

A World Bank Group Flagship Report

Doing Business 2017

Equal Opportunity for All

Economy Profile 2017

El Salvador



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ISBN (paper): 978-1-4648-0948-4
ISBN (electronic): 978-1-4648-0984-2
DOI: 10.1596/978-1-4648-0948-4
ISSN: 1729-2638

COVER DESIGN: CORPORATE VISIONS, INC.

CONTENTS

Introduction	4
Starting a business	17
Dealing with construction permits	24
Getting electricity.....	38
Registering property.....	47
Getting credit.....	57
Protecting minority investors.....	63
Paying taxes.....	71
Trading across borders	77
Enforcing contracts	84
Resolving insolvency.....	91
Labor market regulation	95
Distance to frontier and ease of doing business ranking.....	101
Resources on the <i>Doing Business</i> website	104

INTRODUCTION

Doing Business sheds light on how easy or difficult it is for a local entrepreneur to open and run a small to medium-size business when complying with relevant regulations. It measures and tracks changes in regulations affecting 11 areas in the life cycle of a business: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts, resolving insolvency and labor market regulation. *Doing Business 2017* presents the data for the labor market regulation indicators in an annex. The report does not present rankings of economies on labor market regulation indicators or include the topic in the aggregate distance to frontier score or ranking on the ease of doing business.

In a series of annual reports *Doing Business* presents quantitative indicators on business regulations and the protection of property rights that can be compared across 190 economies, from Afghanistan to Zimbabwe, over time. The data set covers 48 economies in Sub-Saharan Africa, 32 in Latin America and the Caribbean, 25 in East Asia and the Pacific, 25 in Eastern Europe and Central Asia, 20 in the Middle East and North Africa and 8 in South Asia, as well as 32 OECD high-income economies. The indicators are used to analyze economic outcomes and identify what reforms have worked, where and why.

This economy profile presents the *Doing Business* indicators for El Salvador. To allow useful comparison, it

also provides data for other selected economies (comparator economies) for each indicator. The data in this report are current as of June 1, 2016 (except for the paying taxes indicators, which cover the period January–December 2015).

The *Doing Business* methodology has limitations. Other areas important to business—such as an economy's proximity to large markets, the quality of its infrastructure services (other than those related to trading across borders and getting electricity), the security of property from theft and looting, the transparency of government procurement, macroeconomic conditions or the underlying strength of institutions—are not directly studied by *Doing Business*. The indicators refer to a specific type of business, generally a local limited liability company operating in the largest business city. Because standard assumptions are used in the data collection, comparisons and benchmarks are valid across economies. The data not only highlight the extent of obstacles to doing business; they also help identify the source of those obstacles, supporting policy makers in designing regulatory reform.

More information is available in the full report. *Doing Business 2017* presents the indicators, analyzes their relationship with economic outcomes and presents business regulatory reforms. The data, along with information on ordering *Doing Business 2017*, are available on the *Doing Business* website at <http://www.doingbusiness.org>.

CHANGES IN *DOING BUSINESS* 2017

As part of a three-year update in methodology, *Doing Business* 2017 expands further by adding postfiling processes to the paying taxes indicator, including a gender component in three of the indicators and developing a new pilot indicator on selling to the government. Also, for the first time this year *Doing Business* collects data on Somalia, bringing the total number of economies covered to 190.

The paying taxes indicator is expanded this year to include postfiling processes – those processes that occur after a firm complies with its regular tax obligations. These include tax refunds, tax audits and tax appeals. In particular, *Doing Business* measures the time it takes to get a value added tax (VAT) refund, deal with a simple mistake on a corporate tax return that can potentially trigger an audit and good practices with administrative appeals process.

This year's *Doing Business* report presents a gender dimension in four of the indicator sets: starting a business, registering property, enforcing contracts and labor market regulation. Three of these areas are included in the distance to frontier score and in the ease of doing business ranking, while the fourth—labor market regulation—is not.

Doing Business has traditionally assumed that the entrepreneurs or workers discussed in the case studies were men. This was incomplete by not reflecting correctly the *Doing Business* processes as applied to women—which in some economies may be different from the processes applied to men. Starting this year, *Doing Business* measures the starting a business process for two case scenarios: one where all entrepreneurs are men and one where all entrepreneurs are women. In economies where the processes are more onerous if the entrepreneur is a woman, *Doing Business* now counts the extra procedures applied to roughly half of the population that is female (for example, obtaining a husband's consent or gender-specific requirements for opening a personal bank account when starting a business). Within the registering property indicators, a gender component has been added to the quality of land administration index. This component measures women's ability to use, own, and transfer property according to the law. Finally, within the enforcing contracts indicator set, economies will be scored on

having equal evidentiary weight of women's testimony in court.

Also for the first time this year *Doing Business* collects data on Somalia, bringing the total number of economies covered to 190.

For more details on the changes, see the "'Old and new factors covered in *Doing Business*'" section in the Overview chapter starting on page 1 of the *Doing Business* 2017 report. For more details on the data and methodology, please see the "Data Notes" chapter starting on page 114 of the *Doing Business* 2017 report. For more details on the distance to frontier metric, please see the "Distance to frontier and ease of doing business ranking" chapter in this profile.

THE BUSINESS ENVIRONMENT

For policy makers trying to improve their economy's regulatory environment for business, a good place to start is to find out how it compares with the regulatory environment in other economies. *Doing Business* provides an aggregate ranking on the ease of doing business based on indicator sets that measure and benchmark regulations applying to domestic small to medium-size businesses through their life cycle. Economies are ranked from 1 to 190 by the ease of doing business ranking. *Doing Business* presents results for 2 aggregate measures: the distance to frontier score and the ease of doing business ranking. The ranking of economies is determined by sorting the aggregate distance to frontier scores, rounded to two decimals. An economy's distance to frontier score is indicated on a scale from 0 to 100, where 0 represents the worst performance and 100 the frontier. (See the chapter on the distance to frontier and ease of doing business).

The ease of doing business ranking compares economies with one another; the distance to frontier score benchmarks economies with respect to regulatory best practice, showing the absolute distance to the best performance on each *Doing Business* indicator. When compared across years, the distance to frontier score shows how much the regulatory environment for local entrepreneurs in an economy has changed over time in absolute terms, while the ease of doing business ranking can show only how much the regulatory environment has changed relative to that in other economies.

The 10 topics included in the ranking in *Doing Business 2017*: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts and resolving insolvency. The labor market regulation indicators are not included in this year's aggregate ease of doing business ranking, but the data are presented in the economy profile.

ECONOMY OVERVIEW

Region: Latin America & Caribbean

Income category: Lower middle income

Population: 6,126,583

GNI per capita (US\$): 3,940

DB2017 rank: 95

DB2016 rank: 86*

Change in rank: -9

DB 2017 DTF: 61.02

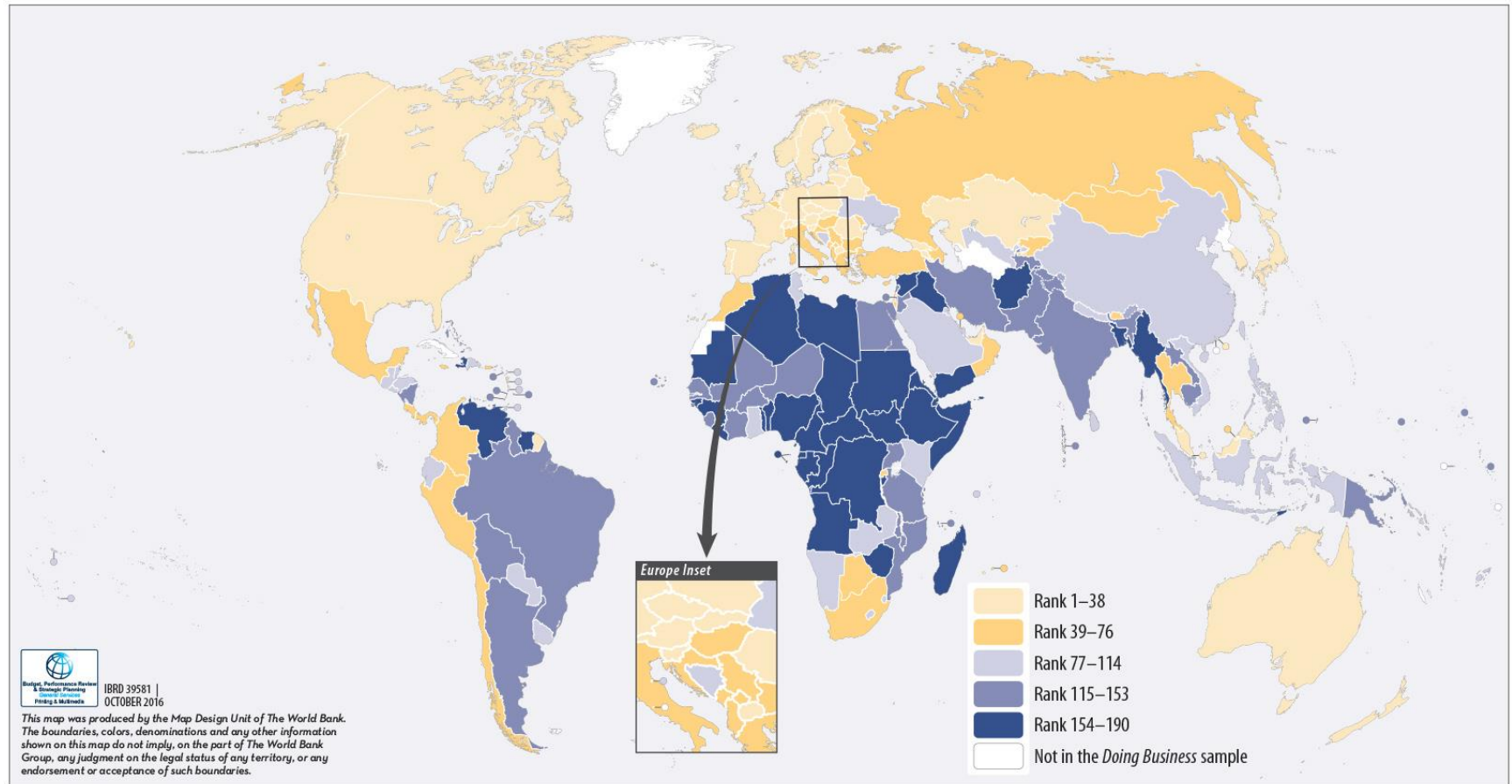
DB 2016 DTF: 62.2

Change in DTF: -1.18

* DB2016 ranking shown is not last year's published ranking but a comparable ranking for DB2016 that captures the effects of such factors as data revisions and the changes in methodology. See the data notes starting on page 114 of the *Doing Business 2017* report for sources and definitions.

THE BUSINESS ENVIRONMENT

Figure 1.1 Where economies stand in the global ranking on the ease of doing business



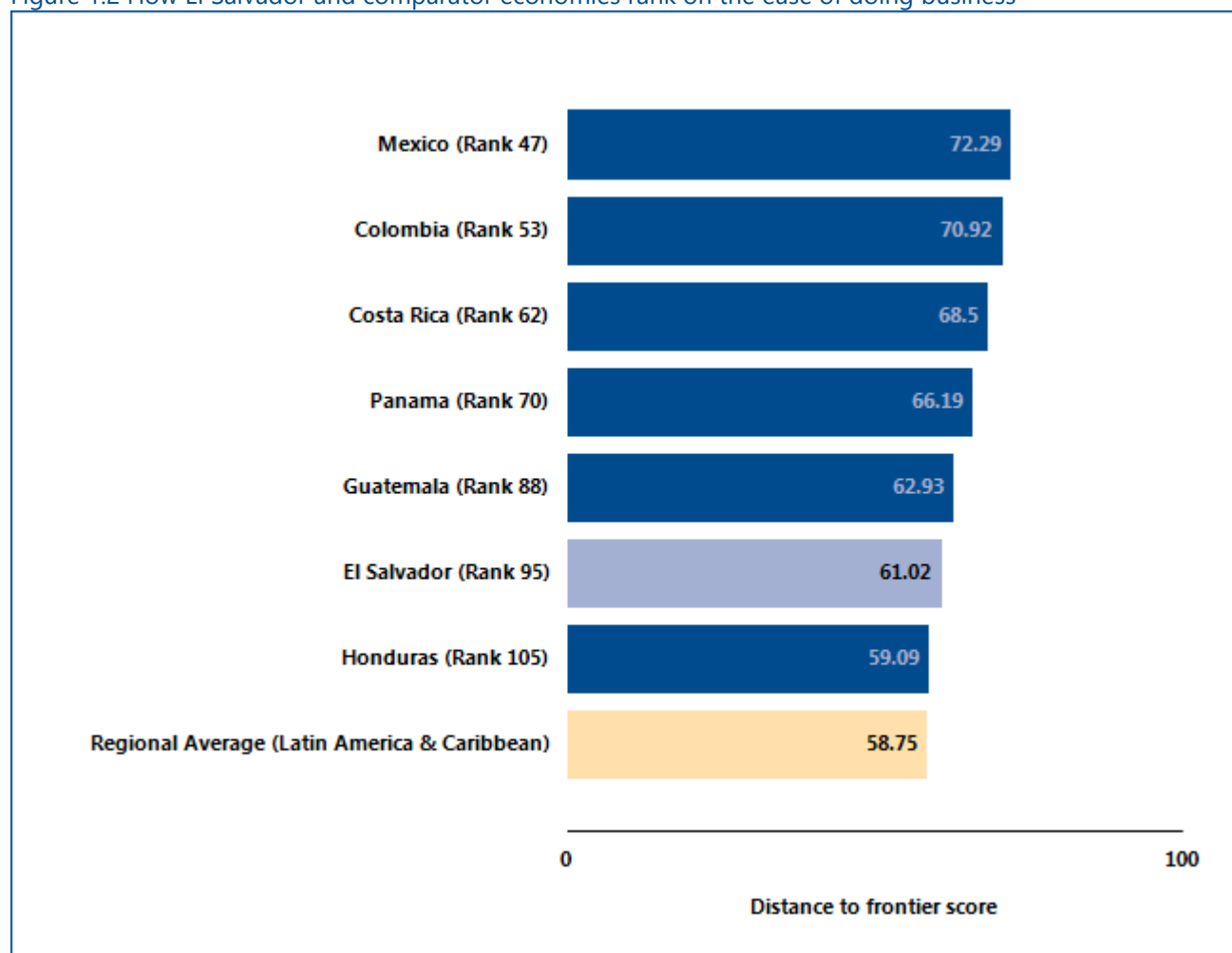
Source: *Doing Business* database.

THE BUSINESS ENVIRONMENT

For policy makers, knowing where their economy stands in the aggregate ranking on the ease of doing business is useful. Also useful is to know how it ranks relative to comparator economies and relative to the

regional average (figure 1.2). The economy's rankings (figure 1.3) and distance to frontier scores (figure 1.4) on the topics included in the ease of doing business ranking provide another perspective.

Figure 1.2 How El Salvador and comparator economies rank on the ease of doing business



Note: The rankings are benchmarked to June 2016 and based on the average of each economy's distance to frontier (DTF) scores for the 10 topics included in this year's aggregate ranking. The distance to frontier score benchmarks economies with respect to regulatory practice, showing the absolute distance to the best performance in each *Doing Business* indicator. An economy's distance to frontier score is indicated on a scale from 0 to 100, where 0 represents the worst performance and 100 the frontier. For the economies for which the data cover 2 cities, scores are a population-weighted average for the 2 cities.

Source: *Doing Business* database.

THE BUSINESS ENVIRONMENT

Figure 1.3 Rankings on *Doing Business* topics - El Salvador

(Scale: Rank 190 center, Rank 1 outer edge)

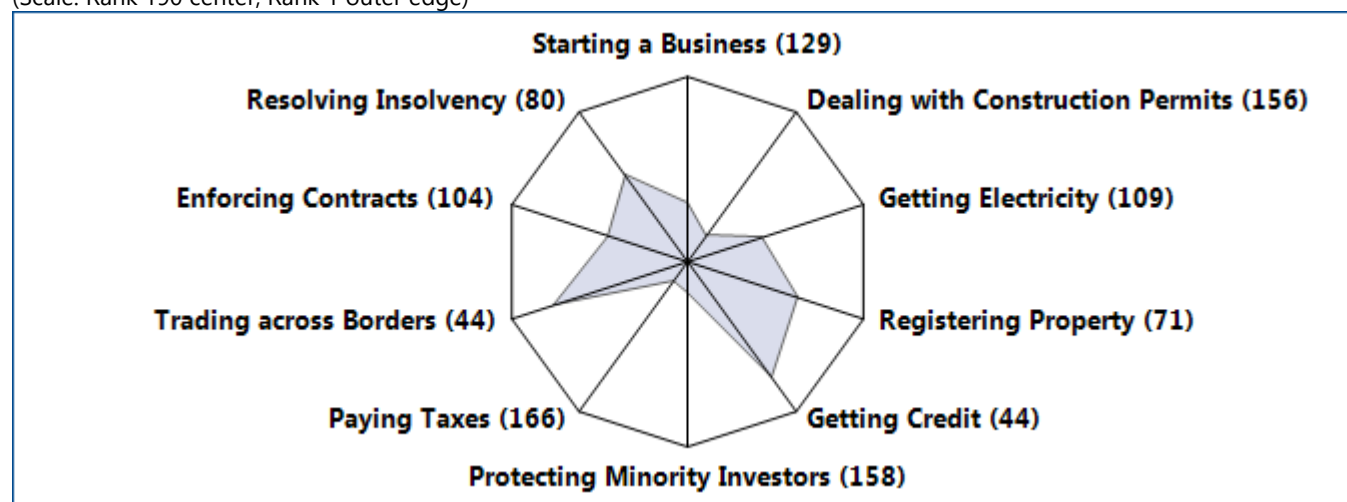
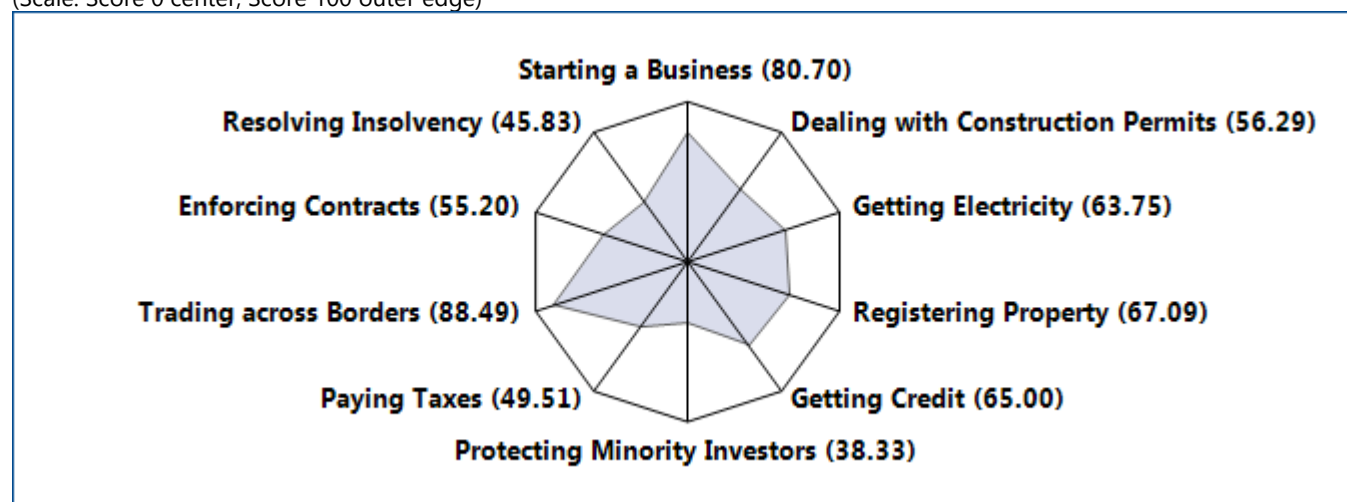


Figure 1.4 Distance to frontier scores on *Doing Business* topics - El Salvador

(Scale: Score 0 center, Score 100 outer edge)



Source: *Doing Business* database.

Note: The rankings are benchmarked to June 2016 and based on the average of each economy's distance to frontier (DTF) scores for the 10 topics included in this year's aggregate ranking. The distance to frontier score benchmarks economies with respect to regulatory practice, showing the absolute distance to the best performance in each *Doing Business* indicator. An economy's distance to frontier score is indicated on a scale from 0 to 100, where 0 represents the worst performance and 100 the frontier. For the economies for which the data cover 2 cities, scores are a population-weighted average for the 2 cities.

THE BUSINESS ENVIRONMENT

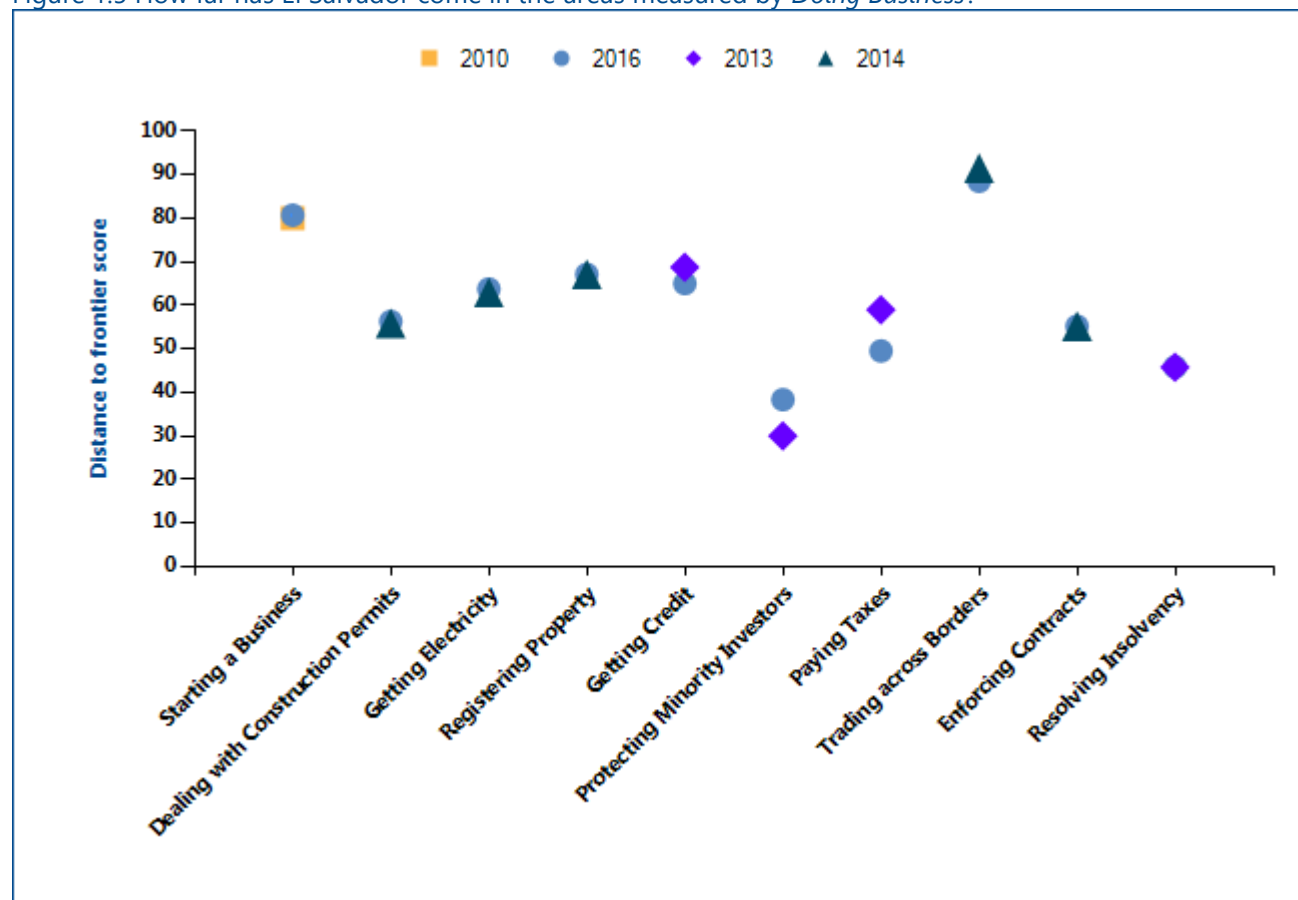
Just as the overall ranking on the ease of doing business tells only part of the story, so do changes in that ranking. Yearly movements in rankings can provide some indication of changes in an economy's regulatory environment for firms, but they are always relative.

Moreover, year-to-year changes in the overall rankings do not reflect how the business regulatory environment in an economy has changed over time—or how it has changed in different areas. To aid in assessing such changes,

Doing Business introduced the distance to frontier score. This measure shows how far on average an economy is from the best performance achieved by any economy on each *Doing Business* indicator.

Comparing the measure for an economy at 2 points in time allows users to assess how much the economy's regulatory environment as measured by *Doing Business* has changed over time—how far it has moved toward (or away from) the most efficient practices and strongest regulations in areas covered by *Doing Business* (figure 1.5).

Figure 1.5 How far has El Salvador come in the areas measured by *Doing Business*?



Note: The distance to frontier score shows how far on average an economy is from the best performance achieved by any economy on each *Doing Business* indicator. Starting a business is comparable to 2010. Getting credit, protecting minority investors, paying taxes and resolving insolvency had methodology changes in 2014 and thus are only comparable to 2013. Dealing with construction permits, registering property, trading across borders, enforcing contracts and getting electricity had methodology changes in 2015 and thus are only comparable to 2014. The measure is normalized to range between 0 and 100, with 100 representing the best performance (the frontier). See the data notes starting on page 114 of the *Doing Business 2017* report for more details on the distance to frontier score. Source: *Doing Business* database.

THE BUSINESS ENVIRONMENT

The absolute values of the indicators tell another part of the story (table 1.1). The indicators, on their own or in comparison with the indicators of a good practice economy or those of comparator economies in the region, may reveal bottlenecks reflected in large numbers of procedures, long delays or high costs. Or they may reveal unexpected strengths in an area of business

regulation—such as a regulatory process that can be completed with a small number of procedures in a few days and at a low cost. Comparison of the economy's indicators today with those in the previous year may show where substantial bottlenecks persist—and where they are diminishing.

