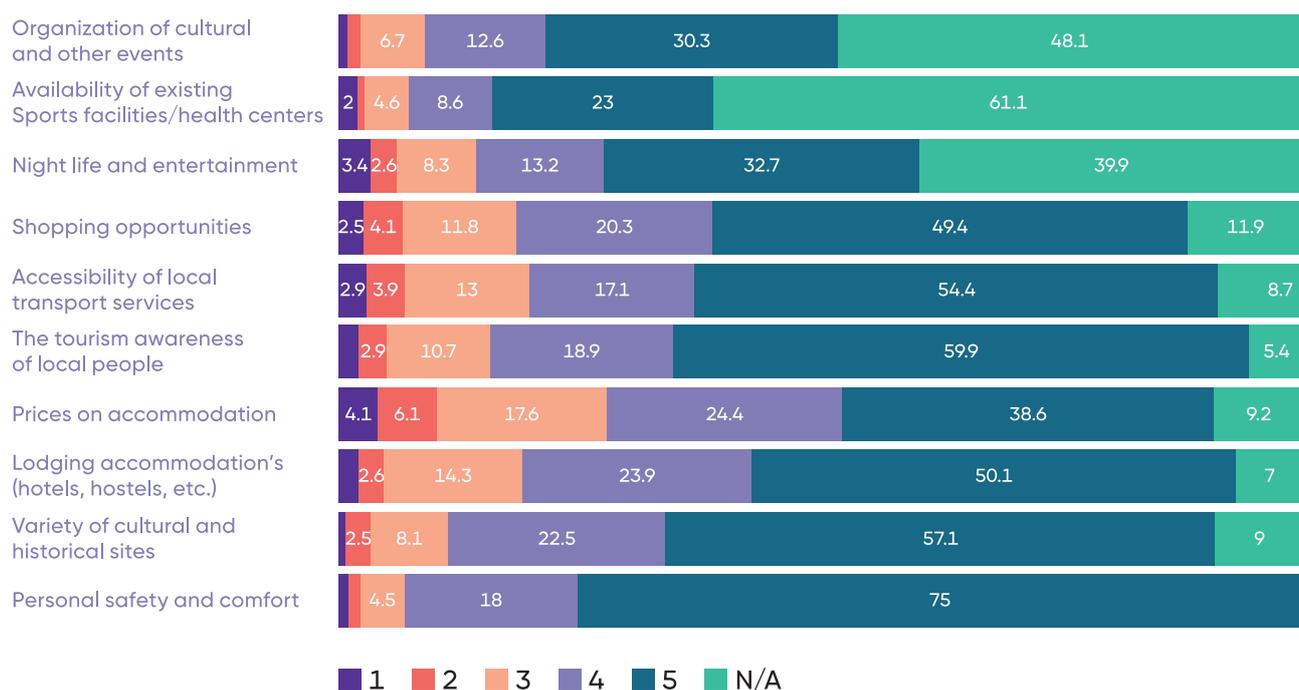
## satisfaction of tourists

The interviewed persons were asked whether they would recommend Azerbaijan as a tourist destination to their friends and colleagues; they should indicate their response on a 10-point scale, where 1 means that the interviewee would never recommend, the 10 that he or she would certainly recommend. From the 848 interviewed persons, 370 or 44% responded with 10 and further 110 with 9, so that the majority, 57% of the interviewed persons responded with 9 or 10. Another 31% responded with 7 or 8, and only 12% gave a response between 1 and 6.

This scale can be used to calculate the customer loyalty index (NPS) for Azerbaijan. It turns out to be 45 points. Calculations of the NPS show quite substantial differences among indices for the various countries of residence; the highest index is obtained for Ukrainians (74), the least scores are given by Iranians (19).

Besides giving this overall statement on satisfaction with the tourist destination, the interviewed persons were asked in detail about their opinion on a number of aspects of the trip. Again, an evaluation was to be given, in this case on a scale from 1 (least) to 5 (most). On the criterion "Personal safety and comfort", 75% of the interviewed persons gave a 5, and another 18% gave a 4. Very high scores were also given on "Variety of cultural and historical sites" and "The tourism awareness of local people", the portion of scores 4 and 5 for these criteria being close to 80%. For "Accessibility of local transport services", "Lodging accommodation's (hotels, hostels, etc.)", and "Shopping opportunities", the portion of scores 4 and 5 are around 70%. Slightly lower scores were given for "Prices on accommodation". On the criteria, "Night life and entertainment", "Organization of cultural and other events", and "Availability of existing sports facilities/health centers", the portions of interviewed persons who answered with "not applicable" was between 40 to 60%. Details are shown in Figure 10.

Figure 10: Evaluation of the various aspects of traveling in Azerbaijan (in %)



## acknowledgements

State Tourism Agency would like to thank the visitors who participated in the Tourism Departure Survey in the 2018. Moreover, we would also like to thank the organizations that gave permission to conduct the surveys at their locations and to the staff who welcomed us and supported at Heydar Aliyev International Airport, Border-crossing points (Astara, Boyuk Sinig) and Central Railway Station.



