

## TAXATION AND ITS IMPACTS ON ENTREPRENEURSHIP: THE CASE OF MICRO AND SMALL BUSINESSES MARABÁ-PA

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### SUMMARY

This study investigated the impacts of the tax burden and fiscal bureaucracy on micro and small businesses in Marabá-PA. The complexity of the Brazilian tax system emerges as a significant obstacle to development of local entrepreneurship, especially affecting businesses with limited resources and little technical structure. The objective was to analyze how taxation influences the management and sustainability of these companies, in addition to understanding entrepreneurs' perceptions of public policies supporting the sector. The research followed a qualitative approach and exploratory character, with the application of semi-structured questionnaires to local entrepreneurs. The results revealed that many are unaware of basic aspects of tax legislation and face difficulties, including with the Simples Nacional regime, which, although simplified, demands control rigorous. It was also observed that the majority manage tax obligations empirically, without support technical, compromising the financial health of the business. A negative perception was also identified regarding the effectiveness of public policies, with low participation in training programs or access to incentives. It is concluded that taxation directly impacts decision-making, competitiveness and the permanence of micro and small businesses in the market. Therefore, the importance of tax simplification measures, actions educational activities aimed at fiscal management and strengthening public policies as ways to stimulate regional economic development.

**Keywords:** Simples Nacional, fiscal management, public policies, bureaucracy, regional development.

### ABSTRACT

This study investigated the impacts of the tax burden and fiscal bureaucracy on micro and small businesses in Marabá-PA. The complexity of the Brazilian tax system appears as a significant obstacle to the development of local entrepreneurship, especially affecting businesses with limited resources and little technical structure. The objective was to analyze how taxation influences the management and sustainability of these companies, in addition to understanding the entrepreneurs' perception of public policies to support the sector. The research followed a qualitative and exploratory approach, with the application of semi-structured questionnaires to local entrepreneurs. The results revealed that many are unaware of basic aspects of tax legislation and face difficulties, including with the Simples Nacional regime, which, although simplified, requires strict control. It was also observed that the majority manage tax obligations empirically, without technical support, compromising the financial health of the businesses. A negative perception regarding the effectiveness of public policies was also identified, with low participation in training programs or access to incentives. It is concluded that taxation directly impacts decision-making, competitiveness and the permanence of micro and small businesses in the market.

Therefore, the importance of tax simplification measures, educational actions focused on fiscal management and strengthening of public policies as ways to stimulate regional economic development is highlighted.

**Keywords:** Simples Nacional, fiscal management, public policies, bureaucracy, regional development.

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## INITIAL CONSIDERATIONS

Entrepreneurship plays a fundamental role in development economic development of Marabá-PA, being a driver of innovation and job creation in the region. Recently, the meeting between Pará and French Guiana, held at the Sebrae headquarters in Belém, highlighted the relevance of innovative management practices, which can also be applied in cities such as Marabá. The event reinforced entrepreneurship as a driver for regional economic growth (AMORIM, 2024). According to a survey by National Confederation of Shopkeepers (CNDL) and the Credit Protection Service (SPC Brasil), 96% of Brazilian businesspeople point out the high taxes and complexity of tax system as barriers to the growth of their businesses (CNDL/SPC Brasil, 2020).

However, the reality faced by small businesses in Marabá is marked by significant challenges. As highlighted by the CNDL Institute (2024), these fiscal difficulties represent significant obstacles that compromise competitiveness and sustainability of business, especially for smaller companies (CNDL, 2024). Given this scenario, the following question arises: how does the high tax burden impact the development of micro and small businesses in Marabá-PA?

This work is justified by the high tax burden and excessive bureaucracy, which make it difficult to open and close companies, in addition to impacting hiring and employee retention. These factors discourage the formalization of new businesses and compromise the generation of jobs and income in Marabá, which represents a barrier to local economic development. Although there are studies on tax issues and policies in similar contexts, there is still a gap in understanding how these challenges directly affect the entrepreneurial environment in Marabá (PORTILHO, 2021).

Given this context, the general objective of this article is: to analyze the fiscal challenges, caused by the tax burden and government support for micro and small businesses of Marabá-PA. Specific Objectives: A) Identify the taxes that most impact the growth of micro and small businesses in Marabá-PA; B) Evaluate the effectiveness of policies existing public policies aimed at micro and small businesses in Marabá-PA; C) Suggest improvements in public policies and support strategies to alleviate the tax burden and bureaucratic structure on micro and small businesses in Marabá-PA. This more direct structure facilitates understanding of the research focus. This study is relevant because of the urgency of creating a more efficient and favorable business environment, allowing local entrepreneurs

play a central role in the regional economy and contribute to job creation and economic growth.

This study uses an applied methodology, with an approach qualitative and exploratory." This way, it is easier for the reader to follow the steps of the work. Data collection was carried out through a field survey, using questionnaires distributed digitally through Google Forms. In addition, a survey was carried out a literature review to theoretically support the work. The data obtained with the questionnaires were analyzed using the content analysis technique, allowing identify patterns and trends in the responses. The methodological approach followed the method inductive, starting from observations and empirical data collected to formulate conclusions that reflect the experiences of the participants.