Table 1.1 Summary of *Doing Business* indicators for El Salvador

Indicator	El Salvador DB2017	El Salvador DB2016	Colombia DB2017	Costa Rica DB2017	Guatemala DB2017	Honduras DB2017	Mexico DB2017	Panama DB2017	Best performer globally DB2017
Starting a Business (Rank)	129	122	61	125	119	148	93	43	1 (New Zealand)
Starting a Business (DTF Score)	80.70	80.19	89.57	81.57	82.31	77.02	85.74	92.01	99.96 (New Zealand)
Procedure – Men (number)	8.0	8.0	6.0	9.0	7.0	11.0	7.8	5.0	1.0 (New Zealand)
Time – Men (days)	15.5	16.5	9.0	22.5	19.5	13.0	8.4	6.0	0.5 (New Zealand)
Cost – Men (% of income per capita)	40.7	42.7	7.5	9.1	24.1	41.1	17.8	5.8	0.0 (Slovenia)
Procedure – Women (number)	8.0	8.0	6.0	9.0	7.0	11.0	7.8	5.0	1.0 (New Zealand)
Time – Women (days)	15.5	16.5	9.0	22.5	19.5	13.0	8.4	6.0	0.5 (New Zealand)
Cost – Women (% of income per capita)	40.7	42.7	7.5	9.1	24.1	41.1	17.8	5.8	0.0 (Slovenia)
Paid-in min. capital (% of income per capita)	2.5	2.6	0.0	0.0	17.2	0.0	0.0	0.0	0.0 (127 Economies*)
Dealing with Construction Permits	156	154	34	53	89	84	83	73	1 (New Zealand)

Indicator	El Salvador DB2017	El Salvador DB2016	Colombia DB2017	Costa Rica DB2017	Guatemala DB2017	Honduras DB2017	Mexico DB2017	Panama DB2017	Best performer globally DB2017
(Rank)									
Dealing with Construction Permits (DTF Score)	56.29	56.03	76.54	74.63	69.30	69.57	69.79	71.31	87.40 (New Zealand)
Procedures (number)	24.0	24.0	10.0	15.0	11.0	15.0	13.0	16.0	7.0 (4 Economies*)
Time (days)	111.0	111.0	73.0	118.0	158.0	89.0	86.4	98.0	28.0 (Korea, Rep.)
Cost (% of warehouse value)	4.2	4.4	6.7	1.7	6.8	6.0	9.8	2.0	0.1 (Trinidad and Tobago)
Building quality control index (0-15)	7.0	7.0	11.0	11.0	11.0	10.0	11.7	9.0	15.0 (Luxembourg*)
Getting Electricity (Rank)	109	106	74	27	19	144	98	23	1 (Korea, Rep.)
Getting Electricity (DTF Score)	63.75	63.68	73.73	85.04	88.95	53.66	68.32	86.67	99.88 (Korea, Rep.)
Procedures (number)	8.0	8.0	5.0	5.0	4.0	7.0	6.8	5.0	3.0 (15 Economies*)
Time (days)	59.0	59.0	109.0	45.0	39.0	39.0	100.4	35.0	18.0 (Korea, Rep.*)
Cost (% of income per capita)	513.0	536.1	581.4	182.3	477.6	775.1	336.7	8.9	0.0 (Japan)
Reliability of supply and transparency of tariff index (0-8)	5.0	5.0	6.0	7.0	7.0	0.0	6.2	7.0	8.0 (26 Economies*)
Registering Property (Rank)	71	70	53	52	74	85	101	84	1 (New Zealand)
Registering Property (DTF Score)	67.09	67.13	73.29	73.39	66.47	64.26	61.05	65.17	94.46 (New Zealand)
Procedures (number)	5.0	5.0	6.0	5.0	6.0	6.0	7.7	7.0	1.0 (4 Economies*)

Indicator	El Salvador DB2017	El Salvador DB2016	Colombia DB2017	Costa Rica DB2017	Guatemala DB2017	Honduras DB2017	Mexico DB2017	Panama DB2017	Best performer globally DB2017
Time (days)	31.0	31.0	16.0	19.0	24.0	22.0	42.1	22.5	1.0 (3 Economies*)
Cost (% of property value)	3.8	3.8	2.0	3.4	3.7	5.7	5.2	2.4	0.0 (Saudi Arabia)
Quality of the land administration index (0-30)	12.5	12.5	16.5	17.5	13.0	14.0	16.3	11.0	29.0 (Singapore)
Getting Credit (Rank)	44	14	2	7	16	7	5	20	1 (New Zealand)
Getting Credit (DTF Score)	65.00	80.00	95.00	85.00	80.00	85.00	90.00	75.00	100.00 (New Zealand)
Strength of legal rights index (0-12)	9.0	9.0	12.0	10.0	9.0	9.0	10.0	7.0	12.0 (3 Economies*)
Depth of credit information index (0-8)	4.0	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0 (30 Economies*)
Credit registry coverage (% of adults)	28.7	27.6	0.0	30.5	17.7	22.8	0.0	0.0	100.0 (3 Economies*)
Credit bureau coverage (% of adults)	3.0	34.4	92.1	100.0	7.9	60.5	100.0	58.1	100.0 (23 Economies*)
Protecting Minority Investors (Rank)	158	157	13	165	173	132	53	70	1 (New Zealand*)
Protecting Minority Investors (DTF Score)	38.33	38.33	73.33	35.00	33.33	43.33	60.00	56.67	83.33 (New Zealand*)
Strength of minority investor protection index (0-10)	3.8	3.8	7.3	3.5	3.3	4.3	6.0	5.7	8.3 (New Zealand)
Extent of conflict of interest regulation index (0-10)	3.3	3.3	8.0	3.3	3.3	5.7	6.0	5.3	9.3 (New Zealand)
Extent of shareholder governance index (0-	4.3	4.3	6.7	3.7	3.3	3.0	6.0	6.0	8.3 (Norway)

Indicator	El Salvador DB2017	El Salvador DB2016	Colombia DB2017	Costa Rica DB2017	Guatemala DB2017	Honduras DB2017	Mexico DB2017	Panama DB2017	Best performer globally DB2017
10)									
Paying Taxes (Rank)	166	168	139	62	93	152	114	170	1 (United Arab Emirates)
Paying Taxes (DTF Score)	49.51	47.04	58.91	78.98	71.55	54.97	65.81	48.09	99.44 (United Arab Emirates)
Payments (number per year)	41.0	41.0	12.0	10.0	8.0	48.0	6.0	52.0	3.0 (Hong Kong SAR, China*)
Time (hours per year)	248.0	312.0	239.0	151.0	256.0	224.0	286.0	417.0	55.0 (Luxembourg)
Total tax rate (% of profit)	38.8	38.8	69.8	58.3	35.2	44.4	52.0	37.2	26.1 (32 Economies*)
Postfiling index (0-100)	10.1		47.5	91.1	39.3	48.1		46.6	98.5 (Estonia)
Trading across Borders (Rank)	44	44	121	71	77	109	61	53	1 (10 Economies*)
Trading across Borders (DTF Score)	88.49	88.49	62.83	79.32	75.31	65.85	82.09	85.47	100.00 (10 Economies*)
Time to export: Border compliance (hours)	38	38	112	20	36	88	20	24	0 (18 Economies*)
Cost to export: Border compliance (USD)	128	128	545	375	310	601	400	270	0 (18 Economies*)
Time to export: Documentary compliance (hours)	9	9	60	24	48	48	8	6	1 (25 Economies*)
Cost to export: Documentary compliance (USD)	50	50	90	80	105	80	60	60	0 (19 Economies*)
Time to import: Border compliance (hours)	40	40	112	80	72	96	44	24	0 (25 Economies*)

Indicator	El Salvador DB2017	El Salvador DB2016	Colombia DB2017	Costa Rica DB2017	Guatemala DB2017	Honduras DB2017	Mexico DB2017	Panama DB2017	Best performer globally DB2017
Cost to import: Border compliance (USD)	128	128	545	420	405	483	450	490	0 (28 Economies*)
Time to import: Documentary compliance (hours)	13	13	64	26	32	72	18	6	1 (29 Economies*)
Cost to import: Documentary compliance (USD)	67	67	50	75	140	70	100	50	0 (30 Economies*)
Enforcing Contracts (Rank)	104	102	174	125	173	151	40	145	1 (Korea, Rep.)
Enforcing Contracts (DTF Score)	55.20	55.20	34.29	52.41	34.55	45.54	67.01	48.10	84.15 (Korea, Rep.)
Time (days)	786.0	786.0	1288.0	852.0	1402.0	920.0	340.7	686.0	164.0 (Singapore)
Cost (% of claim)	19.2	19.2	45.8	24.3	26.5	35.2	33.0	38.0	9.0 (Iceland)
Quality of judicial processes index (0-18)	7.5	7.5	9.0	8.0	6.0	7.5	10.1	6.0	15.5 (Australia)
Resolving Insolvency (Rank)	80	78	33	107	149	139	30	133	1 (Finland)
Resolving Insolvency (DTF Score)	45.83	45.90	71.74	39.62	27.52	31.66	73.11	33.36	93.89 (Finland)
Recovery rate (cents on the dollar)	32.9	33.0	69.4	27.2	27.9	18.2	69.1	27.2	92.9 (Norway)
Time (years)	3.5	3.5	1.7	3.0	3.0	3.8	1.8	2.5	0.4 (22 Economies*)
Cost (% of estate)	12.0	12.0	8.5	14.5	14.5	14.5	18.0	25.0	1.0 (22 Economies*)
Strength of insolvency framework index (0-16)	9.0	9.0	11.0	8.0	4.0	7.0	11.5	6.0	15.0 (6 Economies*)

Source: Doing Business database.

Note: DB2016 rankings shown are not last year's published rankings but comparable rankings for DB2016 that capture the effects of such factors as data revisions and changes to the methodology. The global best performer on time for paying taxes is defined as the lowest

time recorded among all economies in the DB2017 sample that levy the 3 major taxes: profit tax, labor taxes and mandatory contributions, and VAT or sales tax. If an economy has no laws or regulations covering a specific area—for example, insolvency—it receives a “no practice” mark. Similarly, an economy receives a “no practice” mark if regulation exists but is never used in practice or if a competing regulation prohibits such practice. Either way, a “no practice” mark puts the economy at the bottom of the ranking on the relevant indicator. * Two or more economies share the top ranking on this indicator. A number shown in place of an economy’s name indicates the number of economies that share the top ranking on the indicator. For a list of these economies, see the *Doing Business* website (<http://www.doingbusiness.org>).

STARTING A BUSINESS

Formal registration of companies has many immediate benefits for the companies and for business owners and employees. Legal entities can outlive their founders. Resources are pooled as several shareholders join forces to start a company. Formally registered companies have access to services and institutions from courts to banks as well as to new markets. And their employees can benefit from protections provided by the law. An additional benefit comes with limited liability companies. These limit the financial liability of company owners to their investments, so personal assets of the owners are not put at risk. Where governments make registration easy, more entrepreneurs start businesses in the formal sector, creating more good jobs and generating more revenue for the government.

What do the indicators cover?

Doing Business records all procedures officially required, or commonly done in practice, for an entrepreneur to start up and formally operate an industrial or commercial business, as well as the time and cost to complete these procedures and the paid-in minimum capital requirement. These procedures include obtaining all necessary licenses and permits and completing any required notifications, verifications or inscriptions for the company and employees with relevant authorities. The ranking of economies on the ease of starting a business is determined by sorting their distance to frontier scores for starting a business. These scores are the simple average of the distance to frontier scores for each of the component indicators.

To make the data comparable across economies, several assumptions about the business and the procedures are used. It is assumed that any required information is readily available and that the entrepreneur will pay no bribes. Assumptions about the business:

- Is a limited liability company (or its legal equivalent). If there is more than one type of limited liability company in the economy, the limited liability form most common among domestic firms is chosen. Information on the most common form is obtained from incorporation lawyers or the statistical office.
- Operates in the economy's largest business city. For 11 economies the data are also collected for the second largest business city.

WHAT THE STARTING A BUSINESS

INDICATORS MEASURE

Procedures to legally start and operate a company (number)

Preregistration (for example, name verification or reservation, notarization)

Registration in the economy's largest business city¹

Postregistration (for example, social security registration, company seal)

Obtaining approval from spouse to start a business, to leave the home to register the company or open a bank account.

Obtaining any gender specific document for company registration and operation, national identification card or opening a bank account.

Time required to complete each procedure (calendar days)

Does not include time spent gathering information

Each procedure starts on a separate day (2 procedures cannot start on the same day). Procedures that can be fully completed online are recorded as ½ day.

Procedure completed once final document is received

No prior contact with officials

Cost required to complete each procedure (% of income per capita)

Official costs only, no bribes

No professional fees unless services required by law or commonly used in practice

Paid-in minimum capital (% of income per capita)

Deposited in a bank or with a notary before registration (or within 3 months)

- The size of the entire office space is approximately 929 square meters (10,000 square feet).

- Is 100% domestically owned and has five owners, none of whom is a legal entity.
- Has start-up capital of 10 times income per capita
- Performs general industrial or commercial activities, such as the production or sale to the public of products or services. The business does not perform foreign trade activities and does not handle products subject to a special tax regime, for example, liquor or tobacco. It is not using heavily polluting production processes.
- Leases the commercial plant or offices and is not a proprietor of real estate.
- The amount of the annual lease for the office space is equivalent to 1 times income per capita.

- Does not qualify for investment incentives or any special benefits.
- Has at least 10 and up to 50 employees one month after the commencement of operations, all of them domestic nationals.
- Has a turnover of at least 100 times income per capita.
- Has a company deed 10 pages long

The owners:

- Have reached the legal age of majority and are capable of making decisions as an adult. If there is no legal age of majority, they are assumed to be 30 years old.
- Are sane, competent, in good health and have no criminal record.
- Are married, the marriage is monogamous and registered with the authorities.
- Where the answer differs according to the legal system applicable to the woman or man in question (as may be the case in economies where there is legal plurality), the answer used will be the one that applies to the majority of the population.

STARTING A BUSINESS

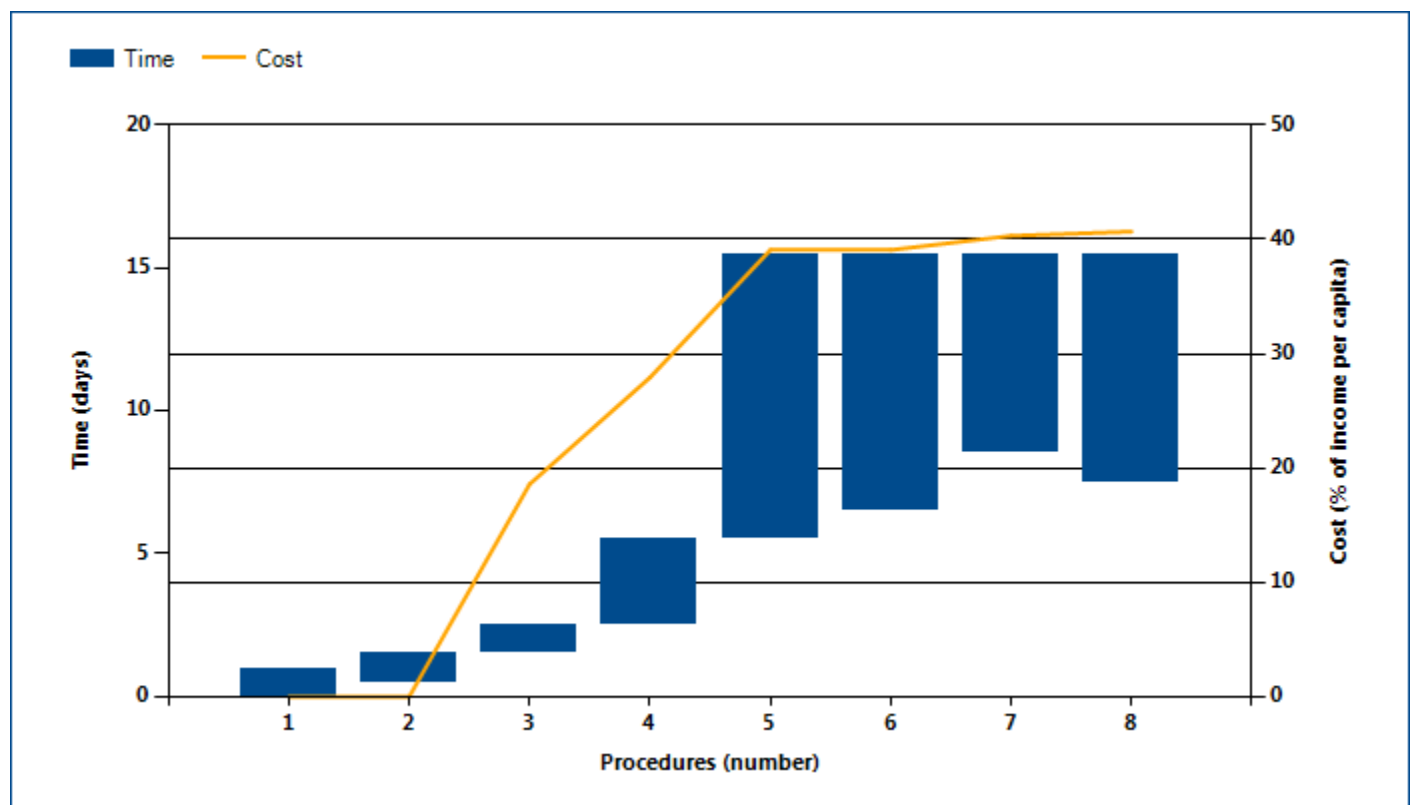
Where does the economy stand today?

What does it take to start a business in El Salvador? According to data collected by *Doing Business*, starting a business there requires 8.0 procedures, takes 15.5 days, costs 40.7% of income per capita for men, and requires 8.0 procedures, takes 15.5 days, costs 40.7% of income per capita for women. A requirement of paid-in minimum capital of 2.5% of income per capita (figure

2.1) is legally mandatory for both men and women. Most indicator sets refer to a case scenario in the largest business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities. See the chapter on distance to frontier and ease of doing business ranking at the end of this profile for more details.

Figure 2.1 What it takes to start a business in El Salvador

Paid-in minimum capital (% of income per capita): 2.5



Source: *Doing Business* database.

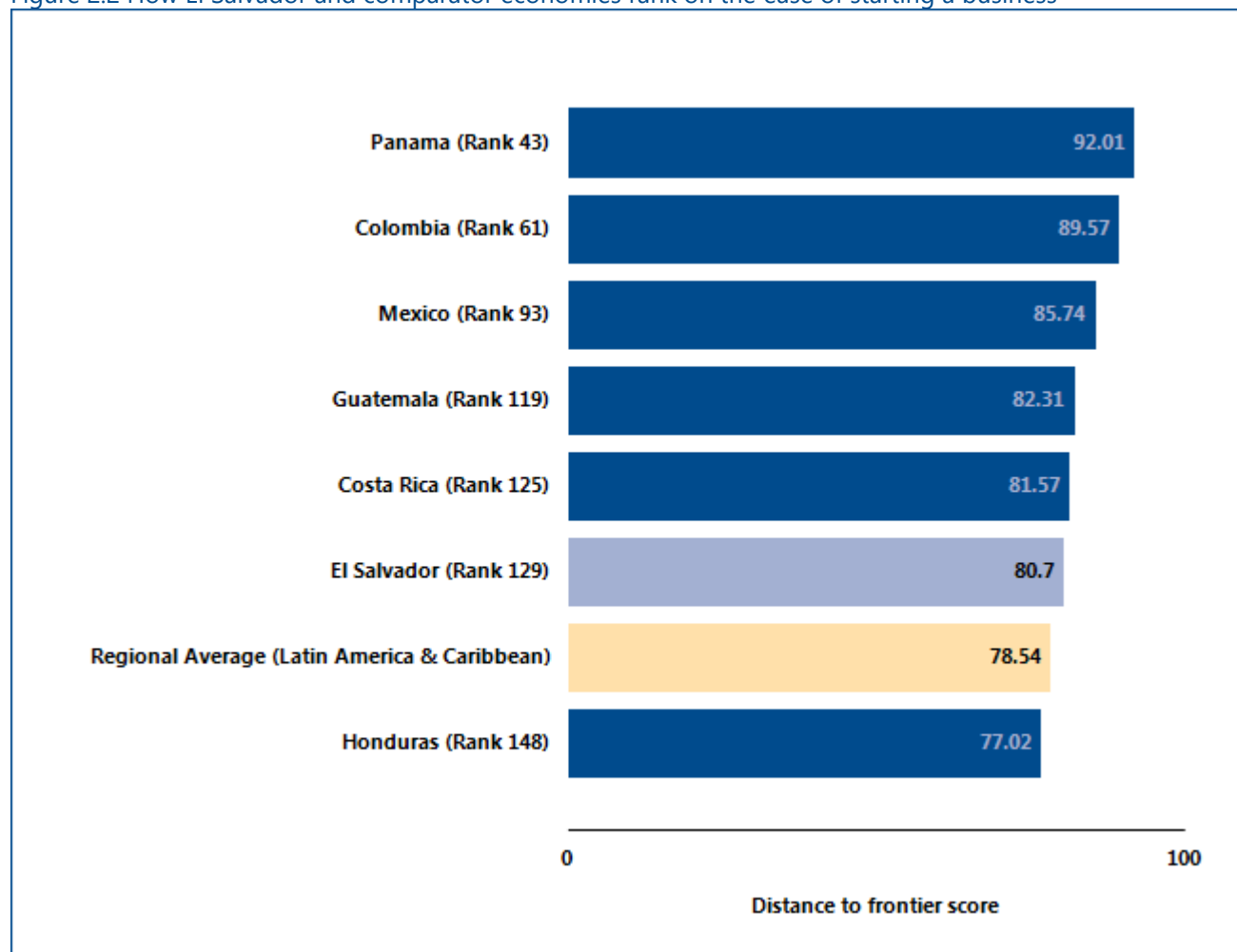
Note: Time shown in the figure above may not reflect simultaneity of procedures. Online procedures account for 0.5 days in the total time calculation. For more information on the methodology of the starting a business indicators, see the *Doing Business* website (<http://www.doingbusiness.org>). For details on the procedures reflected here, see the summary at the end of this chapter. Procedures in light blue for married women only.

STARTING A BUSINESS

Globally, El Salvador stands at 129 in the ranking of 190 economies on the ease of starting a business (figure 2.2). The rankings for comparator economies and the regional

average ranking provide other useful information for assessing how easy it is for an entrepreneur in El Salvador to start a business.

Figure 2.2 How El Salvador and comparator economies rank on the ease of starting a business



Source: *Doing Business* database.

STARTING A BUSINESS

What are the details?

Underlying the indicators shown in this chapter for El Salvador is a set of specific procedures—the bureaucratic and legal steps that an entrepreneur must complete to incorporate and register a new firm. These are identified by *Doing Business* through collaboration with relevant local professionals and the study of laws, regulations and publicly available information on business entry in that economy. Following is a detailed summary of those procedures, along with the associated time and cost. These procedures are those that apply to a company matching the standard assumptions (the “standardized company”) used by *Doing Business* in collecting the data (see the section in this chapter on what the indicators measure).

STANDARDIZED COMPANY

Legal form: Sociedades Anónimas de Capital Variable

Paid-in minimum capital requirement: USD 100

City: San Salvador

Start-up Capital: 10 times GNI per capita

Table 2.2 Summary of time, cost and procedures for starting a business in El Salvador

No.	Procedure	Time to complete	Cost to complete
1	<p>Deposit the legally required initial capital in a Salvadoran bank and obtain deposit evidence or a certified check</p> <p>At least 5% of the initial start-up capital has to be shown and evidenced to a Salvadoran public notary. This capital has to be shown through a certified check payable to the name of the company, for the amount for which the company will initiate its operations. The check will be deposited in the company's new account once the deed is duly registered at the Registry of Commerce (that is, the company has been established).</p> <p><i>Agency: Bank</i></p>	1 day	no charge
2	<p>Check the uniqueness of the company name</p> <p>Entrepreneurs can check the uniqueness of the company name at the Registry of Commerce online (http://www.e.cnr.gob.sv/portal/).</p> <p><i>Agency: Registry of Commerce</i></p>	Less than one day (online procedure)	no charge
3	<p>Notarize the articles of association</p> <p>To establish a corporation, Article 22 and Article 101 of the Code of Commerce require fulfillment of the following requirements:</p> <ul style="list-style-type: none"> - Name and personal data of company shareholders (minimum of two shareholders) - Commercial name - Term, domicile, and company social purpose - Capital stock 	1 day	Between USD 500 and USD 1,000

No.	Procedure	Time to complete	Cost to complete
	<p>- External and fiscal auditors.</p> <p>The cost to notarize the articles of incorporation ranges between USD 500 to USD 1,000.</p> <p><i>Agency: Notary</i></p>		
4	<p>Register the company and obtain the publication and legalization of books</p> <p>The entrepreneur can also register at the Commercial registry with the Ministry of Labor, the VAT Authority, and the Salvadorian Institute of Social Security ("trámite integral").</p> <p>The Registry of Commerce Act establishes fees for the registration of companies. Article 63 establishes different fees for the company's business license according to the company's initial capital, from USD 2,000 to USD 57,150 the fee is USD 91.43; from USD 57,151 to USD 114,286 the fee is USD 137.14; from USD 114,287 to USD 228,572 the fee is USD 228.57; and, if the company's initial capital exceeds USD 228,572, the company has to pay USD 11.43 for every USD 100,000 or fraction of it, but cannot exceed USD 11,428.57.</p> <p>The registration fees are the following: USD 0.57 for every USD 114.28 + USD 2.3 (for copies) + USD 17.14 (Balance Deposit) + USD 137.14 (business license) + USD 0.1 per page (legalization of books, assuming 3 books, 100 pages per book) + USD 34.29 (local registration).</p> <p>In addition, every founder partner must filled form F-210 (USD 1.25) to obtain a Salvadoran Tax Card (Numero de Identificacion Tributaria/Tarjeta de NIT). This form can be filled at the time of registration or after registration before the Ministry of Treasury (Decreto Legislativo 227 del 12 de Diciembre de 2009 Ley del NIT).</p> <p>The pre-registration can be done online (http://miempresa.gob.sv). However, most entrepreneurs still complete this procedure in-person and it is required to visit the registry to obtain the final documents.</p> <p><i>Agency: National Registration Centre</i></p>	3 days	see procedure details
5	<p>Legalize company books by an auditor</p> <p>The external auditor of the company authorizes the accounting procedures and the internal books, which include the general shareholders meeting book, the board of directors' book, the registry of shareholders book, and the increase or decrease of capital stock book. Article 40 of the Code of Commerce, states that the books can be legalized either by the external auditor or by the Register of Commerce.</p> <p><i>Agency: Auditor</i></p>	10 days	USD 450

No.	Procedure	Time to complete	Cost to complete
* 6	<p>Register employees with either of the two Pension Fund Administrators</p> <p>All new businesses must register employees with any of the Pension Fund Administrators (Administradora de Fondos de Pensiones). This obligation is procured before any of the two Pension Fund Administrators in El Salvador (AFP CRECER or AFP CONFIA).</p> <p>The following documents must be presented:</p> <ul style="list-style-type: none"> a) a copy of the Salvadoran Identification Card of Passport of the Legal Representative b) a copy of the VAT card of the company c) a copy of the Incorporation Document d) a filing of the application <p><i>Agency: Either Pension Fund Administrator (Administradora de Fondos de Pensiones)</i></p>	3 days (simultaneous with previous procedure)	no charge
* 7	<p>Register the company for taxes</p> <p>Upon registering at the Registry of Commerce, each founder must pay a tax (Vialidad A) of about USD 10 each.</p> <p>The following requirements apply:</p> <ul style="list-style-type: none"> i) Filing of an application ii) Filing of a notary certified copy of the registered initial balance sheet of the company iii) Filing of a notary certified copy of the registered incorporation document of the company iv) Filing of a notary certified copy of the Identification Document of the Legal Representative of the company v) Payment of fees vi) A notary certified copy of the VAT card of the company could be requested <p><i>Agency: Mayor's Office</i></p>	1 day (simultaneous with previous procedure)	USD 50
* 8	<p>Make a company seal</p> <p>Because no authorization is required, it is customary for companies to make a seal. A company seal can be made in 1 or 2 days at a cost of about USD 15–USD 30, depending on the size and design selected by the client.</p>	2 days (simultaneous with previous procedure)	USD 15

No.	Procedure	Time to complete	Cost to complete
	Agency: <i>Sealmakers</i>		

* Takes place simultaneously with another procedure.

Source: *Doing Business* database.

Note: Online procedures account for 0.5 days in the total time calculation.

Procedures in light blue for married women only.

DEALING WITH CONSTRUCTION PERMITS

Regulation of construction is critical to protect the public. But it needs to be efficient, to avoid excessive constraints on a sector that plays an important part in every economy. Where complying with building regulations is excessively costly in time and money, many builders opt out. They may pay bribes to pass inspections or simply build illegally, leading to hazardous construction that puts public safety at risk. Where compliance is simple, straightforward and inexpensive, everyone is better off.

What do the indicators cover?

Doing Business records all procedures required for a business in the construction industry to build a warehouse along with the time and cost to complete each procedure. In addition, the building quality control index evaluates the quality of building regulations, the strength of quality control and safety mechanisms, liability and insurance regimes, and professional certification requirements.

The ranking of economies on the ease of dealing with construction permits is determined by sorting their distance to frontier scores for dealing with construction permits. These scores are the simple average of the distance to frontier scores for each of the component indicators.

To make the data comparable across economies, several assumptions about the construction company, the warehouse project and the utility connections are used.

Assumptions about the construction company

The construction company (BuildCo):

- Is a limited liability company (or its legal equivalent).
- Operates in the economy's largest business city. For 11 economies the data are also collected for the second largest business city.
- Is 100% domestically and privately owned.
- Has five owners, none of whom is a legal entity.
- Is fully licensed and insured to carry out construction projects, such as building warehouses.
- Has 60 builders and other employees, all of them nationals with the technical expertise and

WHAT THE DEALING WITH CONSTRUCTION PERMITS INDICATORS MEASURE

Procedures to legally build a warehouse (number)

Submitting all relevant documents and obtaining all necessary clearances, licenses, permits and certificates

Submitting all required notifications and receiving all necessary inspections

Obtaining utility connections for water and sewerage

Registering and selling the warehouse after its completion

Time required to complete each procedure (calendar days)

Does not include time spent gathering information

Each procedure starts on a separate day—though procedures that can be fully completed online are an exception to this rule

Procedure considered completed once final document is received

No prior contact with officials

Cost required to complete each procedure (% of warehouse value)

Official costs only, no bribes

Building quality control index (0-15)

Sum of the scores of six component indices:

Quality of building regulations (0-2)

Quality control before construction (0-1)

Quality control during construction (0-3)

Quality control after construction (0-3)

Liability and insurance regimes (0-2)

Professional certifications (0-4)

professional experience necessary to obtain construction permits and approvals.

- Has a licensed architect and a licensed engineer, both registered with the local association of architects or engineers. BuildCo is not assumed to have any other employees who are technical or licensed experts, such as geological or topographical experts.
- Has paid all taxes and taken out all necessary insurance applicable to its general business activity (for example, accidental insurance for construction workers and third-person liability).
- Owns the land on which the warehouse will be built and will sell the warehouse upon its completion.

Assumptions about the warehouse

The warehouse:

- Will be used for general storage activities, such as storage of books or stationery. The warehouse will not be used for any goods requiring special conditions, such as food, chemicals or pharmaceuticals.
- Will have two stories, both above ground, with a total constructed area of approximately 1,300.6 square meters (14,000 square feet). Each floor will be 3 meters (9 feet, 10 inches) high.
- Will have road access and be located in the periurban area of the economy's largest business city (that is, on the fringes of the city but still within its official limits). For 11 economies the data are also collected for the second largest business city.
- Will not be located in a special economic or industrial zone.
- Will be located on a land plot of approximately 929 square meters (10,000 square feet) that is 100% owned by BuildCo and is accurately registered in the cadastre and land registry.