## Appendix 1: Questionnaire of the Tourism Departure Survey

Corner (ZONE):

Airport	1	Others <input type="checkbox"/>
Railway station	2	

### FILTER QUESTION

**F1.** What country do you currently live in?  
(ONE CHOICE ANSWER)

Russia	1	Continue
Georgia	2	
Ukraine	3	
Kazakhstan	4	
Iran	5	
Iraq	6	
Saudi Arabia	7	
United Arab Emirates	8	
Turkey	9	
Others		END THE SURVEY

**F2.** What is the name of the country where the passport you used on exit was issued? (ONE CHOICE ANSWER)

Russia	1	Continue
Georgia	2	
Ukraine	3	
Kazakhstan	4	
Iran	5	
Iraq	6	
Saudi Arabia	7	
United Arab Emirates	8	
Turkey	9	
Others		END THE SURVEY

**F3.** Have you been remunerated by an Azerbaijani company during your last stay in Azerbaijan? (ONE CHOICE ANSWER)

Yes	1	END THE SURVEY
No	2	Continue

**F4.** How old are you? (ONE CHOICE ANSWER)

Under 18	1	End the survey
18 and over	2	Continue

**F5.** Do you or your family members work in any of the following? (READ OUT THE ANSWERS ONE BY ONE) (ONE CHOICE ANSWER)

ADVERTISEMENT AGENCY	1	END THE SURVEY
RESEARCH COMPANY	2	
TOURISM SECTOR	3	
NONE OF THE ABOVE	5	Continue

### Foreign Citizens Division

**Q1.** What was the main purpose of your visit to Azerbaijan? (ONE CHOICE ANSWER)

Business and professional	1
Holidays, leisure and recreation	2
Visiting friends and relatives	3
Education and training	4
Health and medical care	5
Religion/pilgrimages	6
Shopping	7
Transit	8
Others <input type="checkbox"/>	

**Q2.** Where did you get the information about the current tourism conditions in Azerbaijan? (MULTIPLE CHOICE ANSWER)

Internet	1	Continue
Friends and/or relatives	2	Go to Q4
Travel agencies	3	
Exhibitions and fairs	4	
Others <input type="checkbox"/>		

**Q3.** Please note the internet resources that provided you with information. **(MULTIPLE CHOICE ANSWER)**

<input type="text"/>
----------------------

**Q4.** How did you plan your visit to Azerbaijan? **(ONE CHOICE ANSWER)**

Individual trip	1	<b>Go to Q6</b>
Trip with others	2	
Package tour	3	<b>Continue</b>

**Q5.** Describe the type of package tour and amount paid for it which was booked from home (also via Internet). **(ONE CHOICE ANSWER)**

Transportation + overnight	1 <input type="text"/>
Transportation + food, activities, etc.	1 <input type="text"/>
Overnights + food, events, activities, etc.	1 <input type="text"/>
All-inclusive (transportation + overnights + food, activities, etc.)	1 <input type="text"/>
Others <input type="text"/>	1 <input type="text"/>
Was acquired by another person	97

**Q6.** Please, indicate the means of transport of which country you used for your trip?

Azerbaijan	1
Other countries	2
Personal mean of transportation	3

**Q7.** How many times have you visited Azerbaijan? **(ONE CHOICE ANSWER)**

<input type="text"/>
----------------------

**Q8.** How many nights did you stay in Azerbaijan during your last visit? **(ASK BOTH FOR BAKU AND REGIONS)**

In Baku <input type="text"/>	<b>IF ONLY BAKU, SKIP Q10.3 and Q11.2</b>
In regions <input type="text"/>	

**Q9.** You said that you stayed in regions as well. Which regions did you visit? **(MULTIPLE CHOICE ANSWER)**

Guba	1	Khachmaz	8
Shaki	2	Zagatala	9
Lankaran	3	Salyan	10
Gabala	4	Shamakhi	11
Hajigabul	5	Goychay	12
Nakhchivan	6	Gakh	13
Ganja	7	Nabran	14
Others <input type="text"/>			

**Q10.1** What type of stay/accommodation did you choose in Baku? **(Read the answer choices) (ONE CHOICE ANSWER)**

5* hotel	1
4* hotel	2
2-3* hotel	3
Hostel	4
House for rent	5
Guest (at friend's, relative's etc.)	6
Camping	7
Second home	8

**Q10.2** What types of accommodation/lodging services did you choose in Baku? **(Read the answer choices ) (ONE CHOICE ANSWER)**

Room only	1
Room and breakfast	2
Half board	3
Full board	4
Others <input type="text"/>	

**Q10.3** What type of stay/accommodation did you choose in Regions? (Read the answer choices) (ONE CHOICE ANSWER)

5* hotel	1
4* hotel	2
2-3* hotel	3
Hostel	4
House for rent	5
Guest (at friend's, relative's etc.)	6
Camping	7
Second home	8

**Q11.2** What types of accommodation/lodging services did you choose in Regions? (Read the answer choices ) (ONE CHOICE ANSWER)