## THEORETICAL BASIS

The choice of tax regime directly influences the financial health of companies, mainly micro and small businesses. Given this, it becomes essential to understand how tax burden interferes with the sustainability of these businesses. This analysis is part of the challenges faced by entrepreneurship in Brazil, especially with regard to access to credit and tax management.

### **Challenges of entrepreneurship in Brazil: the impact of taxation and access to credit in micro and small businesses**

Entrepreneurship is the process of transforming ideas into opportunities and creating successful businesses. Dornelas (2014) defines it as the conversion of innovative concepts in concrete practices. Chiavenato (2012) adds that the entrepreneur initiates, dynamizes or take on a business, taking risks and focusing on innovation. The concept also applies to the corporate environment, characterizing intrapreneurship (FABRETE, 2019, p. 4).

Micro and small enterprises (MSEs) are essential to the Brazilian economy, representing 99% of enterprises and generating more than 50% of formal jobs (SEBRAE, 2021). They operate in specific niches, strengthen the domestic market and promote economic stability. However, they face significant tax challenges. Brazil has one of the most complex tax systems in the world, overloading SMEs, especially those that lack an accounting structure (IBPT, 2020). The disproportionality of taxation makes it difficult to formalize and maintain businesses.

Another obstacle is access to credit. Despite their economic relevance, SMEs face difficulties in obtaining financing due to lack of collateral, high cost of credit and bureaucracy. Interest rates for small businesses are higher than for large companies, limiting investment in innovation (Central Bank, 2024). Strict legislation and banking distrust increase these obstacles.

The tax system, formed by rules and regulations that determine the collection of taxes, is extremely complex. Its intricate web of rules poses challenges both for taxpayers and for public administration (PEREIRA, 2018, p. 45). The economic modernization, combined with globalization, intensifies this complexity, making more sophisticated financial transactions and requiring adapted regulations (Kethlen Buenos, Moreira and Luiz, 2023; Coelho, 2016).

In Brazil, this complexity is increased by the tax fragmentation between the Union, states and municipalities. Each sphere has its own rules, making it difficult to comply with tax obligations, especially for companies operating in different jurisdictions (Coelho, 2016). This fragmentation increases compliance costs, discourages investment and creates barriers operational.

### **Taxation and tax burden in Brazil**

Tax collection in Brazil has deep roots, dating back more than three millennia, with records in ancient civilizations, such as the Hebrews, Romans and Asians, and even even in the laws of Hammurabi and Manu. In Brazil, the tax system began with the arrival of Portuguese colonization, when the collection of the "Fifth" on the exploitation of the brazilwood. Over time, the system expanded to include taxes on metals precious, fishing and agricultural products, and later, with the arrival of the royal family in 19th century, underwent a reorganization. This process of tax evolution continued to be regulated by several constitutions, with emphasis on that of 1824, which established the principle of contribution according to wealth, and culminated in the National Tax Code (CTN) of 1966, consolidated by the Constitution of 1988 (CLARA, 2019).

According to art. 3 of the CTN, tax is any compulsory pecuniary payment, in currency or equivalent value, which does not constitute a sanction for an unlawful act, established by law and charged through linked administrative activity. The Federal Constitution, in its art. 150, establishes that tax collection can only be carried out based on a law specific, ensuring that any increase or institution of taxes must be supported by legal standards. The form of alteration of taxes can occur through laws complementary, ordinary or provisional measures, always respecting the limits imposed by legislation.

The Brazilian tax system, in turn, is considered highly complex, as pointed out by the Federal Court of Auditors (TCU, 2021). This is due to the distribution responsibility for the creation and collection of taxes between the Union, states, District Federal and municipalities. Each of these federative entities has the authority to establish their own own taxes, with emphasis on indirect taxes on consumption, such as IPI, PIS/COFINS, ICMS and ISS, which can be charged both at the origin and destination. However, this division of responsibilities often generates tax conflicts between entities and increases bureaucracy, raising tax compliance costs for companies. Studies

point out that a significant percentage of small businesses close their activities in first year, with the tax burden being one of the determining factors for the unfeasibility financial structure of these companies (Gregório; Santana, 2023). The lack of a single consolidation of the tax legislation and the slowness of tax litigation contribute to inefficiency in management and collection, compromising the effectiveness of the system.

As highlighted by Celso de Barros Correia Neto, Legislative Consultant for Area III (Tax Law and Taxation), "the National Tax System is formed by a set of norms that are organized in a hierarchical manner, where the provisions of the Constitution are the basis for the creation of laws and decrees that regulate taxes in each sphere of power public" (Fernandes, 2019). This arrangement aims to ensure that tax collection is carried out fairly and in accordance with constitutional principles, respecting the autonomy of the federative entities. However, the complexity of the Brazilian tax system poses significant challenges to micro and small businesses, which often face difficulties in meeting their tax obligations, resulting in high operating costs (Gregory; Santana, 2023).

The Union has the power to establish taxes that affect the entire nation. This includes federal taxes, such as Income Tax (IR), Tax on Industrialized Products (IPI) and social contributions, such as PIS/COFINS. The National Tax Code (CTN) is the basis for the creation and regulation of these taxes, establishing general standards that must be followed throughout the national territory.