- Is valued at 50 times income per capita.
- Will be a new construction (there was no previous construction on the land), with no trees, natural water sources, natural reserves or historical monuments of any kind on the plot.
- Will have complete architectural and technical plans prepared by a licensed architect. If preparation of the plans requires such steps as obtaining further documentation or getting prior approvals from external agencies, these are counted as procedures.
- Will include all technical equipment required to be fully operational.
- Will take 30 weeks to construct (excluding all delays due to administrative and regulatory requirements).

Assumptions about the utility connections

The water and sewerage connections:

- Will be 150 meters (492 feet) from the existing water source and sewer tap. If there is no water delivery infrastructure in the economy, a borehole will be dug. If there is no sewerage infrastructure, a septic tank in the smallest size available will be installed or built.
- Will not require water for fire protection reasons; a fire extinguishing system (dry system) will be used instead. If a wet fire protection system is required by law, it is assumed that the water demand specified below also covers the water needed for fire protection.
- Will have an average water use of 662 liters (175 gallons) a day and an average wastewater flow of 568 liters (150 gallons) a day. Will have a peak water use of 1,325 liters (350 gallons) a day and a peak wastewater flow of 1,136 liters (300 gallons) a day.
- Will have a constant level of water demand and wastewater flow throughout the year.
- Will be 1 inch in diameter for the water connection and 4 inches in diameter for the sewerage connection.

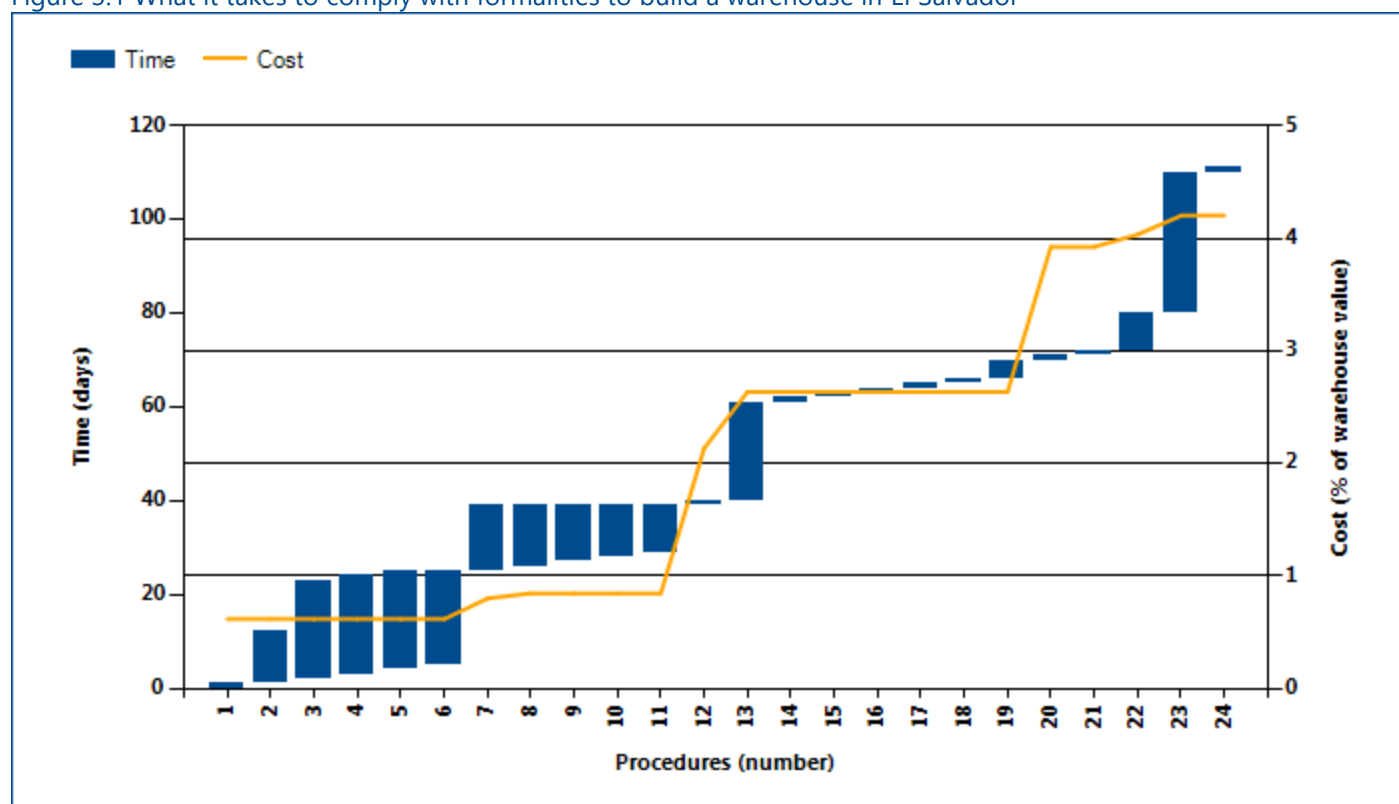
DEALING WITH CONSTRUCTION PERMITS

Where does the economy stand today?

What does it take to comply with the formalities to build a warehouse in El Salvador? According to data collected by *Doing Business*, dealing with construction permits there requires 24.0 procedures, takes 111.0 days and costs 4.2% of the warehouse value (figure 3.1). Most indicator sets refer to a case scenario in the largest

business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities. See the chapter on distance to frontier and ease of doing business ranking at the end of this profile for more details.

Figure 3.1 What it takes to comply with formalities to build a warehouse in El Salvador



Source: *Doing Business* database.

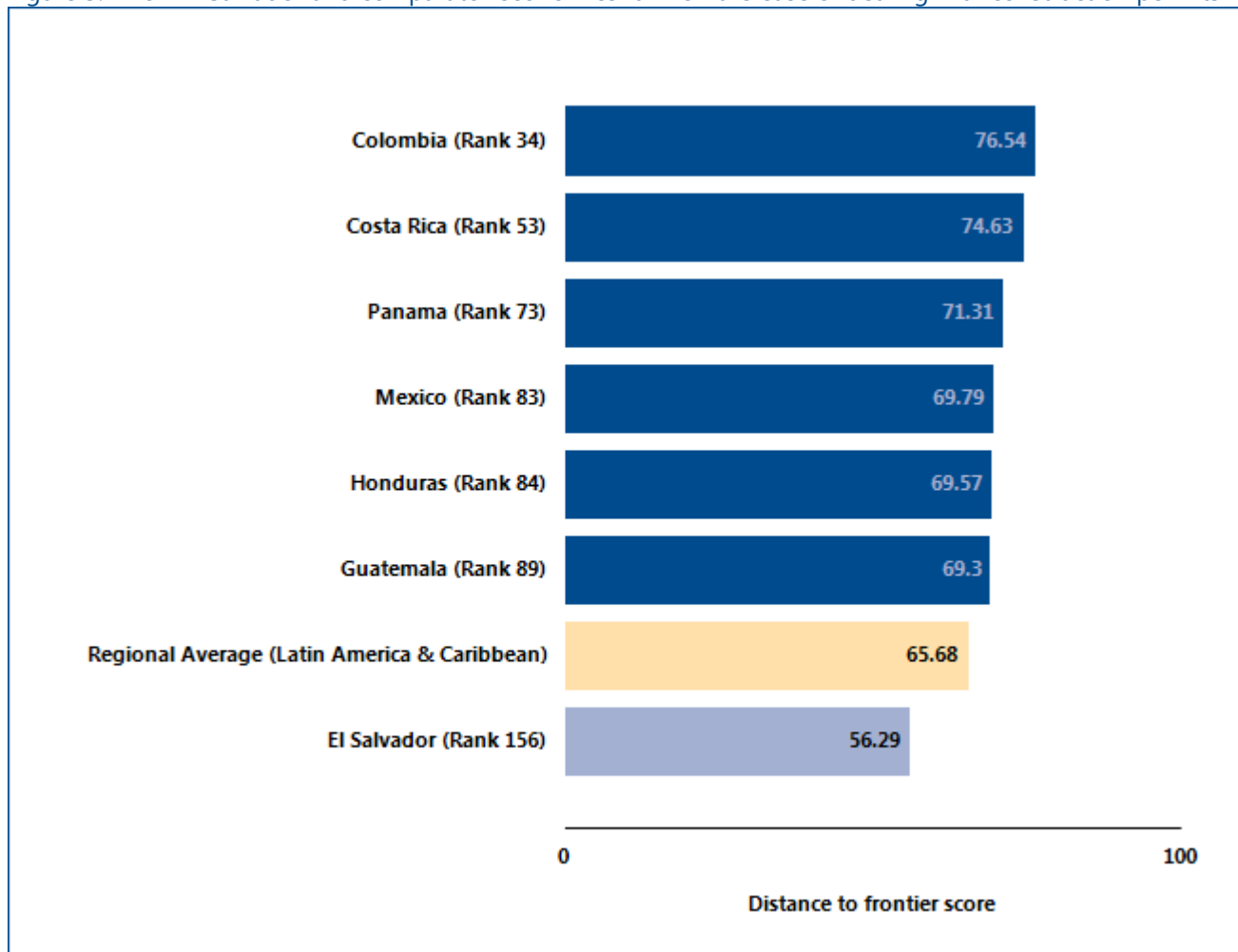
Note: Time shown in the figure above may not reflect simultaneity of procedures. Online procedures account for 0.5 days in the total time calculation. For more information on the methodology of the dealing with construction permits indicators, see the *Doing Business* website (<http://www.doingbusiness.org>). For details on the procedures reflected here, see the summary at the end of this chapter.

DEALING WITH CONSTRUCTION PERMITS

Globally, El Salvador stands at 156 in the ranking of 190 economies on the ease of dealing with construction permits (figure 3.2). The rankings for comparator economies and the regional average ranking provide

other useful information for assessing how easy it is for an entrepreneur in El Salvador to legally build a warehouse.

Figure 3.2 How El Salvador and comparator economies rank on the ease of dealing with construction permits



Source: Doing Business database.

DEALING WITH CONSTRUCTION PERMITS

What are the details?

The indicators reported here for El Salvador are based on a set of specific procedures—the steps that a company must complete to legally build a warehouse—identified by *Doing Business* through information collected from experts in construction licensing, including architects, civil engineers, construction lawyers, construction firms, utility service providers and public officials who deal with building regulations. These procedures are those that apply to a company and structure matching the standard assumptions used by *Doing Business* in collecting the data (see the section in this chapter on what the indicators cover).

BUILDING A WAREHOUSE

Estimated value of warehouse : **USD 201,757**

City : **San Salvador**

The procedures, along with the associated time and cost, are summarized below.

Table 3.2 Summary of time, cost and procedures for dealing with construction permits in El Salvador

No.	Procedure	Time to complete	Cost to complete
1	<p>Pay for construction line, site qualification, and zoning revision at Commercial Bank</p> <p>Since 2010, the fee is 0.20 per sq. m for the Linea de Construccion y Calificacion de Lugar, 0.30 per sq. m for Revision Vial y Zonificacion and 0.34 per sq. m for the second level or basement. If the fast-track option is chosen the procedure cost is doubled.</p> <p><i>Agency: Commercial Bank</i></p>	1 day	USD 1,243
2	<p>Obtain construction line and site qualification</p> <p>To request a construction line, BuildCo must present the deed of ownership and a topographical plan with geodesic coordinates. This is required to ensure that public works (street or highway) will not affect the land. The construction line is the document that defines the alignment of new construction with the Metropolitan Area of San Salvador (AMSS) road network. It describes the right of way, retract area, and transversal section of the road projects to be developed, or widening to be undertaken in the San Salvador metropolitan area. The document is valid for 5 years. For San Salvador, this document should be requested at the Office of Planning of Metropolitan Area of San Salvador (OPAMSS).</p> <p>The site or land qualification defines whether the proposed construction is allowed on that land for the use projected. The compatibility of land use is based on reference to the soil matrix, as defined in the General Plan of Zoning in force for AMSS, which indicates the requirements for project development. This document is valid for 12 months and should be requested from OPAMSS, the Municipal Authority, or the Vice-Ministry of</p>	11 days	no charge

No.	Procedure	Time to complete	Cost to complete
	<p>Housing.</p> <p>Time and cost have been calculated on the assumption that a special service was used so that documents can be obtained in half the time if a premium (double the cost) is paid. The silence-is-consent rule applies to this procedure. Approvals are granted automatically if the applicant does not hear from OPAMSS in 30 days.</p> <p><i>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador)</i></p>		
* 3	<p>Obtain approval of environmental form (formulario ambiental)</p> <p>According to Acuerdo Ejecutivo No. 23 (Environmental Law on the Classification of Activities, Works and Projects) published in the Diario Oficial No 162, Tomo No 380 from September 1st 2008, the warehouse in the Doing Business case study would fall under Category 'A' which is exempt from an Environmental Impact Study. In this case, all that is required is for the architect or engineer to fill out an Environmental Form and submit it to MARN (Ministry of Environment). The Form outlines the project and its potential environmental impact. MARN will then decide if the work can be considered exempt from the full impact study. In the Doing Business case study, the project would most likely be exempt from the full impact study.</p> <p><i>Agency: Ministry of Environment</i></p>	21 days	no charge
* 4	<p>Obtain zoning or road construction revision</p> <p>Independently from the environmental revision, BuildCo. can start having the the zoning or road construction revision should be requested from (Office of Planning of Metropolitan Area of San Salvador, OPAMSS), the Municipal Authority, or the Vice-Ministry of Housing. The document verifies the compliance of the planned construction with the requirements established for the use of soil, as established under the General Plan of Zoning for the Metropolitan Area of San Salvador and its standing bylaws. Compliance with this procedure includes verification of the internal road network, dwelling spaces, circulation of pedestrians, recreational areas, and the provision of equipment.</p> <p><i>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador)</i></p>	21 days	no charge

No.	Procedure	Time to complete	Cost to complete
* 5	<p>Request and obtain analysis of the feasibility of connecting to potable water and sewage services.</p> <p>BuildCo requests for the feasibility of potable water and sewage services study with the national water and sewage utility (ANDA). The utility defines the place for the sewage discharge and where are the locations of the water mains. In order to obtain the feasibility study, BuildCo should receive an on-site inspection by the national water and sewage utility (ANDA).</p> <p><i>Agency: ANDA</i></p>	21 days	no charge
* 6	<p>Request and obtain an analysis of the feasibility of connecting to electricity</p> <p>BuildCo applies for the point of delivery of electric power and indicates the amount requested. This request should be placed with the local private power company (in this case, AES El Salvador). In order to obtain the feasibility study, BuildCo should receive an on-site inspection by a local private power company (AES El Salvador).</p> <p><i>Agency: AES El Salvador</i></p>	7 days	no charge
7	<p>Request and obtain an analysis of the feasibility of having rainwater drainage</p> <p>Once BuildCo has obtained the location of the discharge location for the sewage from the water company (ANDA), BuildCo may proceed with the request of the feasibility of rainwater drainage study, which is performed by the OPAMSS. The location for the discharge of the rainwater will be determined by the Municipality, after the site-inspection has been done by the Office of Planning of Metropolitan Area of San Salvador.</p> <p>As of 2010, the feasibility analysis fee is LCU 0.20 per sq. m of land. A fast-track option is available and if chosen, the cost is doubled.</p> <p><i>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador)</i></p>	14 days	USD 372
* 8	<p>Pay for water and sewage feasibility studies</p> <p>After the request for the feasibility study for water and sewage, payment of the fees is made through a commercial bank.</p> <p><i>Agency: Commercial bank</i></p>	1 day	USD 92

No.	Procedure	Time to complete	Cost to complete
* 9	<p>Receive inspection for rain water drainage by the Office of Planning of Metropolitan Area of San Salvador</p> <p>Upon payment for the feasibility studies, BuildCo. receives an inspection regarding the construction guidelines compliance, from the Office of Planning of Metropolitan Area of San Salvador, at no charge.</p> <p><i>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador)</i></p>	1 day	no charge
* 10	<p>Receive inspection by the national water and sewage utility (ANDA)</p> <p>BuildCo. can also receive at the same time, the inspection from the utility company (ANDA), in order to assess the feasibility of the connection.</p> <p><i>Agency: ANDA</i></p>	1 day	no charge
* 11	<p>Receive inspection by a local private power company (AES El Salvador)</p> <p>BuildCo. also can receive at the same time another inspection from the power supply company, in order to assess a feasibility study.</p> <p><i>Agency: AES El Salvador</i></p>	1 day	no charge
12	<p>Pay construction permit application fee at Commercial Bank</p> <p>According to Diario Oficial No. 176, Tomo No. 388 of 22 September 2010, the fee for this procedure is USD 1.00 per sq. m., based on the area of the construction. If the fast-track option is chosen the procedure cost is doubled.</p> <p><i>Agency: Commercial Bank</i></p>	1 day	USD 2,601
13	<p>Pay for construction permit application fee and obtain construction permit</p> <p>The following documents are needed to obtain the construction permit, which constitutes the final approval of the project: soil study, architectonic designs, structural designs, electric system designs, hydraulic systems design, mechanical systems designs, fireproof system, calculations report, and technical specifications. The construction permit is granted by the OPAMSS in San Salvador or by the Municipal Authority or the Vice-Ministry of Housing. The different approvals mentioned are coordinated by the OPAMSS itself and do not require BuildCo's follow up.</p>	21 days	USD 1,009

No.	Procedure	Time to complete	Cost to complete
	<p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador)</p>		
14	<p>Receive first inspection during construction</p> <p>The OPAMSS must be notified of the start of the construction and will then inspect the site at least once per month. The notice must be given at least 15 days before the start of construction. An inspection takes 2 -- 3 hours and does not interrupt construction work.</p> <p>According to "Reglamento a la Ley de Desarrollo y Ordenamiento Territorial del Area Metropolitana de San Salvador y de los Municipios Aledaños con sus Anexo" (article VIII.27), the OPAMSS with the collaboration of the appropriate institutions and municipalities from AMSS, has the right and obligation to inspect all the works of division (of lands into plots) and / or construction by qualified staff duly authorized to enforce this regulation. The builders or owners of the work will not be able to prevent the inspections and must provide access to the documentation indicated in this Regulation. Inspectors from OPAMSS must visit at least once a month, unless the OPAMSS suggests having more frequent inspections. Inspectors must periodically submit reports of their visits and will be jointly responsible with the Director of the construction works, if they do not report the corresponding anomalies. The inspection is performed at no cost.</p> <p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing is involved in this procedure</p>	1 day	no charge
15	<p>Receive inspection during construction - II</p> <p>BuildCo. receives the second inspection during the construction phase.</p> <p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing is involved in this procedure</p>	1 day	no charge
16	<p>Receive inspection during construction - III</p> <p>BuildCo. receives the third inspection during the construction phase.</p> <p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing is involved in this procedure</p>	1 day	no charge

No.	Procedure	Time to complete	Cost to complete
17	<p>Receive inspection during construction - IV</p> <p>BuildCo. receives the forth inspection during the construction phase.</p> <p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing is involved in this procedure</p>	1 day	no charge
18	<p>Receive inspection during construction - V</p> <p>BuildCo. receives the fifth inspection during the construction phase.</p> <p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing is involved in this procedure</p>	1 day	no charge
19	<p>Request and receive inspection from Fire Department</p> <p>Once all the inspection were conducted, BuildCo. can request the Fire Department Inspection. From the time of the request, it takes about 4 -- 5 working days until the fire inspectors visit the site.</p> <p>Agency: Fire Department</p>	4 days	no charge
20	<p>Request "recepcion de obras" and obtain final inspection</p> <p>The project manager at BuildCo needs to fill out a form and request the "recepcion de obra" at OPAMSS. Once the construction is completed and the final inspection is done jointly by OPAMSS and the corresponding Municipality, BuildCo will obtain the "Recepción de obras". This is the official resolution BuildCo is given that proofs that the construction has been done in accordance to plans.</p> <p>According to Diario Oficial No. 17, Tomo No. 388 of September 2010, the fee is USD 1 per sq. m. (or USD 2 per sq. m for the fast-track option) based on the construction area.</p> <p>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing is involved in this procedure</p>	1 day	USD 2,601
21	<p>Obtain "recepción de obras" and request occupancy permit</p> <p>The "recepcion de obras" is granted once the final inspection by OPAMSS and the Municipal Authority is approved. This "recepcion de obras" will be necessary for BuildCo to obtain the occupancy permit ("permiso de habitar") from the</p>	1 day	no charge

No.	Procedure	Time to complete	Cost to complete
	<p>Municipality Agency. The cost associated to the occupancy permit, assuming that BuildCo constructs the warehouse in Apopa is of USD 221.10. The cost per square meter to obtain this permit in this Municipality is of USD 0.17 per square meter.</p> <p><i>Agency: OPAMSS (Office of Planning of Metropolitan Area of San Salvador), Municipal Authority or Vice-Ministry of Housing.</i></p>		
22	<p>Obtain occupancy permit</p> <p>Upon payment, BuildCo. receives the occupancy permit. The cost associated to the occupancy permit, assuming that BuildCo constructs the warehouse in Apopa is of USD 221.10. The cost per square meter to obtain this permit in this Municipality is of USD 0.17 per square meter.</p> <p><i>Agency: Municipal Authority</i></p>	8 days	USD 221
23	<p>Obtain water and sewage connection</p> <p>All utilities can be requested only after the occupancy permit is granted.</p> <p><i>Agency: ANDA</i></p>	30 days	USD 338
24	<p>Arrange for payments at a commercial bank for utility connections</p> <p>It is assumed that BuildCo arranges for as many concurrent payments as possible to save time.</p> <p><i>Agency: Commercial Bank</i></p>	1 day	no charge

* Takes place simultaneously with another procedure.

Source: Doing Business database.

Note: Online procedures account for 0.5 days in the total time calculation.

DEALING WITH CONSTRUCTION PERMITS

Building Quality Control Index

The building quality control index is the sum of the scores on the quality of building regulations, quality control before construction, quality control during construction, quality control after construction, liability and insurance regimes, and professional certifications indices.

The index ranges from 0 to 15, with higher values indicating better quality control and safety mechanisms in the construction permitting system.

The indicator is based on the same case study assumptions as the measures of efficiency.

Table 3.3 Summary of quality control and safety mechanisms in El Salvador

	Answer	Score
Building quality control index (0-15)		7.0
Which third-party entities are required by law to verify that the building plans are in compliance with existing building regulations? (0-1)	Licensed engineer.	
Quality of building regulations index (0-2)		2.0
How accessible are building laws and regulations in your economy? (0-1)	Available online; Free of charge.	1.0
Which requirements for obtaining a building permit are clearly specified in the building regulations or on any accessible website, brochure or pamphlet? (0-1)	List of required documents; Fees to be paid; Required preapprovals.	1.0
Quality control before construction index (0-1)		1.0
Which third-party entities are required by law to verify that the building plans are in compliance with existing building regulations? (0-1)	Licensed engineer.	1.0
Quality control during construction index (0-3)		0.0
What types of inspections (if any) are required by law to be carried out during construction? (0-2)	Unscheduled inspections.	0.0
Do legally mandated inspections occur in practice during construction? (0-1)	Mandatory inspections are not always done in practice during construction.	0.0
Quality control after construction index (0-3)		3.0
Is there a final inspection required by law to verify that the building was built in accordance with the approved plans and regulations? (0-2)	Yes, final inspection is done by government agency; Yes, in-house engineer submits report for final inspection; Final inspection is not required by law.	2.0
Do legally mandated final inspections occur in practice? (0-1)	Final inspection always occurs in practice.	1.0

	Answer	Score
Liability and insurance regimes index (0-2)		0.0
Which parties (if any) are held liable by law for structural flaws or problems in the building once it is in use (Latent Defect Liability or Decennial Liability)? (0-1)	.	0.0
Which parties (if any) are required by law to obtain an insurance policy to cover possible structural flaws or problems in the building once it is in use (Latent Defect Liability Insurance or Decennial Insurance)? (0-1)	No party is required by law to obtain insurance .	0.0
Professional certifications index (0-4)		1.0
What are the qualification requirements for the professional responsible for verifying that the architectural plans or drawings are in compliance with existing building regulations? (0-2)	University degree in architecture or engineering; Being a registered architect or engineer.	1.0
What are the qualification requirements for the professional who supervises the construction on the ground? (0-2)	University degree in engineering, construction or construction management.	0.0

Source: Doing Business database.

GETTING ELECTRICITY

Access to reliable and affordable electricity is vital for businesses. To counter weak electricity supply, many firms in developing economies have to rely on self-supply, often at a prohibitively high cost. Whether electricity is reliably available or not, the first step for a customer is always to gain access by obtaining a connection.

What do the indicators cover?

Doing Business records all procedures required for a local business to obtain a permanent electricity connection and supply for a standardized warehouse, as well as the time and cost to complete them. These procedures include applications and contracts with electricity utilities, clearances from other agencies and the external and final connection works. In addition, *Doing Business* also measures the reliability of supply and transparency of tariffs index (included in the aggregate distance to frontier score and ranking on the ease of doing business) and the price of electricity (omitted from these aggregate measures). The ranking of economies on the ease of getting electricity is determined by sorting their distance to frontier scores for getting electricity. These scores are the simple average of the distance to frontier scores for each of the component indicators. To make the data comparable across economies, several assumptions are used.

Assumptions about the warehouse

The warehouse:

- Is owned by a local entrepreneur.
- Is located in the economy's largest business city. For 11 economies the data are also collected for the second largest business city.
- Is located in an area where similar warehouses are typically located. In this area a new electricity connection is not eligible for a special investment promotion regime (offering special subsidization or faster service, for example).
- Is located in an area with no physical constraints. For example, the property is not near a railway.
- Is a new construction and is being connected to electricity for the first time.

WHAT THE GETTING ELECTRICITY INDICATORS MEASURE

Procedures to obtain an electricity connection (number)

Submitting all relevant documents and obtaining all necessary clearances and permits
 Completing all required notifications and receiving all necessary inspections
 Obtaining external installation works and possibly purchasing material for these works
 Concluding any necessary supply contract and obtaining final supply

Time required to complete each procedure (calendar days)

Is at least 1 calendar day
 Each procedure starts on a separate day
 Does not include time spent gathering information
 Reflects the time spent in practice, with little follow-up and no prior contact with officials

Cost required to complete each procedure (% of income per capita)

Official costs only, no bribes
 Excludes value added tax

The reliability of supply and transparency of tariffs index

Sum of the scores of six component indices:
 Duration and frequency of outages
 Tools to monitor power outages
 Tools to restore power supply
 Regulatory monitoring of utilities' performance
 Financial deterrents aimed at limiting outages
 Transparency and accessibility of tariffs

Price of electricity (cents per kilowatt-hour)*

Price based on monthly bill for commercial warehouse in case study

***Price of electricity is not included in the calculation of distance to frontier nor ease of doing business ranking**

The warehouse (*continued*):

- Has two stories, both above ground, with a total surface area of approximately 1,300.6 square meters (14,000 square feet). The plot of land on which it is built is 929 square meters (10,000 square feet).
- Is used for storage of goods.

Assumptions about the electricity connection

The electricity connection:

- Is a permanent one.
- Is a three-phase, four-wire Y connection with a subscribed capacity of 140-kilo-volt-ampere (kVA) with a power factor of 1, when 1 kVA = 1 kilowatt (kW).
- Has a length of 150 meters. The connection is to either the low- or medium-voltage distribution network and is either overhead or underground, whichever is more common in the area where the warehouse is located
- Requires works that involve the crossing of a 10-meter road (such as by excavation or overhead lines) but are all carried out on public land. There is no crossing of other owners' private property because the warehouse has access to a road.
- Includes only a negligible length in the customer's private domain.
- Does not require work to install the internal wiring of the warehouse. This has already been completed up to and including the customer's service panel or switchboard and the meter base.

Assumptions about the monthly consumption

- It is assumed that the warehouse operates 30 days a month from 9:00 a.m. to 5:00 p.m. (8 hours a day), with equipment utilized at 80% of capacity on average and that there are no electricity cuts (assumed for simplicity reasons).
- The monthly energy consumption is 26,880 kilowatt-hours (kWh); hourly consumption is 112 kWh.
- If multiple electricity suppliers exist, the warehouse is served by the cheapest supplier.
- Tariffs effective in March of the current year are used for calculation of the price of electricity for the warehouse. Although March has 31 days, for calculation purposes only 30 days are used.