Room only	1
Room and breakfast	2
Half board	3
Full board	4
Others	

**Q12.** Which touristic attractions did you visit during your last stay in Azerbaijan? (MULTIPLE CHOICE ANSWER)

Museums	1
Shopping centers (28 mall, Gandjlik mall, Metropark and etc.)	2
Beaches/Aqua parks	3
Historic sites	4
Entertainment and leisure centers	5
Others	

**Q13.** Do you currently travel with people you cover the expenses for? (ONE CHOICE ANSWER)

Yes, with my family members	1
Yes, only with my spouse	2
No, only by myself	Go to Q15

**Q14.** How many people, including yourself, over the age of 14 are related to those expenditures? And how many people under the age of 14? (ASK FOR BOTH AGE GROUPS)

Over 14
Under 14

**Q15.** What did you book during your stay in Azerbaijan out of package tour and how much did you pay for it/them? (READ OUT THE EXPENSE TYPES ONE BY ONE) (MULTIPLE CHOICE ANSWER)

Expenses	Amount
<b>Food</b>	
Food and drinks inside of cafes, restaurants etc.	
Food and drinks outside of cafes, restaurants etc. (market etc.)	
Overnight stay	
Health and recreation	
<b>Transportation (domestic)</b>	
Transportation (city card, taxi, etc.)	
Fuel (for personal or rented machine)	
Rental car (fuel consumption excluded)	
International transportation (Azerbaijan airline)	
International transportation (companies of other countries)	
Sports and entertainment (tickets, lunapark, nightclub, etc.)	
Education	
Culture (museums, cinemas, theaters, concerts, etc.)	
Azerbaijan domestic tour services	
<b>Other goods and services</b>	
Dressings (Shoes, clothes, glasses)	
Gifts	
Jewelry (gold and silver)	
Carpet, palaz	
Real Estate	
Donations (Charity)	
Continuous consumer goods (car, TV, refrigerator, etc.)	

Home repair goods	
Other expenses (hygienic means, mobile communications, cigarettes, etc.)	

**Q16.** Please indicate the total amount you spent during your stay in Azerbaijan. **(ONE CHOICE ANSWER)**

☒	
Don't remember	99

**Q17.** Which currency did you use for your payments? **(MULTIPLE CHOICE ANSWER)**

USD	1
EUR	2
Other ☒	

**Q18.** Please indicate the types of payments as a percentage? **(ONE CHOICE ANSWER)**

Plastic card	1☒ _____ %
Cash	2☒ _____ %

**Q19.** Please evaluate the existing situation in Azerbaijan through a 1-5 point scale (6 – N/A) on criteria I am going to read out loud to You. **(ONE CHOICE ANSWER)**

Criteria	Point Scale					
	1	2	3	4	5	6
1. Personal safety and comfort						
2. Variety of cultural and historical sites						
3. Lodging accommodation's (hotels, hostels, etc.)						
4. Prices on accommodation						
5. The tourism awareness of local people						
6. Accessibility of local transport services						
7. Shopping opportunities						
8. Night life and entertainment						
9. Availability of existing Sports facilities/health centers						
10. Organization of cultural and other events						

**Q20.** How would you recommend Azerbaijan to your friends and colleagues as a tourist destination? Please give a response based on a 10-point scale: 1 point – I would never recommend it; 10 points – I would most recommend it.

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

### Demography

**D1.** Please state your marital status. **(ONE CHOICE ANSWER)**

Single	1
Married	2
Widow / Divorced	3

**D2.** Please indicate your age

☒
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**D3.** Indicate the respondent's gender:

Gender	Male	Female
	1	2

**D4.** Please state your level of education. What is the last education institution you've graduated from? **(ONE CHOICE ANSWER)**

Primary education	1
Middle (secondary) education	2
University	3
Others	4
No answer	5

**D5.** Please, indicate your current occupation type **(ONE CHOICE ANSWER)**

Employed	1
Personal business	3
Student	4
Retired	5
Currently unemployed	6

**D6.** Please tell the average monthly income of yourself and your family – the average monthly income comes from the total income of all members. **(ONE ANSWER)**

	The income of the respondent	General income of the family
--	------------------------------	------------------------------

State in numbers	✂ usd	✂ usd
Less than 2000 USD	1	1
2001–3000 USD	2	2
3001–4000 USD	3	3
4001–5000 USD	4	4
5001–6000 USD	5	5
6001–7000 USD	6	6
More than 7000 USD	7	7
No income	8	
No answer	99	99

Name and surname of the respondent	✂
e-mail	✂
Mobile number	✂
Interviewer's name	✂
Interview date	✂

**THUS, THE SURVEY IS OVER, THANK YOU VERY MUCH!**

<p>I, hereby, acknowledge that the request was personally carried out by the person I did not know, in accordance with the instructions I received.</p> <p>I checked the questionnaire's accuracy before handing it over.</p> <p>I promise that I will not disclose any information obtained to anyone other than the employees of Business <b>Insight</b>.</p>	Interviewer's signature	Supervisor's signature