States have autonomy to establish taxes that apply within their jurisdictions. borders, with emphasis on ICMS (Tax on Circulation of Goods and Services), an essential tax for state revenue. Although state laws must respect the Federal Constitution and the CTN, each state regulates the collection of these taxes with its own laws, adapting the general guidelines to their local reality. Taxes such as ICMS, ISS, PIS, COFINS and social security contributions represent a significant weight in revenue of small businesses, often compromising their investment capacity and growth (Gregório; Santana, 2023).

Municipalities, in turn, have the power to establish taxes that affect the sphere local. Examples of this are the ISS (Tax on Services of Any Nature) and the IPTU (Tax on Urban Property and Land). As in the Union and in the states, municipal laws must follow the general principles of the Constitution and the CTN, but each municipality has autonomy to create and regulate taxes according to its needs and features.

In addition to high taxes, excessive bureaucracy in Brazil makes it difficult to regularize business, demanding time and resources that could be directed towards productivity and innovation (Gregório; Santana, 2023). Although there are tax regimes such as Simples Nacional, many companies still face difficulties due to constant changes in legislation and the tax burden which, although small, remains onerous for small entrepreneurs (Gregory; Santana, 2023).

Brazil has a high tax burden compared to other countries, which directly impacts the competitiveness of companies and the income of citizens. According to data from the Organization for Economic Cooperation and Development (OECD), Brazil is one of the countries with the highest tax burden, which, combined with the complexity of the system, contributes to a challenging business environment, according to a report by the OECD (CNM AGENCY, 2014). In contrast, countries such as the United States and Mexico have simpler tax systems and a lower tax burden, which facilitates business activity and economic growth.

The weight of the tax burden discourages the formalization of many businesses, leading them to entrepreneurs operating informally to avoid financial burdens that compromise their profit margin (Gregório; Santana, 2023). This highlights the need for reform tax system in Brazil, which seeks to simplify the system, reduce bureaucracy and promote a more equitable distribution of the tax burden in order to make the business environment more competitive and sustainable.

### **Tax regimes applicable to Micro and Small Enterprises (MSEs)**

The tax regime chosen by micro and small companies directly impacts their competitiveness and expansion capacity. The main options are discussed below: available for these businesses.

#### **Simple National**

Simples Nacional is a tax regime established by Complementary Law No. 123/2006 to simplify tax collection from microenterprises (ME) and small and medium-sized enterprises small business (EPP). It unifies several federal, state and municipal taxes, such as IRPJ, CSLL, PIS/Pasep, COFINS, IPI, ICMS, ISS and the Employer Social Security Contribution (CPP), through the Simple National Collection Document (DAS). Its administration is the responsibility of

to a Management Committee with representatives from the Federal Revenue, States, Federal District and Municipalities (BRAZIL, 2006).

Adherence to the scheme is optional, requiring compliance with legal requirements, such as compliance with the billing limits and formalization of the option. Among its characteristics, the irrevocability during the calendar year and the mandatory presentation of a single, simplified declaration. In addition, States may establish sub-limits for small businesses, requiring separate collection of ICMS and ISS if the revenue gross exceeds a certain value (Simples... 2025).

Simples Nacional was created to facilitate compliance with tax obligations of microenterprises (ME) and small businesses (EPP), seeking to reduce bureaucracy and centralize collection. This regime unifies several federal, state and municipal taxes in a single collection document, the Simples Nacional Collection Document (DAS) (Simple... 2025).

The main advantage of Simples Nacional is the simplification of tax payments, allowing entrepreneurs to focus their efforts on growing their businesses. However, in Marabá-PA, the high tax burden and the complexity of the adherence rules and permanence still represent significant challenges for the formalization of companies (Santos, 2021). On the other hand, it is important to emphasize that this regime does not offer benefits tax matters such as the use of credits and transfers related to INSS, IPI and ISS, as established in articles 12 and 13 of Law 123/2006 (Chegoski; Thais, 2021).

Companies that opt for Simples Nacional must meet specific requirements, such as annual revenue of up to R\$4.8 million and the absence of legal impediments. Adhesion must be done by the last business day of January for companies already established, while new businesses have up to 30 days after the postponement of municipal or state registration, as long as they do not exceed 60 days after registration with the CNPJ (Coelho, 2023).

Despite the simplification proposal, in practice, many entrepreneurs faced difficulties in understanding and complying with these requirements. In Marabá-PA, the lack of support technical and lack of knowledge about tax complexity lead many companies to operate informally. In addition, the separate collection of ICMS and ISS for companies that crossed state boundaries added an extra degree of complexity to management tax, affecting the financial sustainability of small local businesses (Hoepers, 2022). For a company to be able to opt for Simples Nacional, it is necessary that it classify as a Microenterprise (ME) or Small Business (EPP).

As established by Complementary Law No. 155/2016, it is considered microenterprise or small business, business corporation, simple corporation, individual limited liability company and the entrepreneur referred to in art. 966 of Law No. 10,406, of January 10, 2002 (Civil Code), duly registered in the Registry of Commercial Companies or in the Civil Registry of Legal Entities, as the case may be, provided that:

I - In the case of a micro-enterprise, earn, in each calendar year, gross revenue equal to or less than R\$360,000.00 (three hundred and sixty thousand reais);

II - In the case of a small business, earn, in each calendar year, gross revenue greater than R\$ 360,000.00 (three hundred and sixty thousand reais); 4,800,000.00 (four million and eight hundred thousand reais). In addition to the billing limits, it is essential that the company checks whether your economic activity is permitted under the regime, consulting the National Classification of Economic Activities (CNAE) in force.