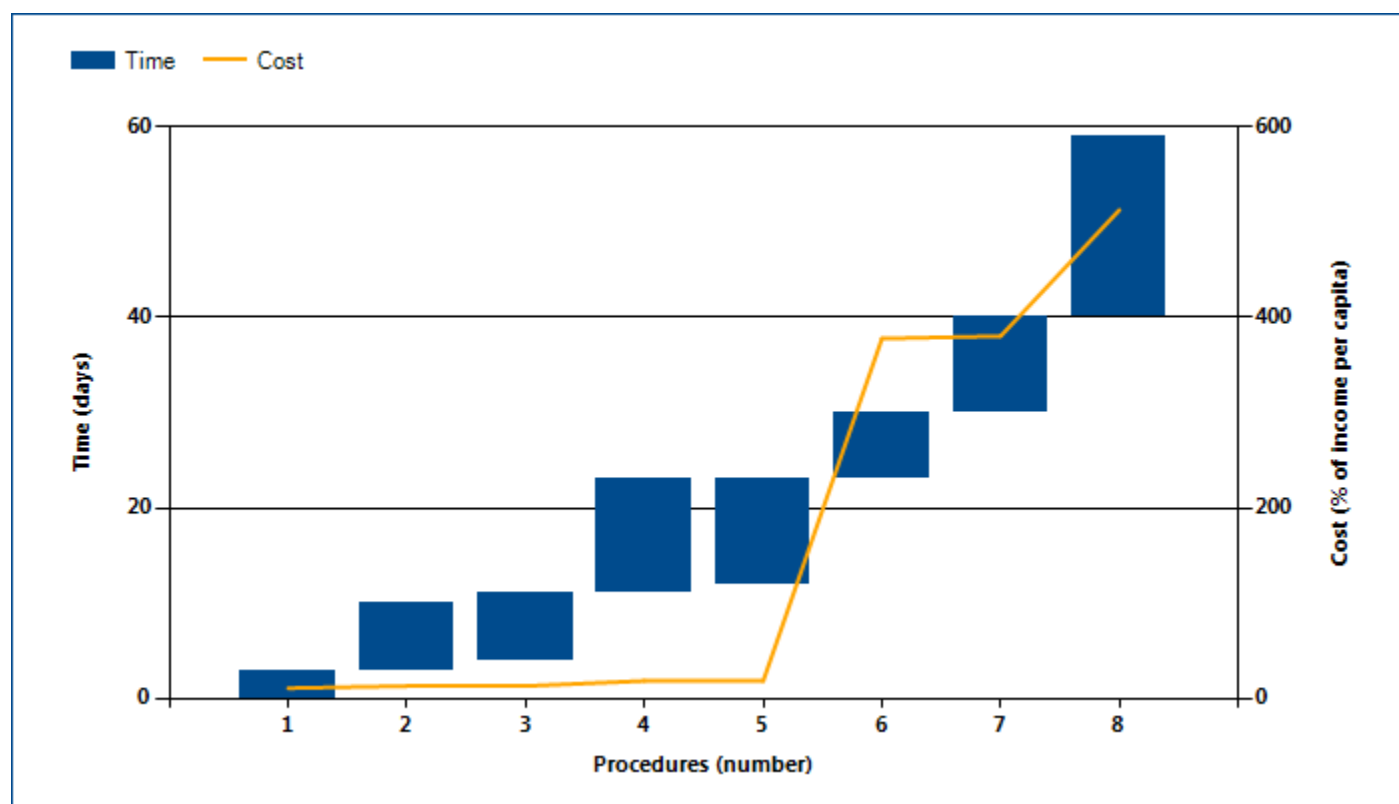
GETTING ELECTRICITY

Where does the economy stand today?

What does it take to obtain a new electricity connection in El Salvador? According to data collected by *Doing Business*, getting electricity there requires 8.0 procedures, takes 59.0 days and costs 513.0% of income per capita (figure 4.1).

Most indicator sets refer to a case scenario in the largest business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities. See the chapter on distance to frontier and ease of doing business ranking at the end of this profile for more details.

Figure 4.1 What it takes to obtain an electricity connection in El Salvador



Source: *Doing Business* database.

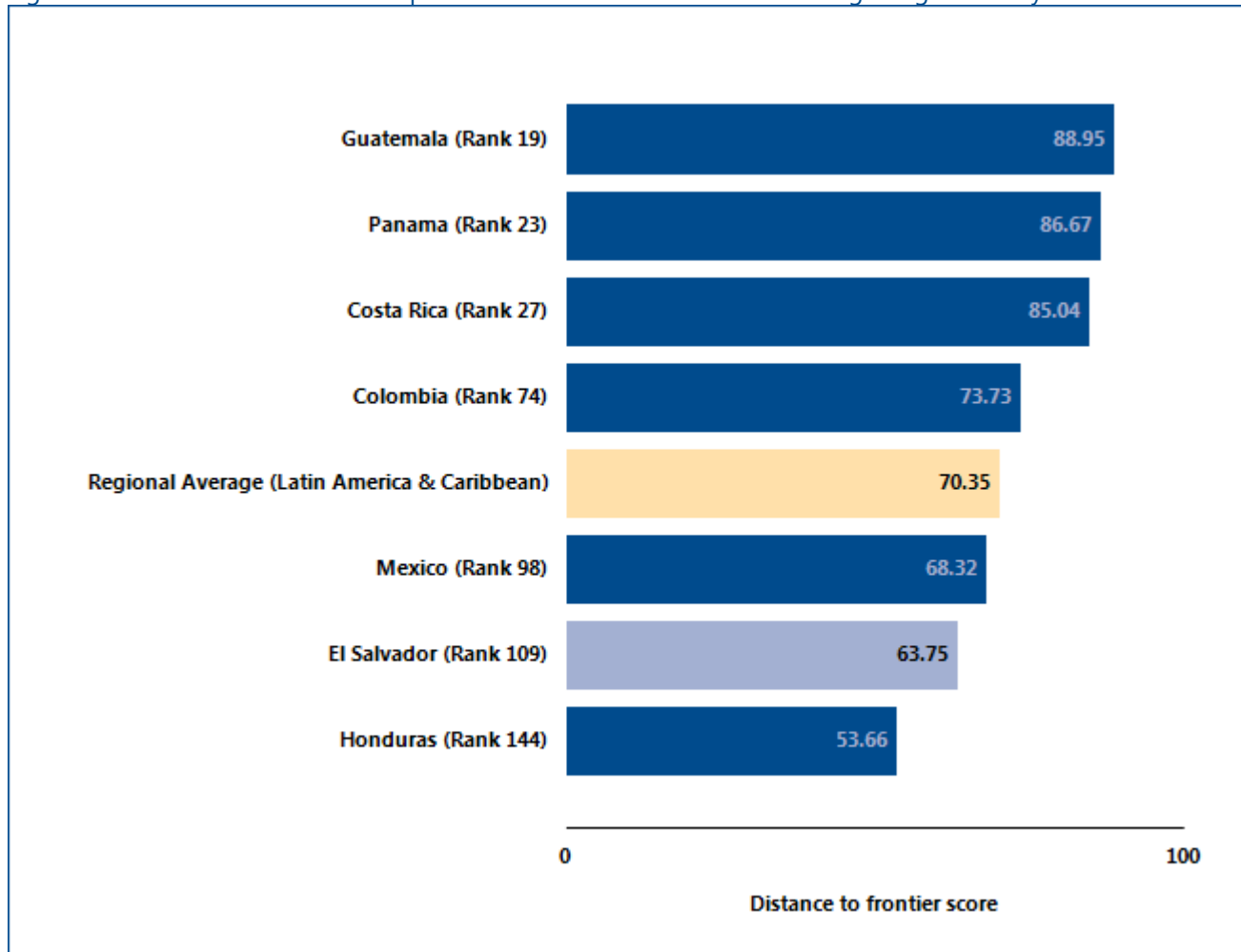
Note: Time shown in the figure above may not reflect simultaneity of procedures. For more information on the methodology of the getting electricity indicators, see the *Doing Business* website (<http://www.doingbusiness.org>). For details on the procedures reflected here, see the summary at the end of this chapter.

GETTING ELECTRICITY

Globally, El Salvador stands at 109 in the ranking of 190 economies on the ease of getting electricity (figure 4.2). The rankings for comparator economies and the regional

average ranking provide another perspective in assessing how easy it is for an entrepreneur in El Salvador to connect a warehouse to electricity.

Figure 4.2 How El Salvador and comparator economies rank on the ease of getting electricity



Source: Doing Business database.

GETTING ELECTRICITY

What are the details?

The indicators reported here for El Salvador are based on a set of specific procedures—the steps that an entrepreneur must complete to get a warehouse connected to electricity by the local distribution utility—identified by *Doing Business*. Data are collected from the distribution utility, then completed and verified by electricity regulatory agencies and independent professionals such as electrical engineers, electrical contractors and construction companies. The electricity distribution utility surveyed is the one serving the area (or areas) in which warehouses are located. If there is a choice of distribution utilities, the one serving the largest number of customers is selected.

The procedures are those that apply to a warehouse and electricity connection matching the standard assumptions used by *Doing Business* in collecting the data (see the section in this chapter on what the indicators cover). The procedures, along with the associated time and cost, are summarized below.

OBTAINING AN ELECTRICITY CONNECTION*

Name of utility:	CAESS S.A. - AES El Salvador
Price of electricity (US cents per kWh):	14.0
City:	San Salvador

*Price is calculated as a monthly consumption of 26,880 kWh for business customers, based on a standardized case study adopted by the getting electricity methodology. *Doing Business* measures the price of electricity but does not include these data when calculating the distance to frontier score for getting electricity or the ranking on the ease of getting electricity.

Table 4.2 Summary of time, cost and procedures for getting electricity in El Salvador

No.	Procedure	Time to complete	Cost to complete
1	<p>Hire authorized electrician to request electricity service and certify internal installation</p> <p>The service request must be submitted and signed by a certified electrician the Superintendence of Electricity and Telecommunications (SIGET). The customer therefore has to first hire such an electrician.</p> <p><i>Agency: Electricista certificado por SIGET (Superintendencia de Electricidad y Telecomunicaciones)</i></p>	3 calendar days	USD 450
2	<p>Request feasibility study from AES El Salvador and await outcome</p> <p>The customer's electrician submits the application for a feasibility study. With the application the following information should be submitted:</p> <ul style="list-style-type: none"> • the load needed (140kVA) and • the Certificate of Guarantee of Safety of the Internal Electrical Installations, according to the form established by the distributor. The certificate should have been issued by a licensed Electrical Engineer or a certified electrician (submit also copy of the credentials, i.e. that he is accredited as an electrician with SIGET). 	7 calendar days	USD 90.5

No.	Procedure	Time to complete	Cost to complete
	<ul style="list-style-type: none"> • a sketch of geographical location, indicating complete nomenclature and any other reference point that allows quick access to the site. • Presented with single identity document (Documento Unico de Identidad -DUI), Driving License or Passport. • If the client cannot appear, he or she has to send a letter requesting the connection of her service, attaching a photocopy of her ID, Driving License or Passport. • If the service is to be connected to a private line, it must be built according to form 66-E issued by SIGET. Additionally it must submit authorization letter and photocopy of ID, Driving License or Passport of the owner of line. <p>AES El Salvador will identify the best delivery point for the new connection and send the client a notice authorizing the service.</p> <p><i>Agency: AES El Salvador</i></p>		
* 3	<p>Receive site inspection by AES El Salvador for feasibility study</p> <p>An external site inspection is conducted to determine the feasibility of the project. It is recommended that a representative of the applicant be present during the inspection.</p> <p><i>Agency: AES El Salvador</i></p>	7 calendar days	USD 0
4	<p>Submit electrical plans and official application and request cost estimate</p> <p>The customer must submit the following documents with the official application:</p> <ul style="list-style-type: none"> • the feasibility report and point of delivery, • a draft budget, • Certification of Guarantee of the Security of internal installations (by a responsible electrician), • electrical plans, • location sketches, etc <p>AES El Salvador will then revise the electrical plans, calculate the budget and send it in writing to the client.</p> <p><i>Agency: AES El Salvador</i></p>	12 calendar days	USD 213.09

No.	Procedure	Time to complete	Cost to complete
* 5	Receive site inspection by AES El Salvador for preparing budget Another inspection is performed to determine the cost of the external connection works. The client has to be present. <i>Agency: AES El Salvador</i>	7 calendar days	USD 0
6	Install transformers and cables for external wiring Once the customer has received the cost estimate and agrees with it, the client can start preparing the works that fall into his responsibility. He will install the transformers and poles (if needed) and prepare the cables that the utility will later connect to the meter etc. The time estimate for this procedure includes the wait time to obtain the relevant material. Customers have the choice of paying for this investment themselves and for getting in return a lower consumption tariff or asking the utility to bear the investment in return for a higher consumption tariff later on. Most costumers with a load of 140kVA prefer the first option of making the initial investment in return for lower consumption tariffs later on. <i>Agency: Sub-contratista</i>	7 calendar days	USD 14,500
7	Submit plans for the constructed connection for approval <i>Agency: AES El Salvador</i>	10 calendar days	USD 102.63
8	Pay for connection, sign supply agreement and await final connection The utility installs the meter, connects it and makes a service test. Before the electricity can start flowing, the external connection works must be inspected. Then the final connection is scheduled and performed, and the electricity begins to flow. <i>Agency: AES El Salvador</i>	19 calendar days	USD 5,342.18

* Takes place simultaneously with previous procedure.

Source: Doing Business database.

GETTING ELECTRICITY

Reliability of supply and transparency of tariffs index

The reliability of supply and transparency of tariffs index encompasses quantitative data on the duration and frequency of power outages as well as qualitative information on the mechanisms put in place by the utility for monitoring power outages and restoring power supply, the reporting relationship between the utility and the regulator for power outages, the transparency and accessibility of tariffs and whether the utility faces a financial deterrent aimed at limiting outages (such as a requirement to compensate customers or pay fines when outages exceed a certain cap).

The index ranges from 0 to 8, with higher values indicating greater reliability of electricity supply and greater transparency of tariffs.

Doing Business uses the system average interruption duration index (SAIDI) and the system average interruption frequency index (SAIFI) to measure the duration and frequency of power outages in the largest business city of each economy (for 11 economies the data are also collected for the second largest business city). SAIDI is the average total duration of outages over the course of a year for each customer served, while SAIFI is the average number of service interruptions experienced by a customer in a year. Annual data (covering the calendar year) are collected from distribution utility companies and national regulators on SAIDI and SAIFI. Both SAIDI and SAIFI estimates include load shedding.

Table 4.3 Reliability of Supply and Transparency of Tariff Index in El Salvador

	Answer	Score
Reliability of supply and transparency of tariff index (0-8)		5.0
Total duration and frequency of outages per customer a year (0-3)		0.0
System average interruption duration index (SAIDI)	14.73	
System average interruption frequency index (SAIFI)	6.08	
Mechanisms for monitoring outages (0-1)		1.0
Does the distribution utility use automated tools to monitor outages?	Yes	
Mechanisms for restoring service (0-1)		1.0
Does the distribution utility use automated tools to restore service?	Yes	
Regulatory monitoring (0-1)		1.0
Does a regulator—that is, an entity separate from the utility—monitor the utility's performance on reliability of supply?	Yes	
Financial deterrents aimed at limiting outages (0-1)		1.0
Does the utility either pay compensation to customers or face fines by the regulator (or both) if outages exceed a certain cap?	Yes	
Communication of tariffs and tariff changes (0-1)		1.0
Are effective tariffs available online?	Yes	
Link to the website, if available online	http://www.siget.	

	Answer	Score
	gob.sv/index.php/temas/tema-n/documentos/tarifas/2565-precios-de-la-energia-a-trasladar-a-tarifa-de-las-distintas-empresas-distribuidoras-que-estaran-vigentes-del-15-de-abril-al-14-de-julio-2016	
Are customers notified of a change in tariff ahead of the billing cycle?	Yes	
Price of electricity (US cents per kWh)		14.0

Source: *Doing Business* database.

Note: If data on power outages is not collected or if the SAIFI index or SAIDI index are above the threshold of 100, the economy is not eligible to obtain a score in the Reliability of Supply and Transparency of Tariff Index. If SAIDI and SAIFI are 12 (equivalent to an outage of one hour each month) or below, a score of 1 is assigned. If SAIDI and SAIFI are 4 (equivalent to an outage of one hour each quarter) or below, 1 additional point is assigned. Finally, if SAIDI and SAIFI are 1 (equivalent to an outage of one hour per year) or below, 1 more point is assigned. *Doing Business* measures the price of electricity but does not include these data when calculating the distance to frontier score for getting electricity or the ranking on the ease of getting electricity. The price of electricity is measured in cents per kilowatt-hour. On the basis of the assumptions about monthly consumption, a monthly bill for a commercial warehouse in the largest business city of the economy is computed for the month of March. As noted, the warehouse uses electricity 30 days a month, from 9:00 a.m. to 5:00 p.m., so different tariff schedules may apply if a time-of-use tariff is available.

REGISTERING PROPERTY

Ensuring formal property rights is fundamental. Effective administration of land is part of that. If formal property transfer is too costly or complicated, formal titles might go informal again. And where property is informal or poorly administered, it has little chance of being accepted as collateral for loans—limiting access to finance.

What do the indicators cover?

Doing Business records the full sequence of procedures necessary for a business to purchase property from another business and transfer the property title to the buyer's name. The transaction is considered complete when it is opposable to third parties and when the buyer can use the property, use it as collateral for a bank loan or resell it. In addition, *Doing Business* also measures quality of the land administration system in each economy. The ranking of economies on the ease of registering property is determined by sorting their distance to frontier scores for registering property. These scores are the simple average of the distance to frontier scores for each of the component indicators. To make the data comparable across economies, several assumptions about the parties to the transaction, the property and the procedures are used.

The parties (buyer and seller):

- Are limited liability companies, 100% domestically and privately owned and perform general commercial activities in the economy's largest business city.
- Have 50 employees each, all of whom are nationals.

The property (fully owned by the seller):

- Has a value of 50 times income per capita. The sale price equals the value and entire property will be transferred.
- Is registered in the land registry or cadastre, or both, and is free of title disputes.
- Is located in a periurban commercial zone, and no rezoning is required.

WHAT THE REGISTERING PROPERTY INDICATORS MEASURE

Procedures to legally transfer title on immovable property (number)

Preregistration (for example, checking for liens, notarizing sales agreement, paying property transfer taxes)

Registration in the economy's largest business city

Postregistration (for example, filing title with the municipality)

Time required to complete each procedure (calendar days)

Does not include time spent gathering information

Each procedure starts on a separate day—though procedures that can be fully completed online are an exception to this rule

Procedure considered completed once final document is received

No prior contact with officials

Cost required to complete each procedure (% of property value)

Official costs only, no bribes

No value added or capital gains taxes included

Quality of land administration index (0-30)

- Has no mortgages attached, has been under the same ownership for the past 10 years.
- Consists of 557.4 square meters (6,000 square feet) of land and a 10-year-old, 2-story warehouse of 929 square meters (10,000 square feet). The warehouse is in good condition and complies with all safety standards, building codes and legal requirements. There is no heating system.

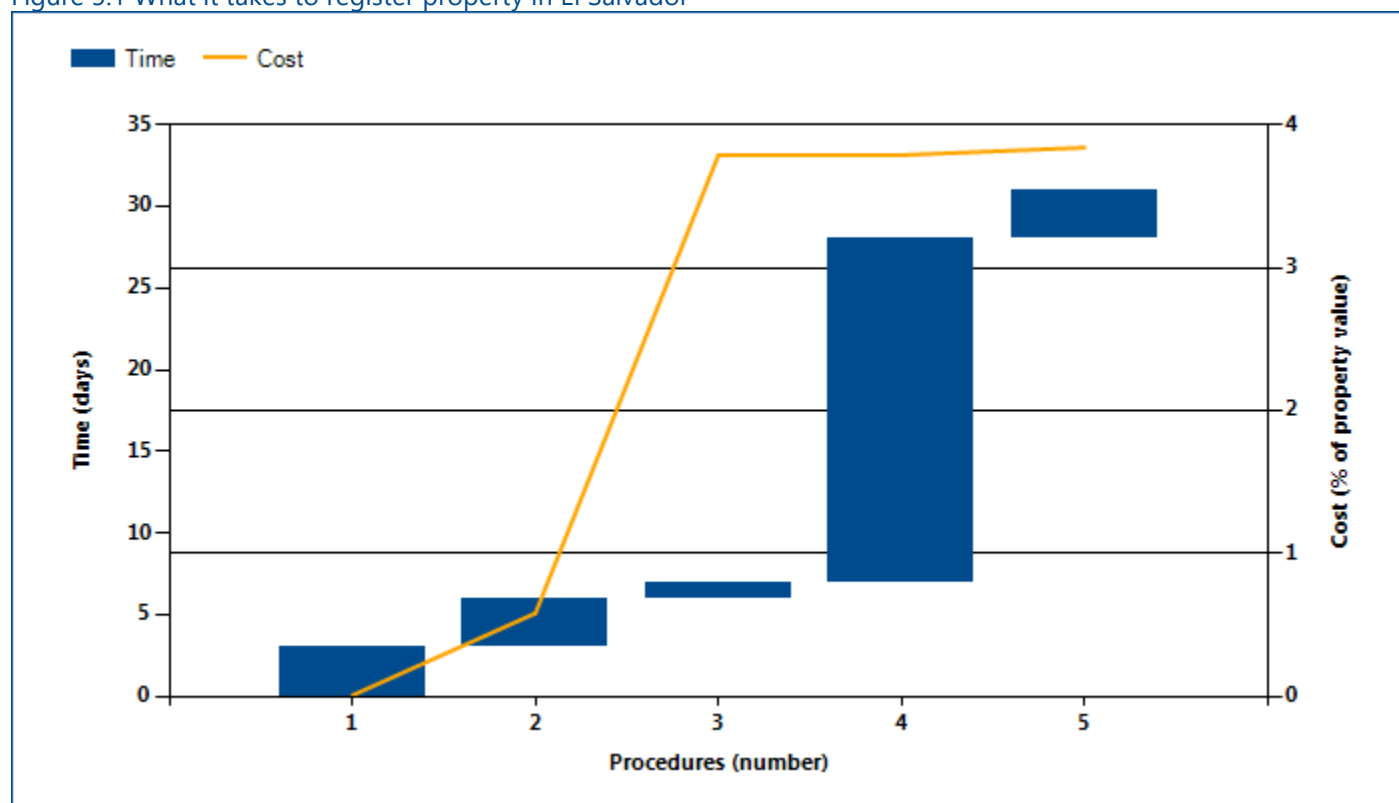
REGISTERING PROPERTY

Where does the economy stand today?

What does it take to complete a property transfer in El Salvador? According to data collected by *Doing Business*, registering property there requires 5.0 procedures, takes 31.0 days and costs 3.8% of the property value (figure 5.1). The score on the quality of land administration index is 12.5

Most indicator sets refer to a case scenario in the largest business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities. See the chapter on distance to frontier and ease of doing business ranking at the end of this profile for more details.

Figure 5.1 What it takes to register property in El Salvador



Source: *Doing Business* database.

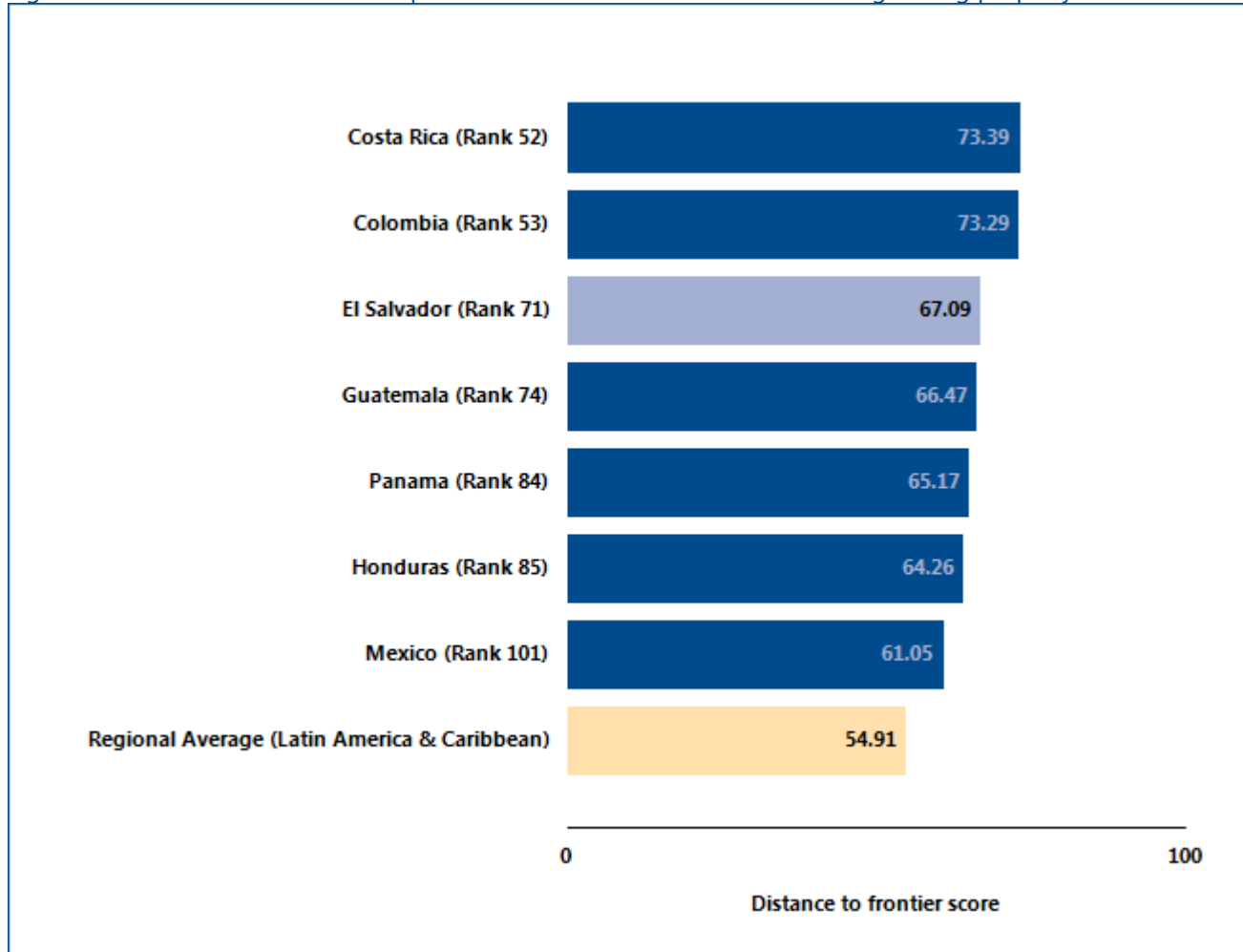
Note: Time shown in the figure above may not reflect simultaneity of procedures. Online procedures account for 0.5 days in the total time calculation. For more information on the methodology of the registering property indicators, see the *Doing Business* website (<http://www.doingbusiness.org>). For details on the procedures reflected here, see the summary at the end of this chapter.

REGISTERING PROPERTY

Globally, El Salvador stands at 71 in the ranking of 190 economies on the ease of registering property (figure 5.2). The rankings for comparator economies and the

regional average ranking provide other useful information for assessing how easy it is for an entrepreneur in El Salvador to transfer property.

Figure 5.2 How El Salvador and comparator economies rank on the ease of registering property



Source: Doing Business database.

REGISTERING PROPERTY

What are the details?

The indicators reported here are based on a set of specific procedures—the steps that a buyer and seller must complete to transfer the property to the buyer's name—identified by *Doing Business* through information collected from local property lawyers, notaries and property registries. These procedures are those that apply to a transaction matching the standard assumptions used by *Doing Business* in collecting the data (see the section in this chapter on what the indicators cover). The procedures, along with the associated time and cost, are summarized below.

STANDARD PROPERTY TRANSFER

Property value: USD 201,757

City: San Salvador

Table 5.2 Summary of time, cost and procedures for registering property in El Salvador

No.	Procedure	Time to complete	Cost to complete
1	<p>Obtain a Literal Certification (LC) and a Non-Lien Certification (NEC) of the property at the Register of Property</p> <p>These documents are requested by the buyer as due diligence in order to verify outstanding debts or liabilities of the property. The LC may already be in the possession of the seller. Both certifications must be obtained by the seller before starting the transaction formally. The Literal Certification is not necessary if the seller has the property title.</p> <p><i>Agency: Immovable Property and Mortgages Registry (Registro de la Propiedad Raíz e Hipotecas)</i></p>	3 days	<p>Literal Certification: USD8.86 + Non-Lien Certification (NEC) USD 8.86 + USD 0.35 per page (assuming 5 pages)</p>
2	<p>Preparation and notarization of the sale agreement</p> <p>A notary will prepare and notarize the sale agreement. In El Salvador, only lawyers are notaries.</p> <p>The parties are responsible for gathering all the documentation to be presented to the notary.</p> <p>The documentation shall include:</p> <ul style="list-style-type: none"> (i) Photocopy of the parties ID's of the Limited Liability Companies (LLC) (ii) Photocopy of the Tax Identification Numbers (NIT) of the parties (iii) Photocopy of the corporate documents of the LLC's (Articles of Incorporation, credentials, documents that can duly establish the legal representation and empowerment of the representatives of the LLC, etc) (iv) Photocopy of the Tax Identification Numbers (NIT) of the LLC's 	3 days	0.15 – 1.0% of property price (notary's fees)

No.	Procedure	Time to complete	Cost to complete
	<p>(v) Copy of the property title or Literal Certification (LC) (obtained in Procedure 1)</p> <p>(vi) Proof of payments of municipal taxes</p> <p>(vii) Proof that parties are tax solvent with Ministry of Finance</p> <p><i>Agency: Public Notary</i></p>		
3	<p>Payment of registration fees and transfer tax at a commercial bank</p> <p>The fee for registration is USD 0.63% of the total value of the property agreed in the sale and purchase agreement. The Property Registry issues a payment order, which has to be canceled by the applicant at any authorized bank.</p> <p>The Transfer Tax of 3% on the excess of USD 28,571.43, is paid directly to the Ministry of Finance ("Hacienda") or any authorized bank, based on a request made by the Notary.</p> <p><i>Agency: Commercial Bank</i></p>	1 day	0.63% of property price (Registration Fee) + 3% over the excess of USD 28,571.43 of the total price (Transfer of Real Estate Tax)
4	<p>The deed is presented to the Registry office for registration</p> <p>The public deed is submitted at the Immovable Property and Mortgages Registry to be recorded under the name of the buyer. The deed will be registered, if it meets all the legal requirements, in 2 - 4 weeks. The registry has to check with the Ministry of Finance ("Hacienda") if the parties are Tax solvent. In addition to reforms at the registry set out by the Law on Standard Procedures of August 2004, an electronic system is currently being introduced and, once fully functional, is expected to reduce the registration time. In addition, a special service is available (mainly used by banks, law firms or companies). Upon signing a special agreement with the registry, certain services and documents can be obtained faster (within 2-8 working days) in exchange for a premium payment. The payment is a fixed amount determined according to a cost table. The amount is usually automatically withdrawn from a special running account at the registry. At the time of signing the agreement, the user sets up this account, depositing a certain amount (not more than US\$ 100). The agreement has to be renewed on an annual basis. This service is not taken into account here, since it is only one transaction.</p> <p><i>Agency: Immovable Property and Mortgages Registry (Registro de la Propiedad Raíz e Hipotecas)</i></p>	14-28 days (10-20 working days)	Already paid

No.	Procedure	Time to complete	Cost to complete
5	<p>The public deed is filed at the respective Municipality</p> <p>This is done in order to update the information at the Municipality and for calculation on municipal taxes. The title is already valid even if not filed at the Municipality. The incentive to file the public deed lies on the old owner, who will have to continue paying the taxes on the property if this is not done.</p> <p>Depending on the municipality, this step can take from 1 to 5 days. In San Salvador, the municipality has offices in each district. If someone goes to district 1 to register a property that is located on district 4, the registry process can take about 5 days, because the documents of the property are in district 4, but if going directly to district 4, the registry process takes about 1 to 2 days.</p> <p><i>Agency: Municipality</i></p>	1-5 days	USD 0.06 for every USD 114.29 of the property value declared in the deed

* Takes place simultaneously with another procedure.