According to Silva, Vidigal E Silva Júnior (2025), although Simples Nacional was created to simplify the taxation of micro and small businesses, it presents challenges that can increase complexity for entrepreneurs. One such challenge is the workload high tax rates in certain situations, especially when the company exceeds the state revenue limits. According to the IRS, "as of 2018, for purposes of option and permanence in the Simples Nacional, may be earned in each calendar year revenues in the domestic market up to the limit of R\$ 4,800,000.00 [...] and, additionally, revenues arising from the export of goods or services abroad, provided that the revenues from exports also do not exceed R\$4,800,000.00".

However, the states with the lowest share in the national Gross Domestic Product (GDP) may establish reduced sub-limits, which implies that companies that exceed these sublimits must collect ICMS and ISS directly from states and municipalities, increasing administrative complexity. In addition, there are restrictions on the membership of certain sectors to the Simple Nacional, or which limits access to some activities to the benefits of the regime. For example, activities such as production or wholesale sale of alcoholic beverages, except micro and small breweries, wineries, among others, cannot opt for Simples Nacional (Brazil, 2016); Silva, Vidigal; Silva Junior (2025).

### **Real Profit and Presumed Profit: Alternatives to Simples Nacional**

In the Brazilian tax context, for micro and small companies that do not fall within the limits of Simples Nacional, there are two main taxation alternatives:

Real Profit and Presumed Profit. Both regimes have distinct characteristics that impact the way companies calculate their taxes, and it is important to understand the particularities of each one to choose the best option according to the specificities of each business (Pêgas, 2023).

Real Profit is a tax regime in which the tax calculation basis is profit net of the company, determined from regular accounting records, and adjusted by additions, exclusions or compensations in accordance with current tax legislation. According to the definition of Oliveira et al. (2014), Real Profit is the accounting profit adjusted in accordance with the provisions of Income Tax. The economic concept of Real Profit, as highlighted by Fabretti (2009), considers that profit is the result of gross revenue, minus returns and taxes on sales, and the costs of operating expenses, with the result positive representing profit, and negative representing loss.

Law No. 9,580/2018, in its Art. 258, defines that Real Profit will be determined considering the net profit of the period of assessment, with legal adjustments. According to the Decree No. 9,580/2018, the amounts that, because they belong to another assessment period, are added or excluded from net profit, must be considered in subsequent calculations, as regulated. This regime offers the advantage of allowing the compensation of losses from previous periods and the calculation of taxes such as PIS and COFINS in a non-cumulative, enabling the discount of credits on entries (Paula, 2018).

Although Real Profit is advantageous for companies that have large expenses or costs operational, it requires rigorous accounting and careful observation of each operation financial situation of the company. PIS and COFINS are calculated separately and, although the rates are higher than the Presumed Profit, the possibility of discounting credits on purchases can reduce the effective tax burden, especially for companies that have large volume of expenses (Pêgas, 2023).

Presumed Profit is a simplified form of taxation, where the calculation basis for taxes IRPJ (Corporate Income Tax) and CSSL (Social Contribution on Net Profit) is determined based on a profit margin set by law, which varies according to the type of activity of the company. This margin is applied to the gross revenue of the company, and from there, the amount of tax due is calculated. As highlighted by Oliveira et al. (2014), Presumed Profit allows for a more simplified calculation, since it does not require the detailed survey of income and expenses, unlike Real Profit.

According to Art. 13 of Law 9.718/98, companies with annual gross revenue of up to R\$ 78,000,000 can opt for this regime, which simplifies the calculation process.

taxes. However, for companies whose profit rate is lower than the assumed margin, this regime may result in a higher tax burden. The calculation of PIS and COFINS is cumulative in Presumed Profit, which can be a disadvantage for companies with many costs and expenses, since there is no possibility of discounting credits on the entries (Brazil, 1998).

The Presumed Profit regime is ideal for companies with higher profit margins to the percentage set by law, as it simplifies tax assessment and management, without the need for such detailed accounting records as in Real Profit. However, the choice of this regime must be carefully evaluated, since, in some cases, the load tax may be higher than that of Real Profit, especially for companies with profit margins lower than the presumption percentages (Pêgas, 2023).

In both regimes, the choice must be well analyzed so that tax costs are not an obstacle to business growth, especially in local contexts like Marabá, where bureaucracy and high tax burden are additional challenges to management business (Pêgas, 2023).

### **Impacts of the tax burden on the sustainability of small businesses**

Among the impacts generated by the tax burden on micro and small companies, the direct influence on the financial organization stands out. The complexity of taxes and the high costs make it difficult to sustain businesses. The following are the main difficulties faced in the financial management of these ventures.

#### **Difficulties in Financial Management**

The complexity of the Brazilian tax system directly impacts sustainability of small businesses, increasing operating costs and making financial management difficult (SEBRAE, 2024). Among the main challenges faced by micro and small businesses (MSEs) stand out the lack of efficient cash flow control and the scarcity of capital turnover, factors aggravated by a high tax burden and constant legal uncertainty (Sousa; Veras; Veloso, 2023).

According to the Brazilian Institute of Planning and Taxation (IBPT), the tax burden incident on national products can vary between 67.95% and 142.98%, while on products imported the variation is between 63.75% and 118.11%. This tax burden directly affects the

final price of products, reducing the competitiveness of companies in the domestic market and external (IDV; IBPT, 2025). In addition, the complexity of the system, marked by the incidence of multiple taxes on consumption — such as ICMS, IPI and PIS/COFINS — makes the financial administration even more onerous and bureaucratic (Salles, 2023).

In Brazil, the lack of specific government incentives for the segment also worsens this scenario, making it difficult to both formalize and maintain small businesses (Salles, 2023). As a consequence, many entrepreneurs end up opting for simplified taxation regimes to reduce costs and bureaucratic burden.

The municipality of Marabá, with 266,533 inhabitants, represents an emblematic example of this reality. With a strong industrial, agricultural and commercial vocation, Marabá is the main center socioeconomic status of southeastern Pará and holds the 3rd largest GDP in the state (IBGE, 2023; GOVERNMENT OF THE STATE OF PARÁ, 2024). Micro and small businesses have consolidated as strategic vectors of local development. According to SEBRAE (2024), of the new companies active in Marabá, 23.1% correspond to micro-enterprises and 8.76% to small businesses. In addition, in 2022, there were approximately 9,871 registrations of individual microentrepreneurs (MEI), responsible for generating 59,529 formal jobs (IBGE, 2023; SEBRAE, 2024).

Between 2019 and 2023, the number of MEIs grew significantly in Marabá, jumping from 421 to 2,464 records (OBSERVATÓRIO DATAMPE BRASIL, 2025). This growth, however, reflects an adaptation to tax requirements and fiscal bureaucracy, and not necessarily a healthy business environment. At the same time, a drop in the number of microenterprises, which fell from 1,198 to 1,020 between 2022 and 2023 — data that highlights the difficulties in maintaining more structured business models, which demand robust tax management (OBSERVATÓRIO DATAMPE BRASIL, 2025).

In this context, the adoption of Simples Nacional, established by Complementary Law No. 123/2006, has been an alternative to mitigate the impacts of the tax burden. This regime unifies eight federal, state and municipal taxes into a single payment slip, reducing the administrative and financial burden for small businesses (BRASIL, 2006).

However, even with such mechanisms, the Brazilian tax burden — estimated at around 35.3% of GDP in 2024 (FAPESPA, 2024) — continues to put pressure on competitiveness of the enterprises. Therefore, it becomes essential that tax planning is incorporated into the management of SMEs, especially in municipalities such as Marabá, as a tool cash optimization, mitigation of tax costs and transformation of numerical growth in sustainable development (SEBRAE, 2024).

In this sense, the adoption of a simplified taxation system, such as the Tax on Value Added Tax (VAT), has been widely advocated by the Organization for Economic Cooperation and Development (OECD). This proposal aims to increase the tax, reduce administrative costs and promote a more economic environment competitive and efficient — benefits particularly relevant for SMEs (Humberto; De Carvalho Junior, 2022, p. 13).

Finally, it is important to highlight that indirect taxes have a significant impact in the final price of goods and services. In Brazil, the cumulative incidence of taxes over the production chain results in a cascade effect, which increases costs for the consumer and further compromises the competitiveness of micro and small businesses (Pêgas, 2023).

## METHODOLOGY

This project adopted a mixed approach, combining bibliographic, documentary and field to analyze the impacts of the tax burden on entrepreneurship, focusing on micro and small companies in the municipality of Marabá-PA. The research was classified as bibliographical and documentary, using theories, legislation, official documents and articles academics on taxation, tax burden and its impact on the local business environment. Furthermore, qualitative research allowed us to analyze perceptions, experiences and challenges faced by entrepreneurs in the region in terms of tax obligations.

Data collection was carried out in two stages. The first consisted of a survey bibliographic and documentary, through consultation of books, scientific articles, publications specialized, legislation, reports and statistics from government agencies, such as Sebrae, the Federal Revenue Service and the Municipal Government of Marabá. This stage aimed to build a theoretical and contextual basis on the tax system applied to micro and small businesses in Marabá-PA, allowing us to identify the main taxes that impact this segment and the existing public policies to support local entrepreneurship.

In the second stage, field research was carried out, with the application of questionnaires and semi-structured interviews with local businesspeople. 60 questionnaires were sent for different companies in the municipality, and 20 of them were answered, representing a rate response rate of approximately 33.3%. The questionnaires were composed of questions objective, with closed alternatives, aiming to obtain quantitative data on the perception of the tax burden, the level of knowledge about tax obligations and practices adopted to deal with taxation. The interviews, in turn, followed an approach

qualitative, seeking to deepen the subjective and practical aspects related to the impact of tax burden in the daily lives of entrepreneurs, including difficulties faced, tax management strategies and suggestions for improvements.

The data obtained were analyzed in light of the literature on taxation and fiscal management. The quantitative results were treated through descriptive statistical analysis, with presentation of frequencies and percentages, while qualitative data were subjected to content analysis, seeking to identify thematic categories and recurring patterns in the speeches of the interviewees. From this integrated analysis, it was possible to draw up a diagnosis of the reality faced by small businesses in Marabá, ultimately allowing us to formulate recommendations aimed at improving local tax management, with a focus on tax justice, sustainability of projects and encouragement of economic development in the region.