Source: *Doing Business* database.

Note: Online procedures account for 0.5 days in the total time calculation.

REGISTERING PROPERTY

Quality of land administration

The quality of land administration index is the sum of the scores on the reliability of infrastructure, transparency of information, geographic coverage, land dispute resolution and equal access to property rights indices.

The index ranges from 0 to 30, with higher values indicating better quality of the land administration system.

If private sector entities were unable to register property transfers in an economy between June 2015 and June 2016, the economy receives a “no practice” mark on the procedures, time and cost indicators. A “no practice” economy receives a score of 0 on the quality of land administration index even if its legal framework includes provisions related to land administration.

Table 5.3 Summary of quality of land administration in El Salvador

	Answer	Score
Quality of the land administration index (0-30)		12.5
Reliability of infrastructure index (0-8)		4.0
What is the institution in charge of immovable property registration?	Registro de la Propiedad Raíz e Hipotecas	
In what format are the majority of title or deed records kept in the largest business city—in a paper format or in a computerized format (scanned or fully digital)?	Computer/Scanned	1.0
Is there an electronic database for checking for encumbrances (liens, mortgages, restrictions and the like)?	Yes	1.0
In what format are the majority of maps of land plots kept in the largest business city—in a paper format or in a computerized format (scanned or fully digital)?	Computer/Scanned	1.0
Is there an electronic database for recording boundaries, checking plans and providing cadastral information (geographic information system)?	Yes	1.0
Is the information recorded by the immovable property registration agency and the cadastral or mapping agency kept in a single database, in different but linked databases or in separate databases?	Separate databases	0.0
Do the immovable property registration agency and cadastral or mapping agency use the same identification number for properties?	No	0.0
Transparency of information index (0–6)		3.5
Who is able to obtain information on land ownership at the agency in charge of immovable property registration in the largest business city?	Freely accessible by anyone	1.0
Is the list of documents that are required to complete any type of property transaction made publicly available—and if so, how?	Yes, online	0.5

	Answer	Score
Link for online access:	http://www.cnr.gob.sv/servicios-del-registro-de-la-propiedad-raiz-e-hipotecas/	
Is the applicable fee schedule for any property transaction at the agency in charge of immovable property registration in the largest business city made publicly available—and if so, how?	Yes, online	0.5
Link for online access:	http://www.cnr.gob.sv/aranceles-del-registro-de-la-propiedad-raiz-e-hipotecas/	
Does the agency in charge of immovable property registration commit to delivering a legally binding document that proves property ownership within a specific time frame—and if so, how does it communicate the service standard?	Yes, online	0.5
Link for online access:	http://www.cnr.gob.sv/index.php?option=com_phocadownload&view=category&id=31:carta-de-servicios-al-cliente-registro-de-la-propiedad-raiz-e-hipotecas&Itemid=283 http://www.cnr.gob.sv/cartas-de-servicio-al-cliente/	
Is there a specific and separate mechanism for filing complaints about a problem that occurred at the agency in charge of immovable property registration?	No	0.0
Contact information:		
Are there publicly available official statistics tracking the number of transactions at the immovable property registration agency?	No	0.0
Number of property transfers in the largest business city in 2015:		
Who is able to consult maps of land plots in the largest business city?	Freely accessible by anyone	0.5

	Answer	Score
Is the applicable fee schedule for accessing maps of land plots made publicly available—and if so, how?	Yes, online	0.5
Link for online access:	http://www.cnr.gob.sv/documentos/igcn/2014/Folleto_de_Requisitos_y_Aranceles_de_Servicios_julio_2014.pdf	
Does the cadastral or mapping agency commit to delivering an updated map within a specific time frame—and if so, how does it communicate the service standard?	No	0.0
Link for online access:		
Is there a specific and separate mechanism for filing complaints about a problem that occurred at the cadastral or mapping agency?	No	0.0
Geographic coverage index (0–8)		0.0
Are all privately held land plots in the economy formally registered at the immovable property registry?	No	0.0
Are all privately held land plots in the largest business city formally registered at the immovable property registry?	No	0.0
Are all privately held land plots in the economy mapped?	No	0.0
Are all privately held land plots in the largest business city mapped?	No	0.0
Land dispute resolution index (0–8)		5.0
Does the law require that all property sale transactions be registered at the immovable property registry to make them opposable to third parties?	Yes	1.5
Is the system of immovable property registration subject to a state or private guarantee?	Yes	0.5
Is there a specific compensation mechanism to cover for losses incurred by parties who engaged in good faith in a property transaction based on erroneous information certified by the immovable property registry?	No	0.0
Does the legal system require a control of legality of the documents necessary for a property transaction (e.g., checking the compliance of contracts with requirements of the law)?	Yes	0.5
If yes, who is responsible for checking the legality of the documents?	Registrar; Notary; Lawyer; Interested Parties.	

	Answer	Score
Does the legal system require verification of the identity of the parties to a property transaction?	Yes	0.5
If yes, who is responsible for verifying the identity of the parties?	Registrar; Notary.	
Is there a national database to verify the accuracy of identity documents?	Yes	1.0
For a standard land dispute between two local businesses over tenure rights of a property worth 50 times gross national income (GNI) per capita and located in the largest business city, what court would be in charge of the case in the first instance?	Juzgados de lo Civil y Mercantil	
How long does it take on average to obtain a decision from the first-instance court for such a case (without appeal)?	Between 2 and 3 years	1.0
Are there any statistics on the number of land disputes in the first instance?	No	0.0
Number of land disputes in the largest business city in 2015:		
Equal access to property rights index (-2–0)		0.0
Do unmarried men and unmarried women have equal ownership rights to property?	Yes	0.0
Do married men and married women have equal ownership rights to property?	Yes	0.0

Source: Doing Business database.

GETTING CREDIT

Two types of frameworks can facilitate access to credit and improve its allocation: credit information systems and borrowers and lenders in collateral and bankruptcy laws. Credit information systems enable lenders to view and consider a potential borrower's financial history (positive or negative) when assessing risk and they allow borrowers to establish a good credit history that will facilitate their access to credit. Sound collateral laws enable businesses to use their assets, especially movable property, as security to generate capital—while strong creditors' rights have been associated with higher ratios of private sector credit to GDP.

What do the indicators cover?

Doing Business assesses the sharing of credit information and the legal rights of borrowers and lenders with respect to secured transactions through 2 sets of indicators. The depth of credit information index measures rules and practices affecting the coverage, scope and accessibility of credit information available through a credit registry or a credit bureau. The strength of legal rights index measures whether certain features that facilitate lending exist within the applicable collateral and bankruptcy laws. *Doing Business* uses two case scenarios, Case A and Case B, to determine the scope of the secured transactions system, involving a secured borrower and a secured lender and examining legal restrictions on the use of movable collateral (for more details on each case, see the Data Notes section of the *Doing Business 2017* report). These scenarios assume that the borrower:

Is a domestic limited liability company.

Has its headquarters and only base of operations in the largest business city. For the 11 economies with a population of more than 100 million, data for a second city have been added.

WHAT THE GETTING CREDIT INDICATORS MEASURE

Strength of legal rights index (0–12)

Rights of borrowers and lenders through collateral laws

Protection of secured creditors' rights through bankruptcy laws

Depth of credit information index (0–8)

Scope and accessibility of credit information distributed by credit bureaus and credit registries

Credit bureau coverage (% of adults)

Number of individuals and firms listed in largest credit bureau as percentage of adult population

Credit registry coverage (% of adults)

Number of individuals and firms listed in credit registry as percentage of adult population

Has up to 50 employees.

Is 100% domestically owned, as is the lender.

The ranking of economies on the ease of getting credit is determined by sorting their distance to frontier scores for getting credit. These scores are the distance to frontier score for the strength of legal rights index and the depth of credit information index.

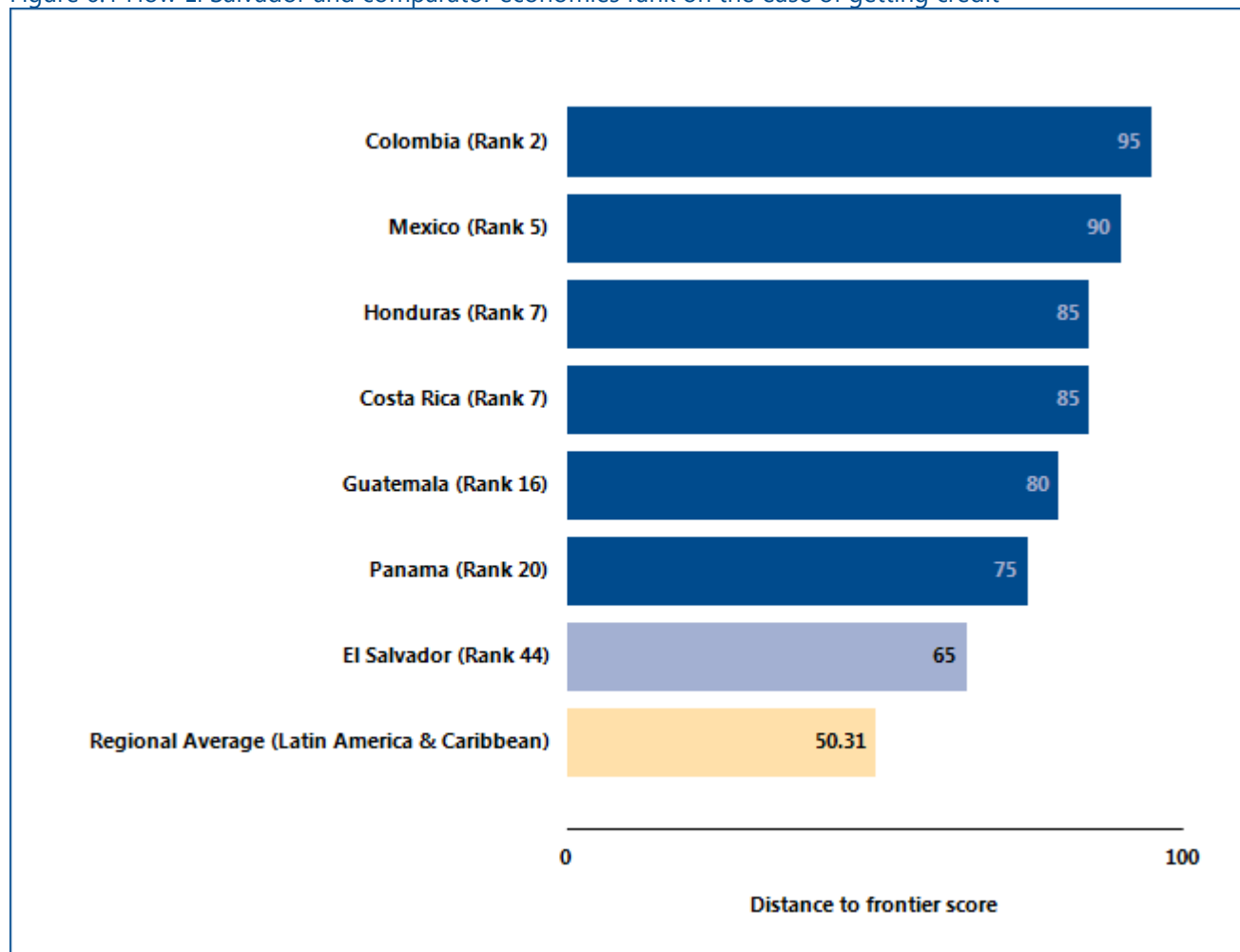
GETTING CREDIT

Where does the economy stand today?

How well do the credit information system and collateral and bankruptcy laws in El Salvador facilitate access to credit? The economy has a score of 4.0 on the depth of credit information index and a score of 9.0 on the strength of legal rights index (see the summary of scoring at the end of this chapter for details). Higher scores indicate more credit information and stronger legal rights for borrowers and lenders.

Globally, El Salvador stands at 44 in the ranking of 190 economies on the ease of getting credit (figure 6.1). The rankings for comparator economies provide other useful information for assessing how well regulations and institutions in El Salvador support lending and borrowing.

Figure 6.1 How El Salvador and comparator economies rank on the ease of getting credit



Source: Doing Business database.

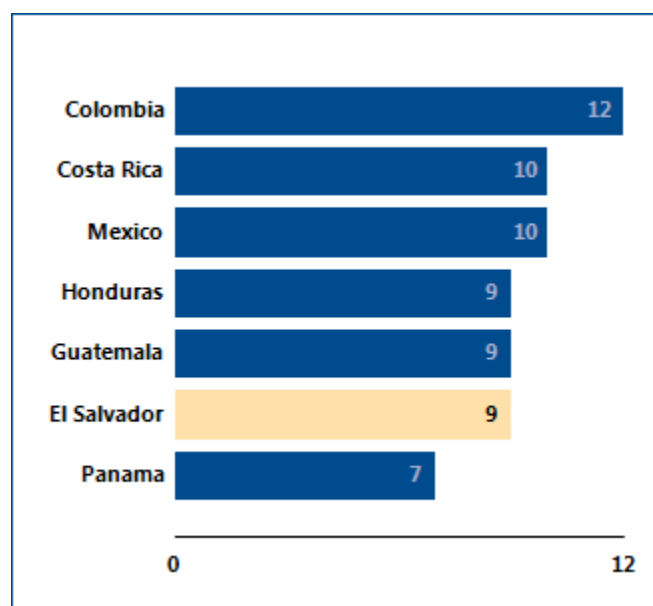
GETTING CREDIT

One way to put an economy's score on the getting credit indicators into context is to see where the economy stands in the distribution of scores across economies. Figure 6.2 highlights the score on the strength of legal

rights index for El Salvador and shows the scores for comparator economies as well as the regional average score. Figure 6.3 shows the same for the depth of credit information index.

Figure 6.2 How strong are legal rights for borrowers and lenders?

Economy scores on strength of legal rights index

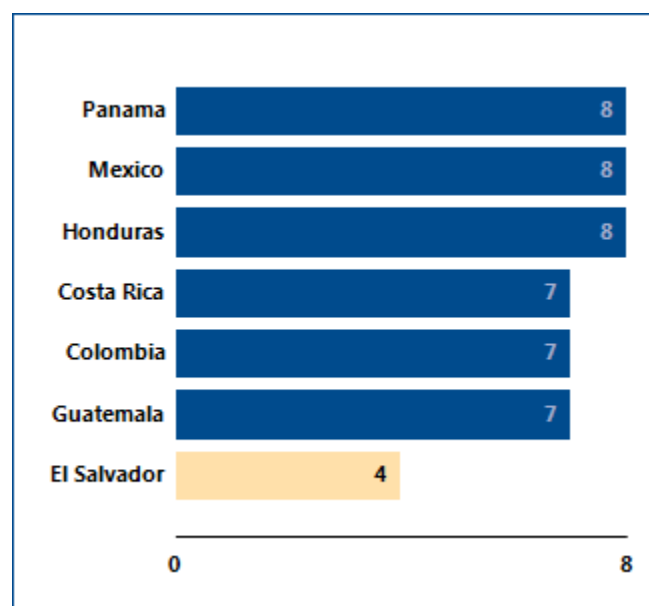


Source: *Doing Business* database.

Note: Higher scores indicate that collateral and bankruptcy laws are better designed to facilitate access to credit.

Figure 6.3 How much credit information is shared—and how widely?

Economy scores on depth of credit information index



Source: *Doing Business* database.

Note: Higher scores indicate the availability of more credit information, from either a credit registry or a credit bureau, to facilitate lending decisions. If the credit bureau or registry is not operational or covers less than 5% of the adult population, the total score on the depth of credit information index is 0.

GETTING CREDIT

When economies strengthen the legal rights of lenders and borrowers under collateral and bankruptcy laws, and increase the scope, coverage and accessibility of credit

information, they can increase entrepreneurs' access to credit. What credit reforms has *Doing Business* recorded in El Salvador (table 6.1)?

Table 6.1 How has El Salvador made getting credit easier—or not?
By *Doing Business* report year from DB2011 to DB2017

DB year	Reform
DB2013	El Salvador improved access to credit information through a new law regulating the management of personal credit information.
DB2016	El Salvador improved access to credit by adopting the Law on Movable Property, which established a modern, centralized, notice-based collateral registry and allows a general description of a single category of assets granted as collateral.
DB2017	El Salvador made access to credit information more difficult by reducing the coverage of the credit bureau.

Source: *Doing Business* database.

Note: For information on reforms in earlier years (back to DB2005), see the *Doing Business* reports for these years, available at <http://www.doingbusiness.org>.

GETTING CREDIT

What are the details?

The getting credit indicators reported here for El Salvador are based on detailed information collected in that economy. The data on credit information sharing are collected through a survey of a credit registry and/or credit bureau (if one exists). To construct the depth of credit information index, a score of 1 is assigned for each of 8 features of the credit registry or credit bureau (see summary of scoring below).

The data on the legal rights of borrowers and lenders are gathered through a survey of financial lawyers and verified through analysis of laws and regulations as well as public sources of information on collateral and bankruptcy laws. For the strength of legal rights index, a score of 1 is assigned for each of 10 aspects related to legal rights in collateral law and 2 aspects in bankruptcy law.

Strength of legal rights index (0–12)	Index score: 9.0
Does an integrated or unified legal framework for secured transactions that extends to the creation, publicity and enforcement of functional equivalents to security interests in movable assets exist in the economy?	1
Does the law allow businesses to grant a non possessory security right in a single category of movable assets, without requiring a specific description of collateral?	1
Does the law allow businesses to grant a non possessory security right in substantially all of its assets, without requiring a specific description of collateral?	1
May a security right extend to future or after-acquired assets, and may it extend automatically to the products, proceeds or replacements of the original assets?	1
Is a general description of debts and obligations permitted in collateral agreements; can all types of debts and obligations be secured between parties; and can the collateral agreement include a maximum amount for which the assets are encumbered?	1
Is a collateral registry in operation for both incorporated and non-incorporated entities, that is unified geographically and by asset type, with an electronic database indexed by debtor's name?	1
Can banks and financial institutions access borrowers' credit information online (for example, through a web interface, a system-to-system connection or both)?	1
Does a modern collateral registry exist in which registrations, amendments, cancellations and searches can be performed online by any interested third party?	1
Are secured creditors paid first (i.e. before tax claims and employee claims) when a debtor defaults outside an insolvency procedure?	0
Are secured creditors paid first (i.e. before tax claims and employee claims) when a business is liquidated?	0
Are secured creditors subject to an automatic stay on enforcement when a debtor enters a court-supervised reorganization procedure? Does the law protect secured creditors' rights by providing clear grounds for relief from the stay and/or sets a time limit for it?	0

Strength of legal rights index (0–12)	Index score: 9.0
Does the law allow parties to agree on out of court enforcement at the time a security interest is created? Does the law allow the secured creditor to sell the collateral through public auction and private tender, as well as, for the secured creditor to keep the asset in satisfaction of the debt?	1

Depth of credit information index (0–8)	Credit bureau	Credit registry	Index score: 4.0
Are data on both firms and individuals distributed?	No	Yes	1
Are both positive and negative credit data distributed?	No	Yes	1
Are data from retailers or utility companies - in addition to data from banks and financial institutions - distributed?	No	No	0
Are at least 2 years of historical data distributed? (Credit bureaus and registries that distribute more than 10 years of negative data or erase data on defaults as soon as they are repaid obtain a score of 0 for this component.)	No	No	0
Are data on loan amounts below 1% of income per capita distributed?	No	Yes	1
By law, do borrowers have the right to access their data in the credit bureau or credit registry?	No	No	0
Can banks and financial institutions access borrowers' credit information online (for example, through an online platform, a system-to-system connection or both)?	No	Yes	1
Are bureau or registry credit scores offered as a value-added service to help banks and financial institutions assess the creditworthiness of borrowers?	No	No	0

Note: An economy receives a score of 1 if there is a "yes" to either bureau or registry. If the credit bureau or registry is not operational or covers less than 5% of the adult population, the total score on the depth of credit information index is 0.

Coverage	Credit bureau	Credit registry
Number of individuals	115,697	1,131,289
Number of firms	3,218	9,966
Total	118,915	1,141,255
Total percentage of adult population	3.0	28.7

Source: Doing Business database.

PROTECTING MINORITY INVESTORS

Protecting minority investors matters for the ability of companies to raise the capital they need to grow, innovate, diversify and compete. Effective regulations define related-party transactions precisely, promote clear and efficient disclosure requirements, require shareholder participation in major decisions of the company and set detailed standards of accountability for company insiders.

What do the indicators cover?

Doing Business measures the protection of minority investors from conflicts of interest through one set of indicators and shareholders' rights in corporate governance through another. The ranking of economies on the strength of minority investor protections is determined by sorting their distance to frontier scores for protecting minority investors. These scores are the simple average of the distance to frontier scores for the extent of conflict of interest regulation index and the extent of shareholder governance index. To make the data comparable across economies, a case study uses several assumptions about the business and the transaction.

The business (Buyer):

- Is a publicly traded corporation listed on the economy's most important stock exchange. If the number of publicly traded companies listed on that exchange is less than 10, or if there is no stock exchange in the economy, it is assumed that Buyer is a large private company with multiple shareholders.
- Has a board of directors and a chief executive officer (CEO) who may legally act on behalf of Buyer where permitted, even if this is not specifically required by law.
- Has a supervisory board (applicable to economies with a two-tier board system) on which 60% of the shareholder-elected members have been appointed by Mr. James, who is Buyer's controlling shareholder and a member of Buyer's board of directors.
- Has not adopted any bylaws or articles of association that differ from default minimum standards and does not follow any nonmandatory codes, principles, recommendations or guidelines

WHAT THE PROTECTING MINORITY INVESTORS INDICATORS MEASURE

Extent of disclosure index (0–10)

Review and approval requirements for related-party transactions; Disclosure requirements for related-party transactions

Extent of director liability index (0–10)

Ability of minority shareholders to sue and hold interested directors liable for prejudicial related-party transactions; Available legal remedies (damages, disgorgement of profits, fines, imprisonment, rescission of the transaction)

Ease of shareholder suits index (0–10)

Access to internal corporate documents; Evidence obtainable during trial and allocation of legal expenses

Extent of conflict of interest regulation index (0–10)

Simple average of the extent of disclosure, extent of director liability and ease of shareholder indices

Extent of shareholder rights index (0–10)

Shareholders' rights and role in major corporate decisions

Extent of ownership and control index (0–10)

Governance safeguards protecting shareholders from undue board control and entrenchment

Extent of corporate transparency index (0–10)

Corporate transparency on ownership stakes, compensation, audits and financial prospects

Extent of shareholder governance index (0–10)

Simple average of the extent of shareholders rights, extent of ownership and control and extent of corporate transparency indices

Strength of minority investor protection index (0–10)

Simple average of the extent of conflict of interest regulation and extent of shareholder governance indices

relating to corporate governance.

- Is a manufacturing company with its own distribution network.

The transaction involves the following details:

- Mr. James owns 60% of Buyer and elected two directors to Buyer's five-member board.
- Mr. James also owns 90% of Seller, a company that operates a chain of retail hardware stores. Seller recently closed a large number of its stores.
- Mr. James proposes that Buyer purchase Seller's unused fleet of trucks to expand Buyer's distribution of its food products, a proposal to which Buyer agrees. The price is equal to 10% of Buyer's assets and is higher than the market value.
- The proposed transaction is part of the company's ordinary course of business and is not outside the authority of the company.
- Buyer enters into the transaction. All required approvals are obtained, and all required disclosures made (that is, the transaction is not fraudulent).
- The transaction causes damages to Buyer. Shareholders sue Mr. James and the other parties that approved the transaction.

PROTECTING MINORITY INVESTORS

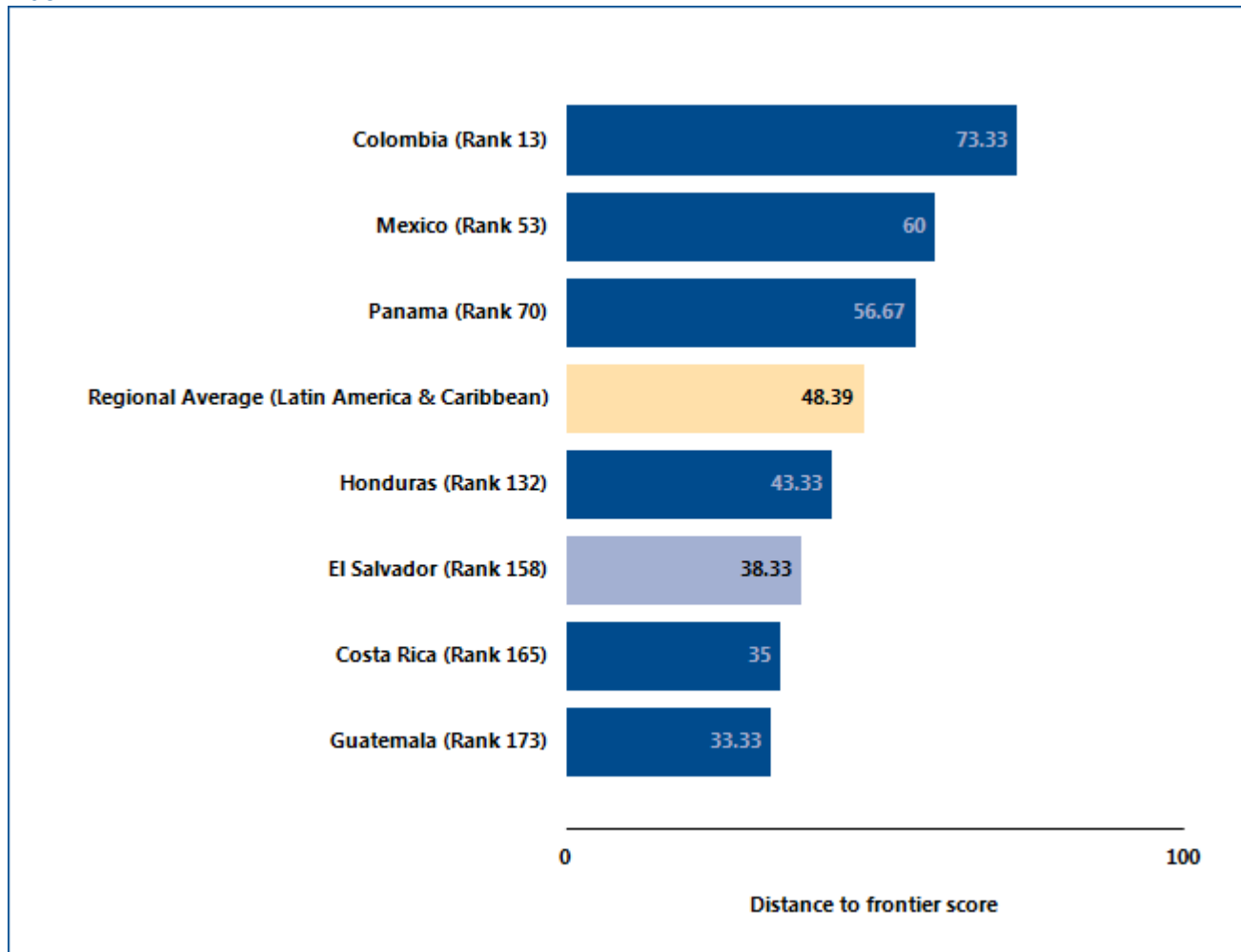
Where does the economy stand today?