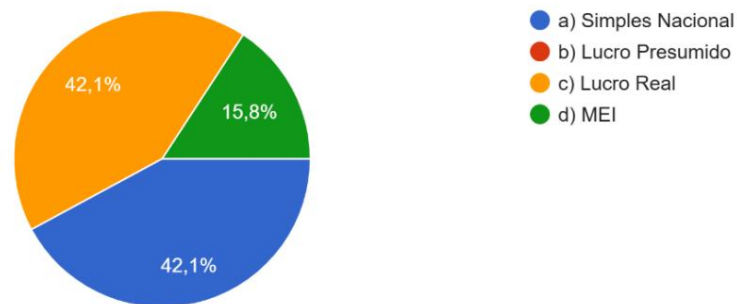
## ANALYSIS AND DISCUSSION OF RESULTS

The first question sought to identify the tax regime adopted by entrepreneurs survey respondents.

Image 1 – Tax regime of the companies interviewed

1. Qual é o regime tributário da sua empresa?

19 respostas



Source: Own authorship (2025).

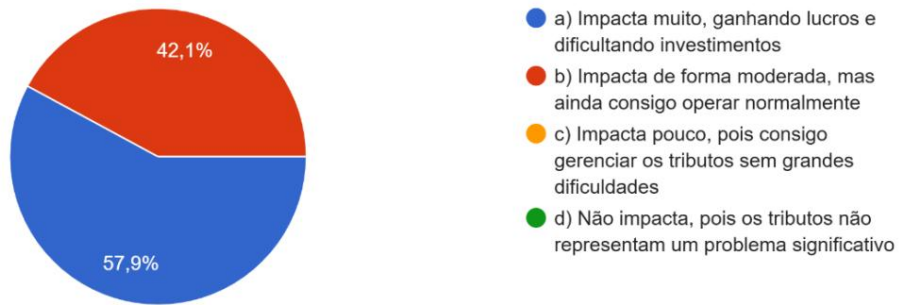
Most entrepreneurs declared that they were included in the Simples Nacional regimes (42.1%) and Real Profit (42.1%). Only 15.8% work as MEI, and none are in the Real Profit. This data reveals the preference for more simplified regimes, which corroborates Oliveira et al. (2014), who highlight that Presumed Profit and Simple National offer less accounting and tax complexity. However, the choice for these regimes do not always guarantee savings, especially for companies with profit margins reduced (Pêgas, 2023).

The second question aimed to understand the level of impact of the tax burden on business of the participants.

Image 2 – Impact of tax burden on companies

### 2. Como a alta carga tributária impacta seu negócio?

19 respostas



Source: Own authorship (2025).

57.9% of respondents stated that the tax burden has a major impact on their business, making investments difficult. This data highlights what Sousa, Veras and Veloso (2023) state, highlighting that the high tax burden compromises the cash flow of micro and small businesses companies. Furthermore, this perception reinforces the data from IBPT (2025), which indicate a high taxation on national products, directly affecting the profit margin and competitiveness.

The third question assessed the entrepreneurs' knowledge of the tax regime more advantageous for your companies.

Image 3 – Knowledge about the most appropriate tax regime

### 3. Você conhece o regime tributário mais vantajoso para sua empresa?

19 respostas



Source: Own authorship (2025).

The results reveal that 63.2% of respondents stated that they knew the regime more advantageous and already adopted it, which demonstrates a higher level of awareness and management

tax. However, 26.3% acknowledge knowing which would be the most appropriate regime, but reported not using it at the moment — which may be related to factors such as bureaucracy, lack of technical support or difficulties in transitioning between regimes.

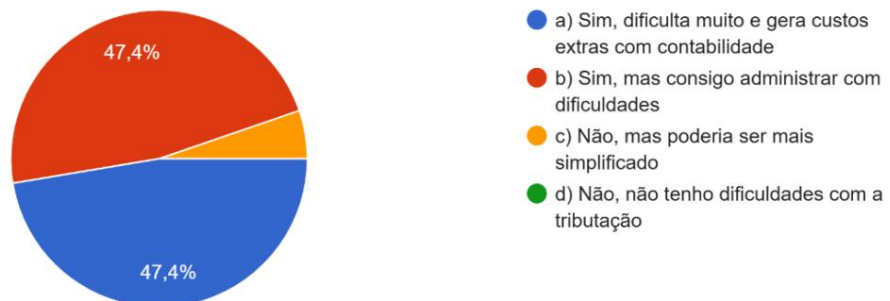
On the other hand, 10.5% of those interviewed are not sure what the regime would be. tax system most suitable for your business. This data highlights an important gap in terms of accounting guidance and technical support, reinforcing Pêgas' (2023) warning about the relevance of tax planning for the sustainability of micro and small businesses (MSEs). The lack of this knowledge can lead to the adoption of inadequate regimes, resulting in a higher tax burden and compromising the company's financial health.

These data reinforce the importance of actions aimed at tax education and consultancy. specialized, especially in municipalities like Marabá-PA, where many entrepreneurs still face significant challenges in remaining compliant with the tax system national.

Image 4 – Impact of tax complexity on financial management

#### 4. A complexidade do sistema tributário dificulta a gestão financeira da sua empresa?

19 respostas



Source: Own authorship (2025).