How strong are minority investor protections against self-dealing in El Salvador? The economy has a score of 3.8 on the strength of minority investor protection index, with a higher score indicating stronger protections.

Globally, El Salvador stands at 158 in the ranking of 190 economies on the strength of minority investor

protection index (figure 7.1). While the indicator does not measure all aspects related to the protection of minority investors, a higher ranking does indicate that an economy's regulations offer stronger minority investor protections against self-dealing in the areas measured.

Figure 7.1 How El Salvador and comparator economies perform on the strength of minority investor protection index



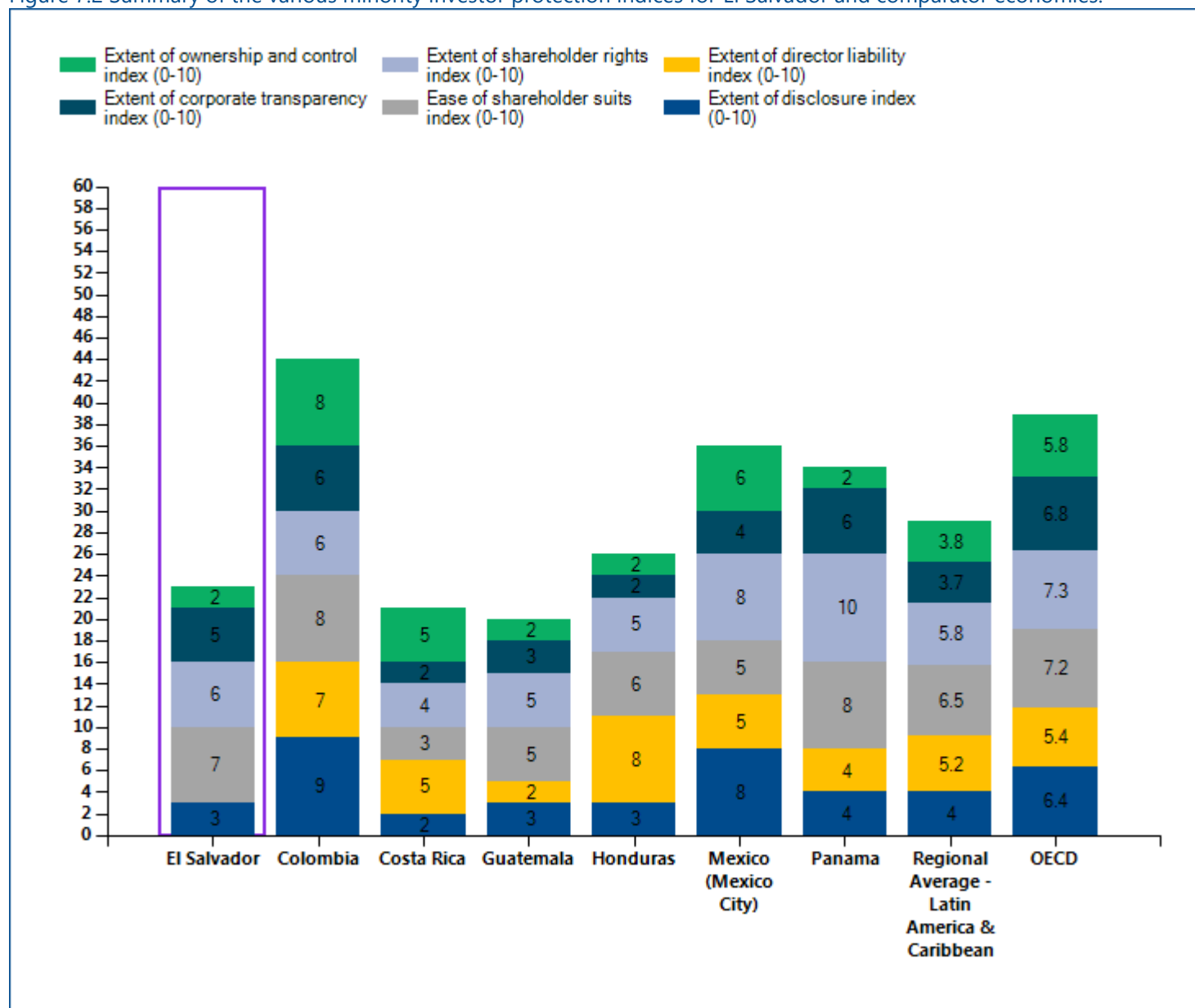
Source: Doing Business database.

PROTECTING MINORITY INVESTORS

One way to put an economy's scores on the protecting minority investors indicators into context is to see where the economy stands in the distribution of scores across comparator economies. Figure 7.2 highlights the scores on the various minority investor protection indices for El Salvador.

A summary of scoring for the protecting minority investors indicators at the end of this chapter provides details on how the indices were calculated.

Figure 7.2 Summary of the various minority investor protection indices for El Salvador and comparator economies.



Source: Doing Business database.

PROTECTING MINORITY INVESTORS

Economies with the strongest protections of minority investors from self-dealing require detailed disclosure and define clear duties for directors. They also have well-functioning courts and up-to-date procedural rules that give minority shareholders the means to prove their case and obtain a judgment within a reasonable time. As a

result, reforms to strengthen minority investor protections may move ahead on different fronts—such as through new or amended company laws, securities regulations or civil procedure rules. What minority investor protection reforms has *Doing Business* recorded in El Salvador (table 7.1)?

Table 7.1 How has El Salvador strengthened minority investor protections—or not?
By *Doing Business* report year from DB2011 to DB2017

DB year	Reform
DB2012	El Salvador strengthened investor protections by allowing greater access to corporate information during the trial.

Source: *Doing Business* database.

Note: For information on reforms in earlier years (back to DB2006), see the *Doing Business* reports for these years, available at <http://www.doingbusiness.org>.

PROTECTING MINORITY INVESTORS

What are the details?

The protecting minority investors indicators reported here for El Salvador are based on detailed information collected through a survey of corporate and securities lawyers about securities regulations, company laws and court rules of evidence and procedure. To construct the six indicators on minority investor protection, scores are assigned to each based on a range of conditions relating

to disclosure, director liability, shareholder suits, shareholder rights, ownership and control and corporate transparency in a standard case study (for more details, see the Data Notes section of the *Doing Business 2017* report). The summary below shows the details underlying the scores for El Salvador.

Table 7.2 Summary of scoring for the protecting minority investors indicators in El Salvador

	Answer	Score
Strength of minority investor protection index (0-10)		3.8
Extent of conflict of interest regulation index (0-10)		3.3
Extent of disclosure index (0-10)		3.0
Which corporate body is legally sufficient to approve the Buyer-Seller transaction? (0-3)	Shareholders excluding interested parties	3.0
Must Mr. James disclose his conflict of interest to the board of directors? (0-2)	No disclosure obligation	0.0
Must Buyer disclose the transaction in published periodic filings (annual reports)? (0-2)	No disclosure obligation	0.0
Must Buyer immediately disclose the transaction to the public and/or shareholders? (0-2)	No disclosure obligation	0.0
Must an external body review the terms of the transaction before it takes place? (0-1)	No	0.0
Extent of director liability index (0-10)		0.0
Can shareholders representing 10% of Buyer's share capital sue directly or derivatively for the damage the transaction caused to Buyer? (0-1)	No	0.0
Can shareholders hold the interested director liable for the damage the transaction caused to Buyer? (0-2)	Not liable	0.0
Can shareholders hold the other directors liable for the damage the transaction caused to Buyer (0-2)	Not liable	0.0
Must Mr. James pay damages for the harm caused to Buyer upon a successful claim by shareholders? (0-1)	No	0.0
Must Mr. James repay profits made from the transaction upon a successful claim by shareholders? (0-1)	No	0.0
Is Mr. James disqualified or fined and imprisoned upon a successful claim by shareholders? (0-1)	No	0.0
Can a court void the transaction upon a successful claim by shareholders? (0-2)	Only in case of fraud or bad faith	0.0
Ease of shareholder suits index (0-10)		7.0
Before suing can shareholders representing 10% of Buyer's share capital inspect the transaction documents? (0-1)	No	0.0
Can the plaintiff obtain any documents from the defendant and witnesses at trial? (0-3)	Any relevant document	3.0
Can the plaintiff request categories of documents from the	Yes	1.0

defendant without identifying specific ones? (0-1)		
Can the plaintiff directly question the defendant and witnesses at trial? (0-2)	Preapproved questions only	1.0
Is the level of proof required for civil suits lower than that of criminal cases? (0-1)	Yes	1.0
Can shareholder plaintiffs recover their legal expenses from the company? (0-2)	Yes if successful	1.0
Extent of shareholder governance index (0-10)		4.3
Extent of shareholder rights index (0-10)		6.0
Does the sale of 51% of Buyer's assets require shareholder approval?	No	0.0
Can shareholders representing 10% of Buyer's share capital call for an extraordinary meeting of shareholders?	Yes	1.0
Must Buyer obtain its shareholders' approval every time it issues new shares?	Yes	1.0
Do shareholders automatically receive preemption rights every time Buyer issues new shares?	Yes	1.0
Must shareholders approve the election and dismissal of the external auditor?	Yes	1.0
Are changes to the rights of a class of shares only possible if the holders of the affected shares approve?	No	0.0
Assuming that Buyer is a limited company, does the sale of 51% of its assets require member approval?	No	0.0
Assuming that Buyer is a limited company, can members representing 10% call for an extraordinary meeting of members?	No	0.0
Assuming that Buyer is a limited company, must all members consent to add a new member?	Yes	1.0
Assuming that Buyer is a limited company, must a member first offer to sell his interest to the existing members before selling to a non-member?	Yes	1.0
Extent of ownership and control index (0-10)		2.0
Is it forbidden to appoint the same individual as CEO and chair of the board of directors?	No	0.0
Must the board of directors include independent and nonexecutive board members?	No	0.0
Can shareholders remove members of the board of directors without cause before the end of their term?	Yes	1.0
Must the board of directors include a separate audit committee exclusively comprising board members?	No	0.0
Must a potential acquirer make a tender offer to all shareholders upon acquiring 50% of Buyer?	No	0.0
Must Buyer pay dividends within a maximum period set by law after the declaration date?	No	0.0
Is a subsidiary prohibited from acquiring shares issued by its parent company?	No	0.0
Assuming that Buyer is a limited company, is there a management deadlock breaking mechanism?	Yes	1.0
Assuming that Buyer is a limited company, must a potential acquirer make a tender offer to all shareholders upon acquiring 50% of Buyer?	No	0.0
Assuming that Buyer is a limited company, must Buyer	No	0.0

distribute profits within a maximum period set by law after the declaration date?		
Extent of corporate transparency index (0-10)		5.0
Must Buyer disclose direct and indirect beneficial ownership stakes representing 5%?	No	0.0
Must Buyer disclose information about board members' other directorships as well as basic information on their primary employment?	No	0.0
Must Buyer disclose the compensation of individual managers?	No	0.0
Must a detailed notice of general meeting be sent 21 days before the meeting?	No	0.0
Can shareholders representing 5% of Buyer's share capital put items on the agenda for the general meeting?	Yes	1.0
Must Buyer's annual financial statements be audited by an external auditor?	Yes	1.0
Must Buyer disclose its audit reports to the public?	Yes	1.0
Assuming that Buyer is a limited company, must members meet at least once a year?	No	0.0
Assuming that Buyer is a limited company, can members representing 5% put items on the meeting agenda?	Yes	1.0
Assuming that Buyer is a limited company, must Buyer's annual financial statements be audited by an external auditor?	Yes	1.0

Source: Doing Business database.

PAYING TAXES

Taxes are essential. The level of tax rates needs to be carefully chosen—and needless complexity in tax rules avoided. Firms in economies that rank better on the ease of paying taxes in the *Doing Business* study tend to perceive both tax rates and tax administration as less of an obstacle to business according to the World Bank Enterprise Survey research.

What do the indicators cover?

Using a case scenario, *Doing Business* records the taxes and mandatory contributions that a medium-size company must pay in a given year as well as measures of the administrative burden of paying taxes and contributions and dealing with postfiling processes. This case scenario uses a set of financial statements and assumptions about transactions made over the year. Information is also compiled on the frequency of filing and payments, time taken to comply with tax laws, time taken to comply with the requirements of postfiling processes and time waiting for these processes to be completed. The ranking of economies on the ease of paying taxes is determined by sorting their distance to frontier scores on the ease of paying taxes. These scores are the simple average of the distance to frontier scores for each of the four component indicators – number of tax payments, time, total tax rate and postfiling index – with a threshold and a nonlinear transformation applied to one of the component indicators, the total tax rate¹. If both VAT (or GST) and corporate income tax apply, the postfiling index is the simple average of the distance to frontier scores for each of the four components: the time to comply with a VAT or GST refund, the time to obtain a VAT or GST refund, the time to comply with a corporate income tax audit and the time to complete a corporate income tax audit. If only VAT (or GST) or corporate income tax applies, the postfiling index is the simple average of the scores for only the two components pertaining to the applicable tax. If neither VAT (or GST) nor corporate income tax

WHAT THE PAYING TAXES INDICATORS MEASURE

Tax payments for a manufacturing company in 2014 (number per year adjusted for electronic and joint filing and payment)

Total number of taxes and contributions paid, including consumption taxes (value added tax, sales tax or goods and service tax)

Method and frequency of filing and payment

Time required to comply with 3 major taxes (hours per year)

Collecting information and computing the tax payable

Completing tax return forms, filing with proper agencies

Arranging payment or withholding

Preparing separate tax accounting books, if required

Total tax rate (% of profit before all taxes)

Profit or corporate income tax

Social contributions and labor taxes paid by the employer

Property and property transfer taxes

Dividend, capital gains and financial transactions taxes

Waste collection, vehicle, road and other taxes

Postfiling Index

The time to comply with a VAT or GST refund

The time to receive a VAT or GST refund

The time to comply with a corporate income tax audit

The time to complete a corporate income tax audit

¹ The nonlinear distance to frontier for the total tax rate is equal to the distance to frontier for the total tax rate to the power of 0.8. The threshold is defined as the total tax rate at the 15th percentile of the overall distribution for all years included in the analysis up to and including *Doing Business 2015*, which is 26.1%. All economies with a total tax rate below this threshold receive the same score as the economy at the threshold.

applies, the postfiling index is not included in the ranking of the ease of paying taxes.

Taxes and mandatory contributions include corporate income tax, turnover tax and all labor taxes and contributions paid by the company. A range of standard deductions and exemptions are also recorded.

All financial statement variables are proportional to 2012 income per capita. To make the data comparable across economies, several assumptions are used.

TaxpayerCo is a medium-size business that started operations on January 1, 2014.

The business starts from the same financial position in each economy. All the taxes and mandatory contributions paid during the second year of operation are recorded.

Taxes and mandatory contributions are measured at all levels of government.

Assumptions about the VAT refund process:

- In June 2015, TaxpayerCo. makes a large capital purchase: one additional machine for manufacturing pots.
- The value of the machine is 65 times income per capita of the economy.
- Sales are equally spread per month (that is, 1,050 times income per capita divided by 12).
- Cost of goods sold are equally expensed per month (that is, 875 times income per capita divided by 12).
- The seller of the machinery is registered for VAT or general sales tax (GST).
- Excess input VAT incurred in June will be fully recovered after four consecutive months if the VAT or GST rate is the same for inputs, sales and the machine and the tax reporting period is every month.

Assumptions about the corporate income tax audit process:

- An error in the calculation of the income tax liability (for example, use of incorrect tax depreciation rates, or incorrectly treating an expense as tax deductible) leads to an incorrect income tax return and consequently an underpayment of corporate income tax.
- TaxpayerCo. discovered the error and voluntarily notified the tax authority of the error in the corporate income tax return.

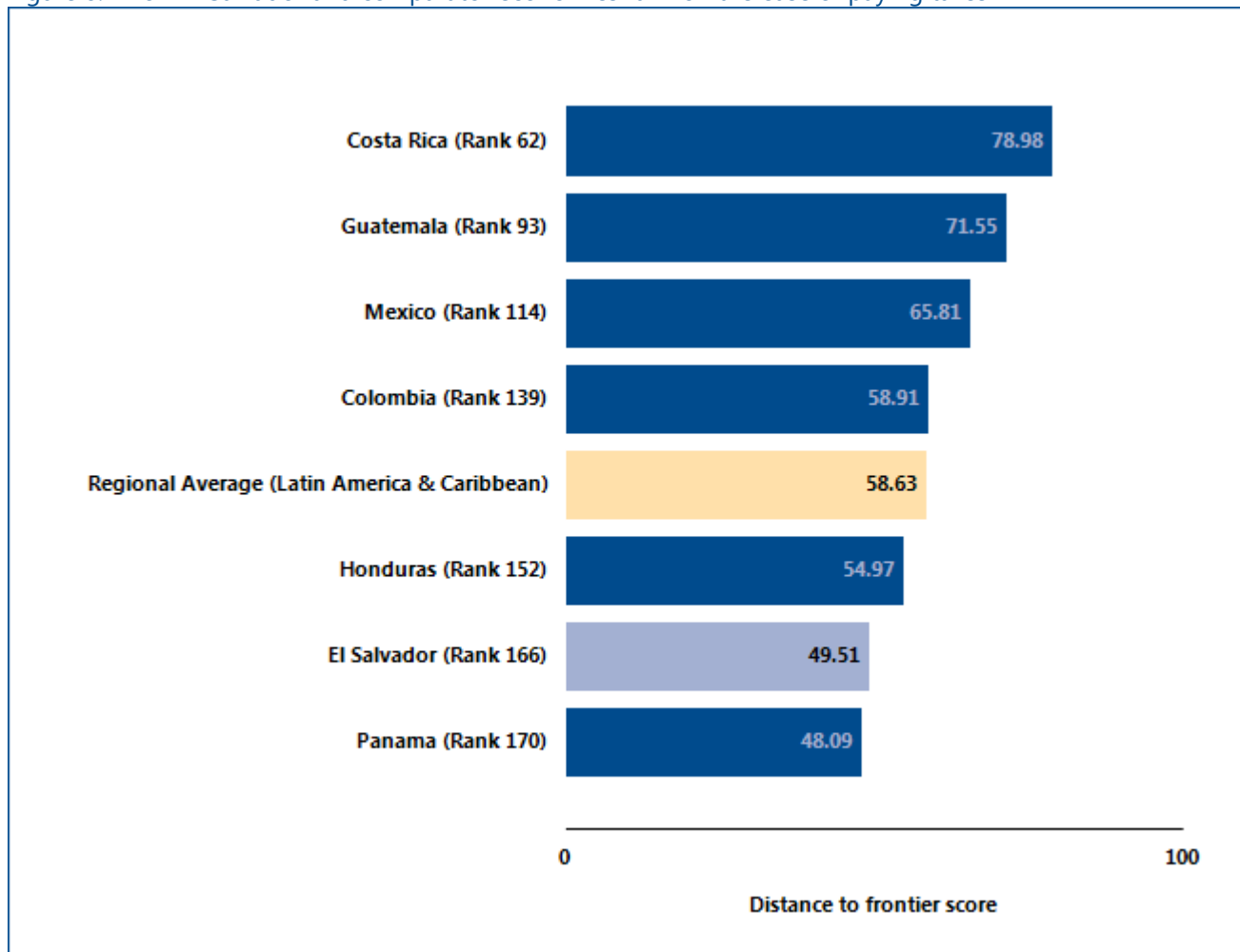
PAYING TAXES

Where does the economy stand today?

What is the administrative burden of complying with tax obligations and postfiling processes in El Salvador—and how much do firms pay in taxes? Globally, El Salvador stands at 166 in the ranking of 190 economies on the ease of paying taxes (figure 8.1). The rankings for comparator economies and the regional average ranking provide other useful information for assessing the tax compliance burden for businesses in El Salvador (see

table 8.2 and table 8.3 the end of this chapter for details). Most indicator sets refer to a case scenario in the largest business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities. See the chapter on distance to frontier and ease of doing business ranking at the end of this profile for more details.

Figure 8.1 How El Salvador and comparator economies rank on the ease of paying taxes



Source: *Doing Business* database.

PAYING TAXES

Economies around the world have made paying taxes faster, easier and less costly for businesses—such as by consolidating payments and filings of taxes, offering electronic systems for filing and payment, establishing taxpayer service centers or allowing for more deductions

and exemptions. Many have lowered tax rates. Changes have brought concrete results. Some economies simplifying tax payment and reducing rates have seen tax revenue rise. What tax reforms has *Doing Business* recorded in El Salvador (table 8.1)?

Table 8.1 How has El Salvador made paying taxes easier—or not?
By *Doing Business* report year from DB2011 to DB2017

DB year	Reform
DB2013	El Salvador introduced an alternative minimum tax.
DB2014	El Salvador made paying taxes more costly for companies by increasing the corporate income tax rate.
DB2017	El Salvador made paying taxes easier by encouraging the use of the electronic system for filing taxes.

Source: *Doing Business* database.

Note: For information on reforms in earlier years (back to DB2006), see the *Doing Business* reports for these years, available at <http://www.doingbusiness.org>.

PAYING TAXES

What are the details?

The indicators reported here for El Salvador are based on the taxes and contributions that would be paid by a standardized case study company used by *Doing Business* in collecting the data (see the section in this chapter on what the indicators cover). Tax practitioners are asked to review a set of financial statements as well as a standardized list of assumptions and transactions that the company completed during its 2nd year of operation. Respondents are asked how much taxes and mandatory contributions the business must pay, how these taxes are filed and paid, how much time taxpayers spend preparing, filing and paying three major taxes (profit taxes, labor taxes including mandatory contributions and consumption taxes) and how much time taxpayers spend complying with postfiling processes and waiting for these processes to be completed.

LOCATION OF STANDARDIZED COMPANY

City: San Salvador

The taxes and contributions paid are listed in table 8.2, along with the associated number of payments, time and tax rate.

The postfiling index is based on four components—the time to comply with a VAT or GST refund, the time to obtain a VAT or GST refund, the time to comply with a corporate income tax audit and the time to complete a corporate income tax audit. These components are based on expanded case study assumptions. If only VAT (or GST) or corporate income tax applies for an economy, the postfiling index is the simple average of the scores for only the two components pertaining to the applicable tax. If neither VAT (or GST) nor corporate income tax applies, the postfiling index is not included in the ranking of the ease of paying taxes.

Table 8.2 Summary of tax rates and administration

Tax or mandatory contribution	Payments (number)	Notes on payments	Time (hours)	Statutory tax rate	Tax base	Total tax rate (% of profit)	Notes on total tax rate
Employer paid - Social security contributions	12		84	7.5%	gross salaries	8.46	
Employer paid - Pension fund contributions (AFP)	0	jointly		6.75%	gross salaries	7.61	
Corporate income tax	13		80	30%	taxable profit	19.70	
Municipal tax	1			various rates	total assets	1.14	
Employer paid - Training tax (INSAFORP)	0	jointly		1%	gross salaries	1.13	
Capital gains tax	0	jointly		10%	capital gains	0.51	

Tax or mandatory contribution	Payments (number)	Notes on payments	Time (hours)	Statutory tax rate	Tax base	Total tax rate (% of profit)	Notes on total tax rate
Business license tax	1				fixed fee	0.16	
Vehicle taxes	1				fixed fee	0.08	
Fuel tax	1			20c per gallon	fuel consumption	0.00	
Value added tax (VAT)	12		84	13%	value added	0.00	not included
Employee paid - Social security contributions	0	jointly		3%	gross salaries	0.00	withheld
Employee paid - Pension fund contributions (AFP)	0	jointly		6.25%	gross salaries	0.00	withheld
Totals	41.0		248.0			38.8	

Source: Doing Business database.

TRADING ACROSS BORDERS

In today's globalized world, making trade between economies easier is increasingly important for business. Excessive use of paper documents, burdensome customs procedures, inefficient port operations and inadequate infrastructure all lead to extra costs and delays for exporters and importers, stifling trade potential.

What do the indicators cover?

Doing Business records the time and cost associated with the logistical process of exporting and importing goods. *Doing Business* measures the time and cost (excluding tariffs) associated with three sets of procedures—documentary compliance, border compliance and domestic transport—within the overall process of exporting or importing a shipment of goods. The ranking of economies on the ease of trading across borders is determined by sorting their distance to frontier scores for trading across borders. These scores are the simple average of the distance to frontier scores for the time and cost for documentary compliance and border compliance to export and import (domestic transport is not used for calculating the ranking).

To make the data comparable across economies, a few assumptions are made about the traded goods and the transactions:

Time

Time is measured in hours, and 1 day is 24 hours (for example, 22 days are recorded as $22 \times 24 = 528$ hours). If customs clearance takes 7.5 hours, the data are recorded as is. Alternatively, suppose that documents are submitted to a customs agency at 8:00 a.m., are processed overnight and can be picked up at 8:00 a.m. the next day. In this case the time for customs clearance would be recorded as 24 hours because the actual procedure took 24 hours.

WHAT THE TRADING ACROSS BORDERS

INDICATORS MEASURE FOR IMPORT & EXPORT

Documentary compliance

Obtaining, preparing and submitting documents during transport, clearance, inspections and port or border handling in origin economy

Obtaining, preparing and submitting documents required by destination economy and any transit economies

Covers all documents required by law and in practice, including electronic submissions of information as well as non-shipment-specific documents necessary to complete the trade

Border compliance

Customs clearance and inspections

Inspections by other agencies (if applied to more than 10% of shipments)

Port or border handling

Processing of documents during clearance, inspections and port or border handling.

Domestic transport

Loading and unloading of shipment at warehouse, dry port or border

Transport by most widely used mode between warehouse and terminal or dry port

Traffic delays and road police checks while shipment is en route

Cost

Insurance cost and informal payments for which no receipt is issued are excluded from the costs recorded. Costs are reported in U.S. dollars. Contributors are asked to convert local currency into U.S. dollars based on the exchange rate prevailing on the day they answer the questionnaire.

Assumptions of the case study

- For each of the 190 economies covered by *Doing Business*, it is assumed that a shipment travels from a warehouse in the largest business city of the exporting economy to a warehouse in the largest business city of the importing economy. For 11 economies the data are also collected, under the same case study assumptions, for the second largest business city.
- The import and export case studies assume different traded products. It is assumed that each economy imports a standardized shipment of 15 metric tons of containerized auto parts (HS 8708) from its natural import partner—the economy from which it imports the largest value (price times quantity) of auto parts. It is assumed that each economy exports the product of its comparative advantage (defined by the largest export value) to its natural export partner—the economy that is the largest purchaser of this product. Special products, such as precious metal and gems, live animals and pharmaceuticals are excluded from the list of possible export products, however, and the second largest product category is considered as needed.
- A shipment is a unit of trade. Export shipments do not necessarily need to be containerized, while import shipments of auto parts are assumed to be containerized.
- If government fees are determined by the value of the shipment, the value is assumed to be \$50,000.
- The product is new, not secondhand or used merchandise.
- The exporting firm is responsible for hiring and paying for a freight forwarder or customs broker (or both) and pays for all costs related to international shipping, domestic transport, clearance and mandatory inspections by customs and other government agencies, port or border handling, documentary compliance fees and the like for exports. The importing firm is responsible for the above costs for imports.
- The mode of transport is the one most widely used for the chosen export or import product and the trading partner, as is the seaport, airport or land border crossing.
- All electronic submissions of information requested by any government agency in connection with the shipment are considered to be documents obtained, prepared and submitted during the export or import process.
- A port or border is defined as a place (seaport, airport or land border crossing) where merchandise can enter or leave an economy.
- Government agencies considered relevant are agencies such as customs, port authorities, road police, border guards, standardization agencies, ministries or departments of agriculture or industry, national security agencies and any other government authorities.