The data shows that 47.4% of business owners state that tax complexity makes financial management difficult and generates extra accounting costs. Another group, with the same percentage (47.4%), recognizes the difficulties, but manages to manage them with effort. Only 5.2% said they had no difficulties, although they considered the system complex. None interviewee stated that he had difficulties without considering the complex system. These results confirm Salles (2023), when pointing out that fiscal bureaucracy negatively impacts management financial, reinforcing the need for tax simplification to favor performance of SMEs.

Business formalization is a fundamental step towards regularization and growth of business. However, many entrepreneurs face difficulties in this process initial. Below, we present the perception of businesspeople from Marabá-PA on this topic.

Image 5 – Difficulty in the company formalization process

5. O processo de formalização da sua empresa foi difícil devido à burocracia?

19 respostas



Source: Own authorship (2025).

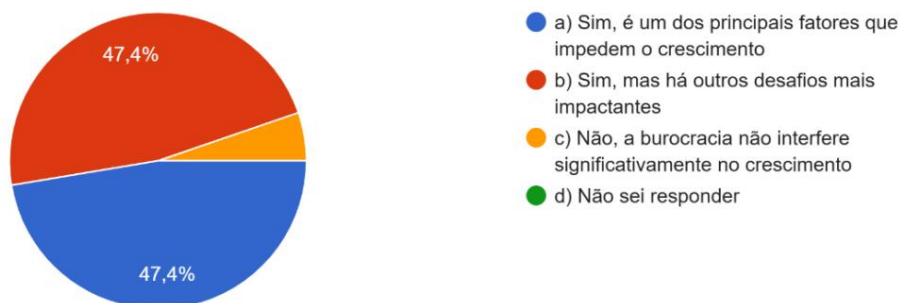
The majority of entrepreneurs (52.6%) stated that the formalization process was difficult, but surmountable. Another 26.3% reported greater obstacles, with delays and the need for support accounting. 5.2% did not know how to answer, as they had not gone through the process. The data reinforce the criticisms of Humberto and De Carvalho Júnior (2022) about excessive bureaucracy in opening companies, which represents one of the first challenges to entrepreneurship in Brazil.

To better understand how bureaucracy affects the trajectory of business expansion, the research investigated entrepreneurs' perception of their impact on growth business.

Image 6 – Perception of the impact of bureaucracy on growth

6. Você sente que a burocracia dificulta a expansão do seu negócio?

19 respostas



Source: Own authorship (2025).

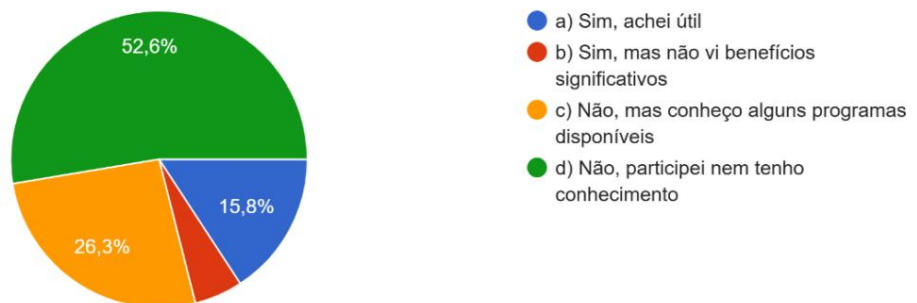
For 47.4% of businesspeople, bureaucracy is one of the main obstacles to growth of business. Another 47.4% recognize their impact, but consider that there are challenges even more relevant. Only 5.2% stated that bureaucracy does not interfere in any way significant. This data reinforces the SEBRAE (2024) diagnosis, which points to bureaucracy as a recurring obstacle to the development of SMEs, especially in regions with less access to technical support.

Seeking to identify the involvement of businesspeople with public initiatives, it was raised whether respondents have already participated in entrepreneurship support programs and what was the perception regarding the usefulness of these actions.

Image 7 – Participation in government support programs

7. Você já participou de algum programa de apoio ao governo voltado para micro e pequenas empresas?

19 respostas



Source: Own authorship (2025).

Only 15.8% of entrepreneurs stated that they had participated in support programs and considered the experience useful. On the other hand, 52.6% never participated, 26.3% only know about the available programs, and 5.2% participated but did not perceive any benefits practical.

These data show not only low adherence, but also limitations in effectiveness and scope of public policies aimed at strengthening entrepreneurship local. Most entrepreneurs are either unaware of the initiatives or do not consider them relevant for your business, suggesting flaws in disclosure, accessibility or applicability of these actions.

As highlighted by Salles (2023) and SEBRAE (2024), this disconnect between supply of programs and the real needs of small entrepreneurs reinforces the urgency for more targeted, practical policies accompanied by effective technical guidance —

especially in municipalities like Marabá, where informality is still a phenomenon present and the lack of institutional support is evident.

Next, we sought to assess the interviewees' perception of the effectiveness of the public policies aimed at strengthening micro and small businesses in the local context.

Image 8 – Perception of public policies aimed at SMEs

8. Na sua opinião, as políticas públicas existentes são eficazes para apoiar as micro e pequenas empresas em Marabá-PA?

19 respostas



Source: Own authorship (2025).