TRADING ACROSS BORDERS

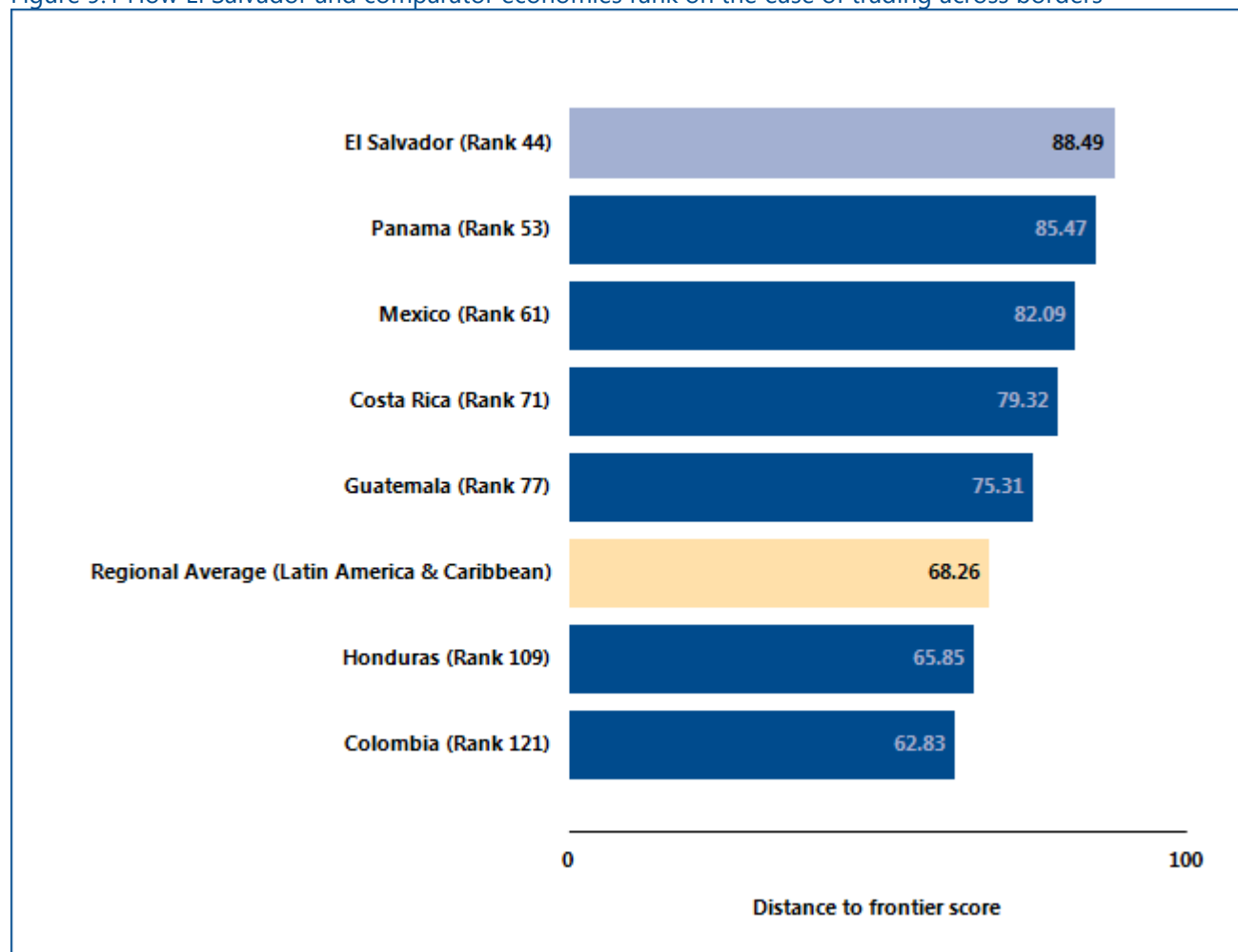
Where does the economy stand today?

The Trading across Borders indicator refers to a case study scenario of a warehouse in the largest business city of an economy (except for 11 economies for which the data are a population-weighted average of the 2 largest business cities) trading with the main import and export partner through the economy's main border crossing.

Globally, El Salvador stands at 44 in the ranking of 190 economies on the ease of trading across borders (figure 9.1).

While not included in the distance to frontier or ease of doing business ranking, data on domestic transportation is also recorded for all economies and provided in Table 9.3.

Figure 9.1 How El Salvador and comparator economies rank on the ease of trading across borders



Source: Doing Business database.

TRADING ACROSS BORDERS

In economies around the world, trading across borders as measured by *Doing Business* has become faster and easier over the years. Governments have introduced tools to facilitate trade—including single windows, risk-based inspections and electronic data interchange

systems. These changes help improve the trading environment and boost firms' international competitiveness. What trade reforms has *Doing Business* recorded in El Salvador (table 9.1)?

Table 9.1 How has El Salvador made trading across borders easier—or not?
By *Doing Business* report year from DB2011 to DB2017

DB year	Reform
DB2014	El Salvador made trading across borders easier by developing a one-stop shop for exporting and by implementing electronic data interchange systems.
DB2016	El Salvador increased the border compliance time for exporting and importing by adding an extra, nonintrusive inspection at the Anguiatú border crossing with Guatemala.

Source: *Doing Business* database.

Note: For information on reforms in earlier years (back to DB2006), see the *Doing Business* reports for these years, available at <http://www.doingbusiness.org>.

TRADING ACROSS BORDERS

What are the details?

The indicators reported here for El Salvador are based on a set of specific predefined procedures for trading a shipment of goods by the most widely used mode of transport (whether sea or land or some combination of these). The information on the time and cost to complete export and import is collected from local freight forwarders, customs brokers and traders.

LOCATION OF STANDARDIZED COMPANY

City: San Salvador

The details on the predefined set of procedures, and the associated time and cost, for exporting and importing a shipment of goods are listed in the summary below, along with the required documents.

Table 9.2 Summary of export and import time and cost for trading across borders in El Salvador

	El Salvador	Latin America & Caribbean
Time to export: Border compliance (hours)	38	63
Cost to export: Border compliance (USD)	128	527
Time to export: Documentary compliance (hours)	9	56
Cost to export: Documentary compliance (USD)	50	111
Time to import: Border compliance (hours)	40	65
Cost to import: Border compliance (USD)	128	685
Time to import: Documentary compliance (hours)	13	83
Cost to import: Documentary compliance (USD)	67	120

Source: *Doing Business* database.

Table 9.3 Summary of trading details, transport time and documents for trading across borders in El Salvador

	Export	Import
Product	HS 61 : Articles of apparel and clothing accessories, knitted or crocheted	HS 8708: Parts and accessories of motor vehicles
Trade partner	United States	United States
Border	Anguiatú border crossing	Anguiatú border crossing
Distance (km)	124	124
Domestic transport time (hours)	4	4
Domestic transport cost (USD)	400	400

Source: *Doing Business* database.

Note: Although *Doing Business* collects and publishes data on the time and cost for domestic transport, it does not use these

data in calculating the distance to frontier score for trading across borders or the ranking on the ease of trading across borders.

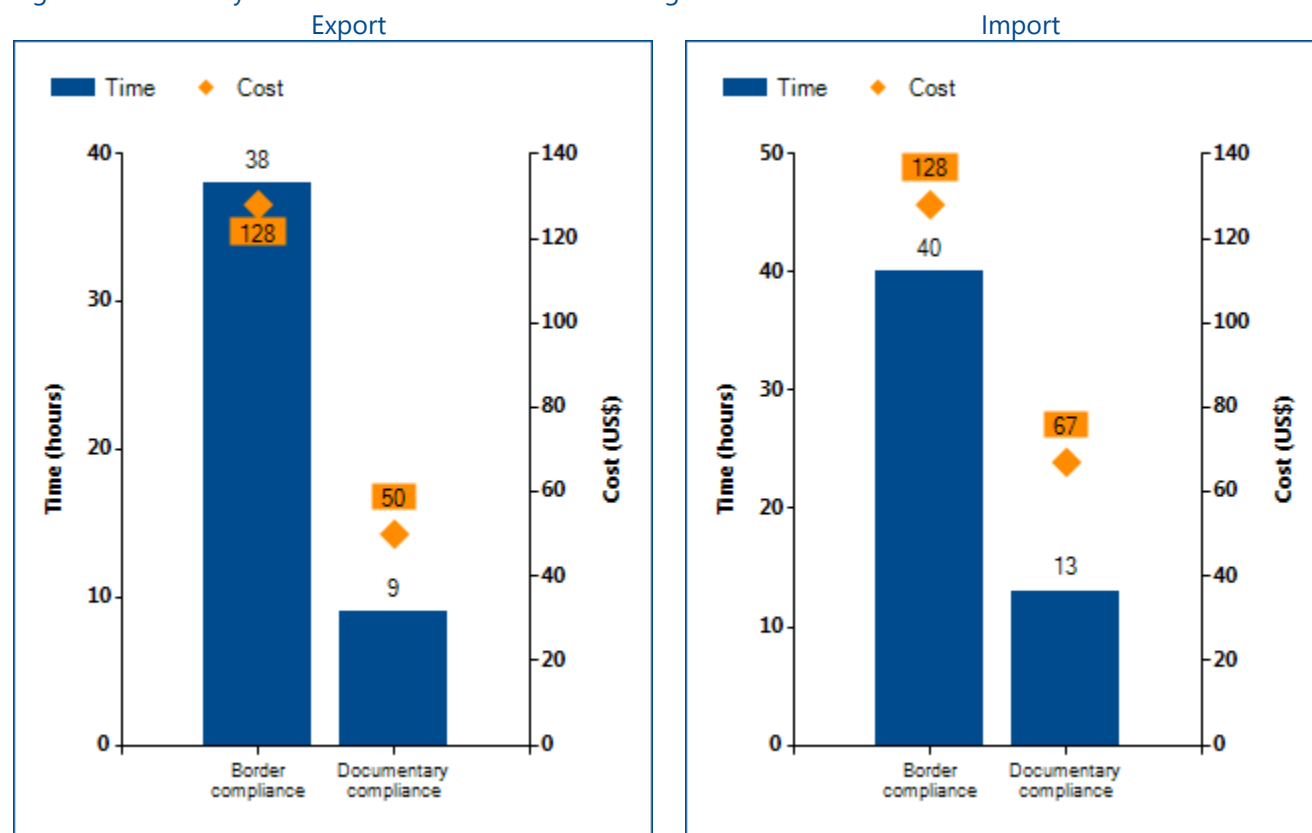
Documents to export
Commercial invoice
Packing list
Customs Export Declaration
Certificate of origin
Road Transport Document
Transit document
Bill of lading
Terminal handling receipt
Non-Intrusive Scanner Payment Receipt

Documents to import
Commercial invoice
Packing list
Customs Import Declaration
Certificate of origin
Transit Document
Bill of lading
Non-Intrusive Scanner Payment Receipt
Terminal Handling receipt
Road Transport Document

Source: *Doing Business* database.

Note: *Doing Business* continues to collect data on the number of documents needed to trade internationally. Unlike in previous years, however, these data are excluded from the calculation of the distance to frontier score and ranking. The time and cost for documentary compliance serve as better measures of the overall cost and complexity of compliance with documentary requirements than does the number of documents required.

Figure 9.2 Summary of El Salvador on the ease of trading across borders



Source: Doing Business database.

ENFORCING CONTRACTS

Effective commercial dispute resolution has many benefits. Courts are essential for entrepreneurs because they interpret the rules of the market and protect economic rights. Efficient and transparent courts encourage new business relationships because businesses know they can rely on the courts if a new customer fails to pay. Speedy trials are essential for small enterprises, which may lack the resources to stay in business while awaiting the outcome of a long court dispute.

What do the indicators cover?

Doing Business measures the time and cost for resolving a standardized commercial dispute through a local first-instance court. In addition, *Doing Business* measures the quality of judicial processes index, evaluating whether each economy has adopted a series of good practices that promote quality and efficiency in the court system. The ranking of economies on the ease of enforcing contracts is determined by sorting their distance to frontier scores. These scores are the simple average of the distance to frontier scores for each of the component indicators.

The dispute in the case study involves the breach of a sales contract between 2 domestic businesses. The case study assumes that the court hears an expert on the quality of the goods in dispute. This distinguishes the case from simple debt enforcement. To make the data comparable across economies, *Doing Business* uses several assumptions about the case:

- The dispute concerns a lawful transaction between two businesses (Seller and Buyer), both located in the economy's largest business city. For 11 economies the data are also collected for the second largest business city.
- The buyer orders custom-made goods, then fails to pay.
- The value of the dispute is 200% of the income per capita or the equivalent in local currency of USD 5,000, whichever is greater.

WHAT THE ENFORCING CONTRACTS

INDICATORS MEASURE

Time required to enforce a contract through the courts (calendar days)

- Time to file and serve the case
- Time for trial and to obtain the judgment
- Time to enforce the judgment

Cost required to enforce a contract through the courts (% of claim)

- Attorney fees
- Court fees
- Enforcement fees

Quality of judicial processes index (0-18)

- Court structure and proceedings (0-5)
- Case management (0-6)
- Court automation (0-4)
- Alternative dispute resolution (0-3)

- The seller sues the buyer before the court with jurisdiction over commercial cases worth 200% of income per capita or \$5,000.
- The seller requests a pretrial attachment to secure the claim.
- The dispute on the quality of the goods requires an expert opinion.
- The judge decides in favor of the seller; there is no appeal.
- The seller enforces the judgment through a public sale of the buyer's movable assets.

ENFORCING CONTRACTS

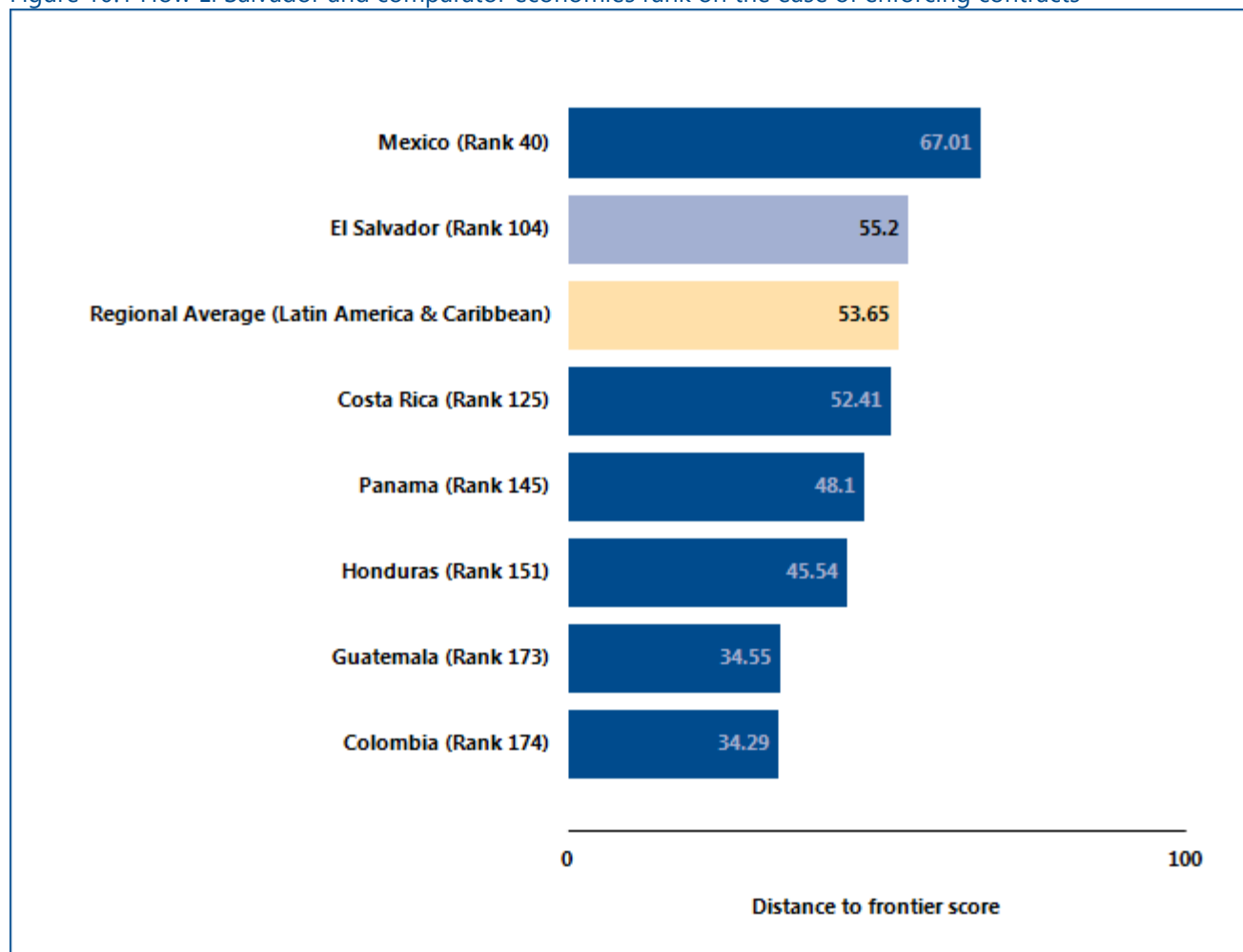
Where does the economy stand today?

How efficient is the process of resolving a commercial dispute through the courts in El Salvador? According to data collected by *Doing Business*, contract enforcement takes 786.0 days and costs 19.2% of the value of the claim. Most indicator sets refer to the largest business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities. See the chapter on distance to

frontier and ease of doing business ranking at the end of this profile for more details.

Globally, El Salvador stands at 104 in the ranking of 190 economies on the ease of enforcing contracts (figure 10.1). The rankings for comparator economies and the regional average provide other useful benchmarks for assessing the efficiency of contract enforcement in El Salvador.

Figure 10.1 How El Salvador and comparator economies rank on the ease of enforcing contracts



Source: *Doing Business* database.

ENFORCING CONTRACTS

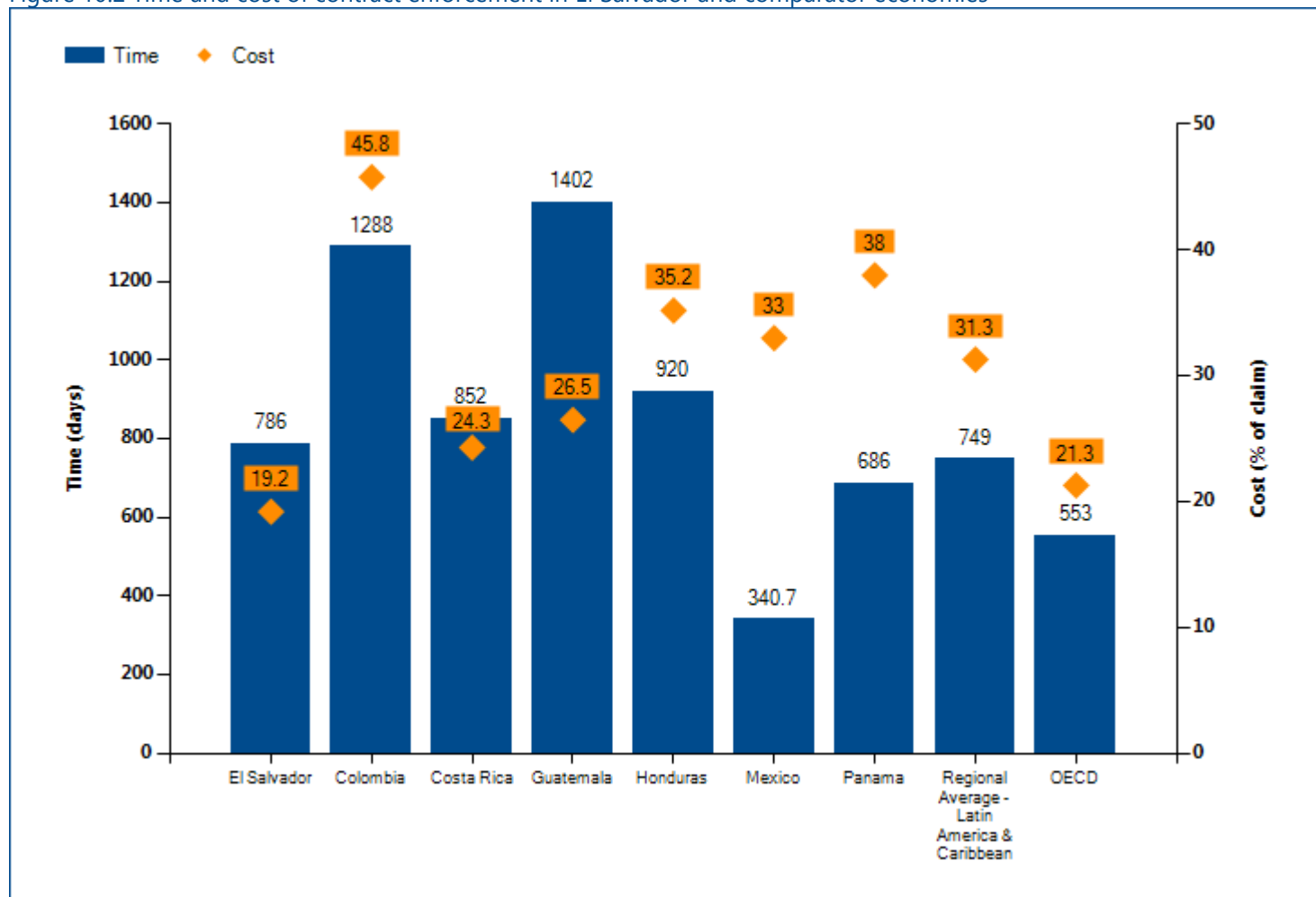
What are the details?

The data on time and cost reported here for El Salvador are built by following the step-by-step evolution of a commercial sale dispute within the court, under the assumptions about the case described above (figure 10.2). The time and cost of resolving the standardized dispute are identified through study of the codes of civil procedure and other court regulations, as well as through questionnaires completed by local litigation lawyers (and, in a quarter of the economies covered by *Doing Business*, by judges as well).

ECONOMY DETAILS

Claim value:	USD 7,641
Court name:	San Salvador Civil and Commercial Courts
City:	San Salvador

Figure 10.2 Time and cost of contract enforcement in El Salvador and comparator economies



Source: *Doing Business* database.

Table 10.2 Details on time and cost for enforcing contracts in El Salvador

Indicator	El Salvador	Latin America & Caribbean average
Time (days)	786	749
Filing and service	40	
Trial and judgment	381	
Enforcement of judgment	365	
Cost (% of claim)	19.2	31.3
Attorney fees	15.0	
Court fees	3.0	
Enforcement fees	1.2	

Source: Doing Business database.

ENFORCING CONTRACTS

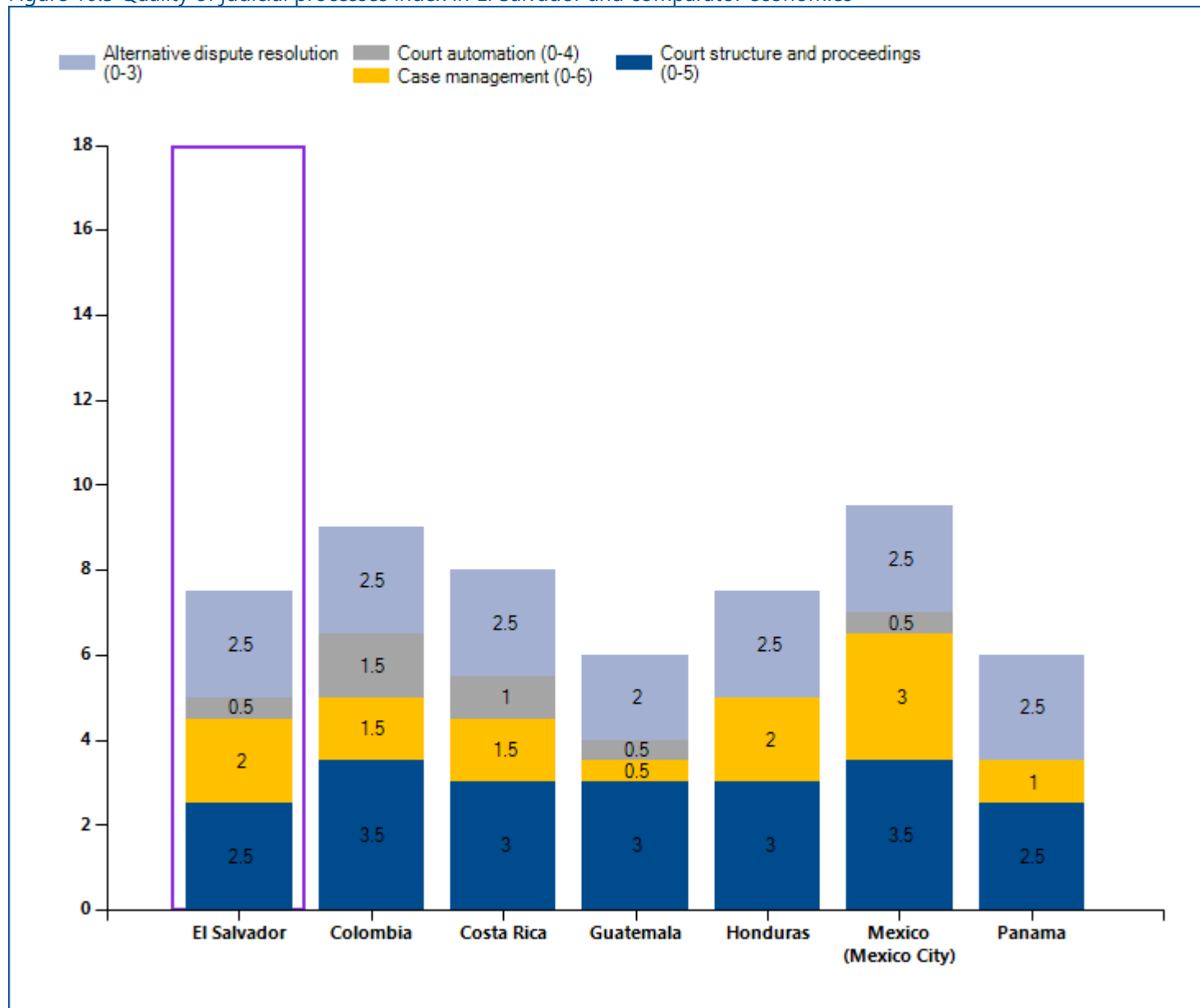
Quality of judicial processes index

The quality of judicial processes index measures whether each economy has adopted a series of good practices in its court system in four areas: court structure and proceedings, case management, court automation and alternative dispute resolution. The score on the quality of judicial processes index is the sum of the scores on these 4 sub-components. The index ranges from 0 to 18, with higher values indicating more efficient judicial processes.

The scores reported here show which of these good practices are available in El Salvador (figure 10.3).

This methodology was initially developed by Djankov and others (2003) and is adopted here with several changes. The quality of judicial processes index was introduced in *Doing Business 2016*. The good practices tested in this index were developed on the basis of internationally recognized good practices promoting judicial efficiency.

Figure 10.3 Quality of judicial processes index in El Salvador and comparator economies



Source: Doing Business database.

Table 10.3 Details of the quality of judicial processes index in El Salvador

	Answer	Score
Quality of judicial processes index (0-18)		7.5
Court structure and proceedings (0-5)		2.5
1. Is there a court or division of a court dedicated solely to hearing commercial cases?	No	0.0
2. Small claims court		1.0
2.a. Is there a small claims court or a fast-track procedure for small claims?	Yes	
2.b. If yes, is self-representation allowed?	No	
3. Is pretrial attachment available?	Yes	1.0
4. Are new cases assigned randomly to judges?	Yes, but manual	0.5
5. Does a woman's testimony carry the same evidentiary weight in court as a man's?	Yes	0.0
Case management (0-6)		2.0
1. Time standards		1.0
1.a. Are there laws setting overall time standards for key court events in a civil case?	Yes	
1.b. If yes, are the time standards set for at least three court events?	Yes	
1.c. Are these time standards respected in more than 50% of cases?	Yes	
2. Adjournments		0.0
2.a. Does the law regulate the maximum number of adjournments that can be granted?	No	
2.b. Are adjournments limited to unforeseen and exceptional circumstances?	Yes	
2.c. If rules on adjournments exist, are they respected in more than 50% of cases?	No	
3. Can two of the following four reports be generated about the competent court: (i) time to disposition report; (ii) clearance rate report; (iii) age of pending cases report; and (iv) single case progress report?	No	0.0
4. Is a pretrial conference among the case management techniques used before the competent court?	Yes	1.0
5. Are there any electronic case management tools in place within the competent court for use by judges?	No	0.0

	Answer	Score
6. Are there any electronic case management tools in place within the competent court for use by lawyers?	No	0.0
Court automation (0-4)		0.5
1. Can the initial complaint be filed electronically through a dedicated platform within the competent court?	No	0.0
2. Is it possible to carry out service of process electronically for claims filed before the competent court?	No	0.0
3. Can court fees be paid electronically within the competent court?	No	0.0
4. Publication of judgments		0.5
4.a Are judgments rendered in commercial cases at all levels made available to the general public through publication in official gazettes, in newspapers or on the internet or court website?	No	
4.b. Are judgments rendered in commercial cases at the appellate and supreme court level made available to the general public through publication in official gazettes, in newspapers or on the internet or court website?	Yes	
Alternative dispute resolution (0-3)		2.5
1. Arbitration		1.5
1.a. Is domestic commercial arbitration governed by a consolidated law or consolidated chapter or section of the applicable code of civil procedure encompassing substantially all its aspects?	Yes	
1.b. Are there any commercial disputes—aside from those that deal with public order or public policy—that cannot be submitted to arbitration?	No	
1.c. Are valid arbitration clauses or agreements usually enforced by the courts?	Yes	
2. Mediation/Conciliation		1.0
2.a. Is voluntary mediation or conciliation available?	Yes	
2.b. Are mediation, conciliation or both governed by a consolidated law or consolidated chapter or section of the applicable code of civil procedure encompassing substantially all their aspects?	Yes	
2.c. Are there financial incentives for parties to attempt mediation or conciliation (i.e., if mediation or conciliation is successful, a refund of court filing fees, income tax credits or the like)?	No	

Source: Doing Business database.

RESOLVING INSOLVENCY

A robust bankruptcy system functions as a filter, ensuring the survival of economically efficient companies and reallocating the resources of inefficient ones. Fast and cheap insolvency proceedings result in the speedy return of businesses to normal operation and increase returns to creditors. By clarifying the expectations of creditors and debtors about the outcome of insolvency proceedings, well-functioning insolvency systems can facilitate access to finance, save more viable businesses and sustainably grow the economy.

What do the indicators cover?

Doing Business studies the time, cost and outcome of insolvency proceedings involving domestic legal entities. These variables are used to calculate the recovery rate, which is recorded as cents on the dollar recovered by secured creditors through reorganization, liquidation or debt enforcement (foreclosure or receivership) proceedings. To determine the present value of the amount recovered by creditors, *Doing Business* uses the lending rates from the International Monetary Fund, supplemented with data from central banks and the Economist Intelligence Unit.

To make the data on the time, cost and outcome comparable across economies, several assumptions about the business and the case are used:

- A hotel located in the largest city (or cities) has 201 employees and 50 suppliers. The hotel experiences financial difficulties.
- The value of the hotel is 100% of the income per capita or the equivalent in local currency of USD 200,000, whichever is greater.
- The hotel has a loan from a domestic bank, secured by a mortgage over the hotel's real estate. The hotel cannot pay back the loan, but makes enough money to operate otherwise.

In addition, *Doing Business* evaluates the adequacy and integrity of the existing legal framework applicable to liquidation and reorganization proceedings through the strength of insolvency framework index. The index tests whether economies adopted internationally accepted good practices in four areas: commencement of proceedings,

WHAT THE RESOLVING INSOLVENCY INDICATORS MEASURE

Time required to recover debt (years)

Measured in calendar years

Appeals and requests for extension are included

Cost required to recover debt (% of debtor's estate)

Measured as percentage of estate value

Court fees

Fees of insolvency administrators

Lawyers' fees

Assessors' and auctioneers' fees

Other related fees

Outcome

Whether business continues operating as a going concern or business assets are sold piecemeal

Recovery rate for creditors

Measures the cents on the dollar recovered by secured creditors

Outcome for the business (survival or not) determines the maximum value that can be recovered

Official costs of the insolvency proceedings are deducted

Depreciation of furniture is taken into account

Present value of debt recovered

Strength of insolvency framework index (0-16)

Sum of the scores of four component indices:

Commencement of proceedings index (0-3)

Management of debtor's assets index (0-6)

Reorganization proceedings index (0-3)

Creditor participation index (0-4)

management of debtor's assets, reorganization proceedings and creditor participation.

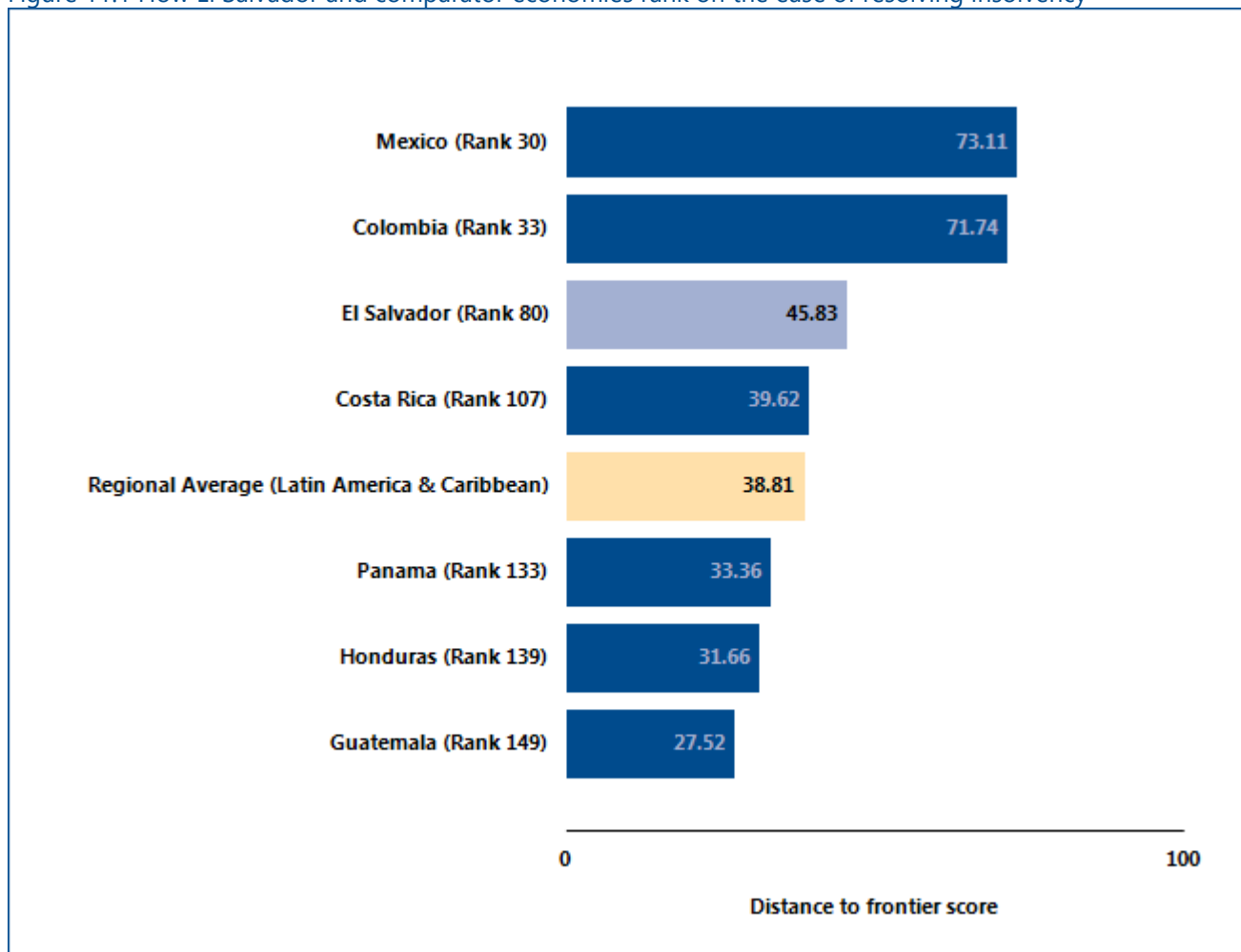
RESOLVING INSOLVENCY

Where does the economy stand today?

Globally, El Salvador stands at 80 in the ranking of 190 economies on the ease of resolving insolvency (figure 11.1). The ranking of economies on the ease of resolving insolvency is determined by sorting their distance to frontier scores for resolving insolvency. These scores are the simple average of the distance to frontier scores for the recovery rate and the strength of insolvency framework index. The resolving insolvency indicator does

not measure insolvency proceedings of individuals and financial institutions. The data are derived from questionnaire responses by local insolvency practitioners and verified through a study of laws and regulations as well as public information on bankruptcy systems.

Figure 11.1 How El Salvador and comparator economies rank on the ease of resolving insolvency



Source: Doing Business database.

RESOLVING INSOLVENCY

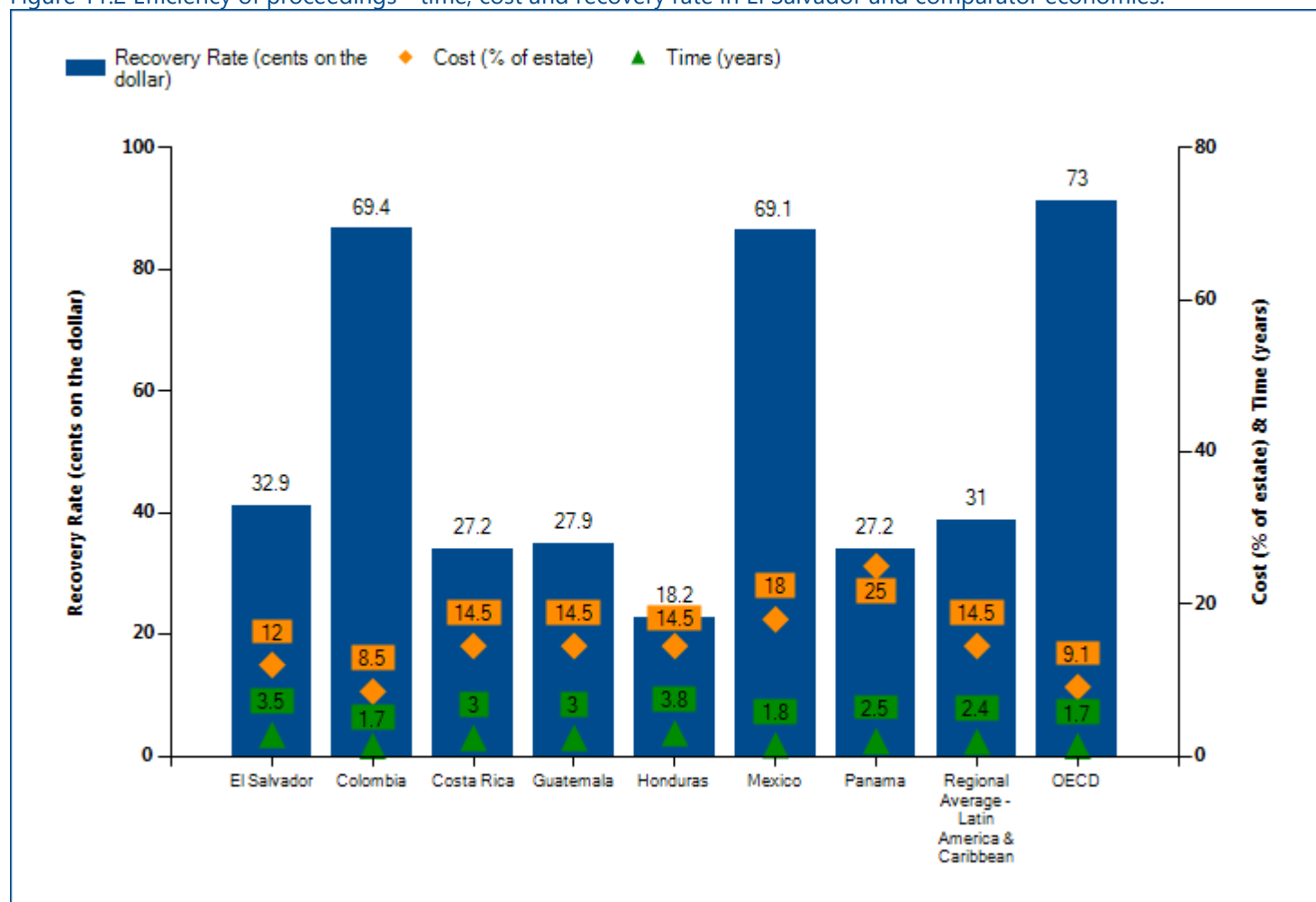
Recovery of debt in insolvency

Data on the time, cost and outcome refer to the most likely in-court insolvency procedure applicable under specific case study assumptions.

According to data collected by *Doing Business*, resolving insolvency takes 3.5 years on average and costs 12.0% of the debtor's estate, with the most likely outcome being that the company will be sold as piecemeal sale. The

average recovery rate is 32.9 cents on the dollar. Most indicator sets refer to a case scenario in the largest business city of an economy, except for 11 economies for which the data are a population-weighted average of the 2 largest business cities.

Figure 11.2 Efficiency of proceedings - time, cost and recovery rate in El Salvador and comparator economies.



Source: *Doing Business* database.

Note: The recovery rate is calculated based on the time, cost and outcome of insolvency proceedings involving domestic legal entities and is recorded as cents on the dollar recovered by secured creditors. The calculation takes into account the outcome: whether the business emerges from the proceedings as a going concern or the assets are sold piecemeal. Then the costs of the proceedings are deducted. Finally, the value lost as a result of the time the money remains tied up in insolvency proceedings is taken into account. The recovery rate is the present value of the remaining proceeds, based on end-2015 lending rates.

Table 11.1 Details of data on efficiency of insolvency proceedings in El Salvador

Indicator	Answer	Explanation
Proceeding	foreclosure	<p>After Mirage's default, the most likely scenario for BizBank would be to start a foreclosure proceeding in order to sell the estate used as collateral. Mirage would not be able to request any suspension of the enforcement action to avoid foreclosure because the law does not provide for this possibility.</p> <p>In a foreclosure procedure based on the Civil Procedure Code, the creditor would request the payment by filing a claim before the court. The debtor would have the opportunity to counter-claim. After that an approval to initiate foreclosure will be handed down by the Court and an order to set up an auction will be issued. Once the time allocated by law for appeal lapses, the court would appoint an auctioneer to sell the debtor's assets pledged as collateral in a public auction. The Court would subsequently validate the distribution of the debtor's assets among the creditors.</p>
Outcome	piecemeal sale	Because of the sale of the property through a public auction the hotel won't be able to continue operating and its assets will be sold separately.
Time (in years)	3.5	The foreclosure proceeding will take approximately 3.5 years in El Salvador from the moment of Mirage's default until the debt is repaid to the secured creditor. It will take 1 year until the approval to initiate foreclosure is handed down by the Court including all required notifications and the debtor's counter-claim. After that, it would take 2 years for the auction to take place (including the necessary time to appoint an auctioneer, the scheduling of the auction and the sale of the real estate). It will take additional 6 months for the judge to approve the sale.
Cost (% of estate)	12.0	<p>For a foreclosure proceeding, the estimate cost would be 12% of the value of Mirage's estate. The main component of the cost are the attorney's fees (8%). The rest (3%) will be appraisal and auctioneer's fees and fees of other professionals such as accountants (1%). In El Salvador, there are not judicial costs or cost related to service, since free access to justice is assured by the Constitution.</p>
Recovery rate: 32.9		

Source: Doing Business database.

LABOR MARKET REGULATION

Doing Business studies the flexibility of regulation of employment, specifically as it relates to the areas of hiring, working hours and redundancy. *Doing Business* also measures several aspects of job quality such as the availability of maternity leave, paid sick leave and the equal treatment of men and women at the workplace.

Doing Business 2017 presents the data for the labor market regulation indicators in an annex. The report does not present rankings of economies on these indicators or include the topic in the aggregate distance to frontier score or ranking on the ease of doing business. Detailed data collected on labor market regulation are available on the *Doing Business* website (<http://www.doingbusiness.org>). The data on labor market regulation are based on a detailed questionnaire on employment regulations that is completed by local lawyers and public officials. Employment laws and regulations as well as secondary sources are reviewed to ensure accuracy.

To make the data comparable across economies, several assumptions about the worker and the business are used.

The worker:

- Is a cashier in a supermarket or grocery store, age 19, with one year of work experience.
- Is a full-time employee.
- Is not a member of the labor union, unless membership is mandatory.

The business:

- Is a limited liability company (or the equivalent in the economy).
- Operates a supermarket or grocery store in the economy's largest business city. For 11 economies the data are also collected for the second largest business city.
- Has 60 employees.
- Is subject to collective bargaining agreements if such agreements cover more than 50% of the

food retail sector and they apply even to firms that are not party to them.

- Abides by every law and regulation but does not grant workers more benefits than those mandated by law, regulation or (if applicable) collective bargaining agreements.

LABOR MARKET REGULATION

What are the details?

The data reported here for El Salvador are based on a detailed survey of labor market regulation that is completed by local lawyers and public officials.

Employment laws and regulations as well as secondary sources are reviewed to ensure accuracy.

Hiring

Data on hiring cover five areas: (i) whether fixed-term contracts are prohibited for permanent tasks; (ii) the maximum cumulative duration of fixed-term contracts; (iii) the minimum wage for a cashier, age 19, with one year of work experience; and (iv) the ratio of the

minimum wage to the average value added per worker (the ratio of an economy's GNI per capita to the working-age population as a percentage of the total population).

Hiring	Data
Fixed-term contracts prohibited for permanent tasks?	Yes
Maximum length of a single fixed-term contract (months)	No limit
Maximum length of fixed-term contracts, including renewals (months)	No limit
Minimum wage applicable to the worker assumed in the case study (US\$/month)	213.0
Ratio of minimum wage to value added per worker	0.4

Source: Doing Business database.

LABOR MARKET REGULATION

Working hours

Data on working hours cover nine areas: i) the maximum number of working days allowed per week; (ii) the premium for night work (as a percentage of hourly pay); (iii) the premium for work on a weekly rest day (as a percentage of hourly pay); (iv) the premium for overtime work (as a percentage of hourly pay); (v) whether there are restrictions on night work; (vi) whether nonpregnant

and nonnursing women can work the same night hours as men*; (vii) whether there are restrictions on weekly holiday work; (viii) whether there are restrictions on overtime work; and (ix) the average paid annual leave for workers with 1 year of tenure, 5 years of tenure, and 10 years of tenure.

Working Hours	Data
Maximum number of working days per week	6.0
Premium for night work (% of hourly pay)	25.0
Premium for work on weekly rest day (% of hourly pay)	100.0
Premium for overtime work (% of hourly pay)	125.0
Restrictions on night work?	Yes
Whether nonpregnant and nonnursing women can work the same night hours as men	Yes
Restrictions on weekly holiday?	Yes
Restrictions on overtime work?	No
Paid annual leave for a worker with 1 year of tenure (working days)	11.0
Paid annual leave for a worker with 5 years of tenure (working days)	11.0
Paid annual leave for a worker with 10 years of tenure (working days)	11.0
Paid annual leave (average for workers with 1, 5 and 10 years of tenure, in working days)	11.0

Source: *Doing Business* database.

LABOR MARKET REGULATION

Redundancy rules

Data on redundancy cover nine areas: (i) the length of the maximum probationary period (in months) for permanent employees; (ii) whether redundancy is allowed as a basis for terminating workers; (iii) whether the employer needs to notify a third party (such as a government agency) to terminate one redundant worker; (iv) whether the employer needs to notify a third party to terminate a group of nine redundant workers; (v)

whether the employer needs approval from a third party to terminate one redundant worker; (vi) whether the employer needs approval from a third party to terminate a group of nine redundant workers; (vii) whether the law requires the employer to reassign or retrain a worker before making the worker redundant; (viii) whether priority rules apply for redundancies; and (ix) whether priority rules apply for reemployment.

Redundancy rules	Data
Maximum length of probationary period (months)	1.0
Dismissal due to redundancy allowed by law?	Yes
Third-party notification if one worker is dismissed?	No
Third-party approval if one worker is dismissed?	No
Third-party notification if nine workers are dismissed?	No
Third-party approval if nine workers are dismissed?	No
Retraining or reassignment obligation before redundancy?	No
Priority rules for redundancies?	No
Priority rules for reemployment?	No

Source: *Doing Business* database.

LABOR MARKET REGULATION

Redundancy cost

Redundancy cost measures the cost of advance notice requirements and severance payments due when terminating a redundant worker, expressed in weeks of salary. The average value of notice requirements and

severance payments applicable to a worker with 1 year of tenure, a worker with 5 years and a worker with 10 years is considered. One month is recorded as 4 and 1/3 weeks.

Redundancy cost indicator (in salary weeks)	Data
Notice period for redundancy dismissal for a worker with 1 year of tenure	0.0
Notice period for redundancy dismissal for a worker with 5 years of tenure	0.0
Notice period for redundancy dismissal for a worker with 10 years of tenure	0.0
Notice period for redundancy dismissal (average for workers with 1, 5 and 10 years of tenure)	0.0
Severance pay for redundancy dismissal for a worker with 1 year of tenure	4.3
Severance pay for redundancy dismissal for a worker with 5 years of tenure	21.4
Severance pay for redundancy dismissal for a worker with 10 years of tenure	42.9
Severance pay for redundancy dismissal (average for workers with 1, 5 and 10 years of tenure)	22.9

Source: Doing Business database.

LABOR MARKET REGULATION

Job quality

Doing Business introduced new data on job quality in 2015. *Doing Business* 2017 covers eight questions on job quality (i) whether the law mandates equal remuneration for work of equal value; (ii) whether the law mandates nondiscrimination based on gender in hiring; (iii) whether the law mandates paid or unpaid maternity leave; (iv) the minimum length of paid maternity leave (in calendar days); (v) whether employees on maternity

leave receive 100% of wages; (vi) the availability of five fully paid days of sick leave a year; (vii) whether a worker is eligible for an unemployment protection scheme after one year of service; and (viii) the minimum duration of the contribution period (in months) required for unemployment protection.

Job Quality	Data
Equal remuneration for work of equal value?	No
Gender nondiscrimination in hiring?	No
Paid or unpaid maternity leave mandated by law?	Yes
Minimum length of maternity leave (calendar days)?	112 days
Receive 100% of wages on maternity leave?	Yes
Five fully paid days of sick leave a year?	No
Unemployment protection after one year of employment?	No
Minimum contribution period for unemployment protection (months)?	n.a.

Source: *Doing Business* database.

DISTANCE TO FRONTIER AND EASE OF DOING BUSINESS RANKING

Doing Business presents results for two aggregate measures: the distance to frontier score and the ease of doing business ranking, which is based on the distance to frontier score. The ease of doing business ranking compares economies with one another; the distance to frontier score benchmarks economies with respect to regulatory best practice, showing the absolute distance to the best performance on each *Doing Business* indicator. When compared across years, the distance to frontier score shows how much the regulatory environment for local entrepreneurs in an economy has changed over time in absolute terms, while the ease of doing business ranking can show only how much the regulatory environment has changed relative to that in other economies.

Distance to Frontier

The distance to frontier score captures the gap between an economy's performance and a measure of best practice across the entire sample of 41 indicators for 10 *Doing Business* topics (the labor market regulation indicators are excluded). For starting a business, for example, New Zealand has the smallest number of procedures required (1), and New Zealand the shortest time to fulfill them (0.5 days). Slovenia has the lowest cost (0.0), and Australia, Colombia and 111 other economies have no paid-in minimum capital requirement (table 14.1 in the *Doing Business 2017* report).

Calculation of the distance to frontier score

Calculating the distance to frontier score for each economy involves two main steps. In the first step individual component indicators are normalized to a common unit where each of the 41 component indicators y (except for the total tax rate) is rescaled using the linear transformation $(\text{worst} - y)/(\text{worst} - \text{frontier})$. In this formulation the frontier represents the best performance on the indicator across all economies since 2005 or the third year in which data for the indicator were collected. Both the best performance and the worst performance are established every five years based on the *Doing Business* data for the year in which they are established, and remain at that level for the five years regardless of any changes in data in interim years. Thus an economy may set the frontier for an indicator

even though it is no longer at the frontier in a subsequent year.

For scores such as those on the strength of legal rights index or the quality of land administration index, the frontier is set at the highest possible value. For the total tax rate, consistent with the use of a threshold in calculating the rankings on this indicator, the frontier is defined as the total tax rate at the 15th percentile of the overall distribution for all years included in the analysis up to and including *Doing Business 2015*. For the time to pay taxes the frontier is defined as the lowest time recorded among all economies that levy the three major taxes: profit tax, labor taxes and mandatory contributions, and value added tax (VAT) or sales tax. For the different times to trade across borders, the frontier is defined as 1 hour even though in many economies the time is less than that.

In the same formulation, to mitigate the effects of extreme outliers in the distributions of the rescaled data for most component indicators (very few economies need 700 days to complete the procedures to start a business, but many need 9 days), the worst performance is calculated after the removal of outliers. The definition of outliers is based on the distribution for each component indicator. To simplify the process two rules were defined: the 95th percentile is used for the indicators with the most dispersed distributions (including minimum capital, number of payments to pay taxes, and the time and cost indicators), and the 99th percentile is used for number of procedures. No outlier is removed for component indicators bound by definition or construction, including legal index scores (such as the depth of credit information index, extent of conflict of interest regulation index and strength of insolvency framework index) and the recovery rate (figure 14.1 in the *Doing Business 2017* report).

In the second step for calculating the distance to frontier score, the scores obtained for individual indicators for each economy are aggregated through simple averaging into one distance to frontier score, first for each topic and then across all 10 topics: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts and resolving insolvency. More complex aggregation methods—such as principal components and unobserved components—yield a ranking nearly

identical to the simple average used by *Doing Business*². Thus *Doing Business* uses the simplest method: weighting all topics equally and, within each topic, giving equal weight to each of the topic components³.

An economy's distance to frontier score is indicated on a scale from 0 to 100, where 0 represents the worst performance and 100 the frontier. All distance to frontier calculations are based on a maximum of five decimals. However, indicator ranking calculations and the ease of doing business ranking calculations are based on two decimals.

The difference between an economy's distance to frontier score in any previous year and its score in 2017 illustrates the extent to which the economy has closed the gap to the regulatory frontier over time. And in any given year the score measures how far an economy is from the best performance at that time.

Treatment of the total tax rate

The total tax rate component of the paying taxes indicator set enters the distance to frontier calculation in a different way than any other indicator. The distance to frontier score obtained for the total tax rate is transformed in a nonlinear fashion before it enters the distance to frontier score for paying taxes. As a result of the nonlinear transformation, an increase in the total tax rate has a smaller impact on the distance to frontier score for the total tax rate—and therefore on the distance to frontier score for paying taxes—for economies with a below-average total tax rate than it would have had before this approach was adopted in *Doing Business 2015* (line B is smaller than line A in figure 14.2 of the *Doing Business 2017* report). And for economies with an extreme total tax rate (a rate that is very high relative to the average), an increase has a greater impact on both these distance to frontier scores than it would have had before (line D is bigger than line C in figure 14.2 of the *Doing Business 2017* report).

The nonlinear transformation is not based on any economic theory of an "optimal tax rate" that minimizes distortions or maximizes efficiency in an economy's overall tax system. Instead, it is mainly empirical in nature. The nonlinear transformation along with the threshold reduces the bias in the indicator toward economies that do not need to levy significant taxes on companies like the *Doing Business* standardized case study company because they raise public revenue in other ways—for example, through taxes on foreign companies, through taxes on sectors other than manufacturing or from natural resources (all of which are outside the scope of the methodology). In addition, it acknowledges the need of economies to collect taxes from firms.

Calculation of scores for economies with 2 cities covered

For each of the 11 economies in which *Doing Business* collects data for the second largest business city as well as the largest one, the distance to frontier score is calculated as the population-weighted average of the distance to frontier scores for these two cities (table 13.1). This is done for the aggregate score, the scores for each topic and the scores for all the component indicators for each topic.

² See Djankov, Manraj and others (2005). Principal components and unobserved components methods yield a ranking nearly identical to that from the simple average method because both these methods assign roughly equal weights to the topics, since the pairwise correlations among indicators do not differ much. An alternative to the simple average method is to give different weights to the topics, depending on which are considered of more or less importance in the context of a specific economy.

³ For getting credit, indicators are weighted proportionally, according to their contribution to the total score, with a weight of 60% assigned to the strength of legal rights index and 40% to the depth of credit information index. Indicators for all other topics are assigned equal weights

Table 13.1 Weights used in calculating the distance to frontier scores for economies with 2 cities covered

Economy	City	Weight (%)
Bangladesh	Dhaka	78
	Chittagong	22
Brazil	São Paulo	61
	Rio de Janeiro	39
China	Shanghai	55
	Beijing	45
India	Mumbai	47
	Delhi	53
Indonesia	Jakarta	78
	Surabaya	22
Japan	Tokyo	65
	Osaka	35
Mexico	Mexico City	83
	Monterrey	17
Nigeria	Lagos	77
	Kano	23
Pakistan	Karachi	65
	Lahore	35
Russian Federation	Moscow	70
	St. Petersburg	30
United States	New York	60
	Los Angeles	40

Source: United Nations, Department of Economic and Social Affairs, Population Division, World Urbanization Prospects, 2014 Revision. <http://esa.un.org/unpd/wup/CD-ROM/Default.aspx>.

Economies that improved the most across 3 or more *Doing Business* topics in 2015/16

Doing Business 2017 uses a simple method to calculate which economies improved the ease of doing business

the most. First, it selects the economies that in 2015/16 implemented regulatory reforms making it easier to do business in 3 or more of the 10 topics included in this year's aggregate distance to frontier score. Twenty-nine economies meet this criterion: Algeria; Azerbaijan; Bahrain; Belarus; Brazil; Brunei Darussalam; Burkina Faso; Côte d'Ivoire; Georgia; India; Indonesia; Kazakhstan; Kenya; Madagascar; Mali; Mauritania; Morocco; Niger; Pakistan; Poland; Senegal; Serbia; Singapore; Thailand; Togo; Uganda; the United Arab Emirates; Uzbekistan and Vanuatu. Second, *Doing Business* sorts these economies on the increase in their distance to frontier score from the previous year using comparable data.

Selecting the economies that implemented regulatory reforms in at least three topics and had the biggest improvements in their distance to frontier scores is intended to highlight economies with ongoing, broad-based reform programs. The improvement in the distance to frontier score is used to identify the top improvers because this allows a focus on the absolute improvement—in contrast with the relative improvement shown by a change in rankings—that economies have made in their regulatory environment for business.

Ease of *Doing Business* ranking

The ease of doing business ranking ranges from 1 to 190. The ranking of economies is determined by sorting the aggregate distance to frontier scores, rounded to 2 decimals.

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Doing Business 2017 is the 14th in a series of annual reports investigating the regulations that enhance business activity and those that constrain it. The report provides quantitative indicators covering 11 areas of the business environment in 190 economies. The goal of the *Doing Business* series is to provide objective data for use by governments in designing sound business regulatory policies and to encourage research on the important dimensions of the regulatory environment for firms.



ISBN 978-1-4648-0948-4



SKU 210948