Of those interviewed, 26.3% consider public policies to be effective and aligned with their needs, while 31.6% see them as partially useful, but still lacking in improvements. Another 31.6% were unable to assess—indicating a lack of clarity or communication about these initiatives—and 10.5% recognize their effectiveness, but point out the excess bureaucracy as an obstacle.

This panorama reveals a significant mismatch between the institutional offer and the demands of small local businesses. Although more than a quarter of entrepreneurs perceive benefits, almost two-thirds either do not see their real value or judge them to be less than ideal. These findings corroborate Pêgas (2023) in criticizing excessive bureaucracy and lack of strategic focus in support programs, reinforcing the need to review and simplify policies public to make them more accessible, disseminated and effective.

With the aim of mapping the main obstacles to competitiveness, the participants were asked about the biggest challenges facing their businesses in the current environment.

Image 9 – Main difficulties faced by companies

### 9. Qual a principal dificuldade enfrentada pela sua empresa para se manter competitiva no mercado?

19 respostas



Source: Own authorship (2025).

Bureaucracy (57.9%) and high tax burden (31.6%) were the main obstacles pointed out by businesspeople, highlighting obstacles that compromise management and growth of SMEs. Other factors, such as difficulty in accessing credit (5.2%) and the unfair competition (5.2%), were also mentioned, although less frequently.

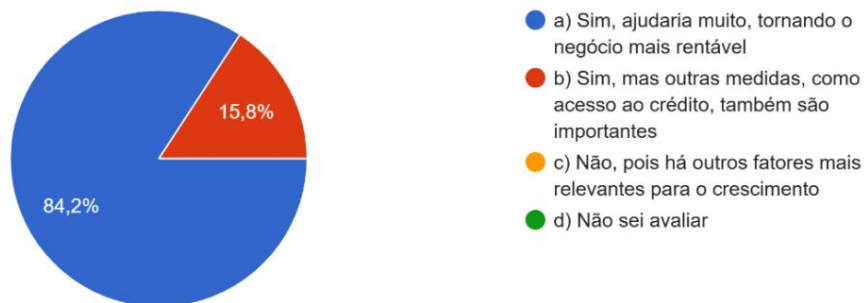
These results confirm the analysis by Paula (2018) and SEBRAE (2024), which highlight the urgency of fiscal and administrative reforms. The simplification of processes and the support for tax planning are essential to make the business environment more viable and competitive.

Finally, the opinion of businesspeople was investigated regarding the relevance of reducing tax burden for the growth and sustainability of your companies.

Image 10 – Do you believe that reducing the tax burden would help your company grow?

### 10. Você acredita que a redução da carga tributária ajudaria no crescimento da sua empresa?

19 respostas



Source: Own authorship (2025).

All respondents (100%) recognize that reducing the tax burden would contribute to the company's growth. For 84.2%, it would make the business more profitable directly; 15.8% point out that, although the reduction is positive, other actions such as access to credit are also fundamental.

This consensus reinforces the thesis that the tax burden is one of the biggest obstacles to competitiveness of SMEs, as stated by Sousa, Veras and Veloso (2023). The unanimous perception suggests that public policies should go beyond specific incentives and focus on reforms structural measures involving tax relief, affordable credit and administrative simplification — thus creating a more sustainable environment for local entrepreneurship.

All respondents agree that reducing the tax burden would contribute for the growth of the company, either directly or in association with other policies. This confirms that the current tax burden is perceived as an obstacle to development business, validating the studies by Sousa, Veras and Veloso (2023), which directly relate the tax burden with the performance and longevity of SMEs.

## FINAL CONSIDERATIONS

This study aimed to analyze the impacts of the tax burden and bureaucracy in the financial management of micro and small enterprises (MSEs) in Marabá-PA. The data collected confirm that the high tax burden and the complexity of the tax system Brazilian are perceived by entrepreneurs as significant obstacles to sustainability and the growth of local businesses. Most businesses opt for regimes simplified as Simples Nacional, seeking to facilitate their obligations, even if not always with due knowledge about its suitability.

The results confirm the contributions of Pêgas (2023), who points out the lack of tax planning as a critical factor for SMEs, and Sousa, Veras and Veloso (2023), by indicating that the tax burden directly affects cash flow and hinders investments. The difficulty in dealing with taxes such as ICMS, IPI and PIS/COFINS reinforces Salles' analysis (2023) on bureaucracy as an obstacle to competitiveness.

Despite the increase in the number of MEIs, there was a drop in micro-enterprises, which may reflect difficulties in remaining formalized, in addition to the lack of technical support. The data is aligned with the SEBRAE diagnosis (2024), which highlights the low effectiveness of public policies aimed at small businesses. The lack of participation in support programs and the perception of government inefficiency indicates the need to reformulate these initiatives.

The research also identified that bureaucracy limits growth and formalization, confirming the defense of Humberto and De Carvalho Júnior (2022) regarding the need for tax simplification, such as the VAT proposal, which could expand the tax base and reduce costs for small businesses.

Despite achieving the objectives, the research presented limitations, such as the number reduced number of participants and the regional scope. Future studies can expand the sample, include other sectors and regions of Pará, in addition to evaluating specific public policies aimed at tax education and tax planning.

It is concluded that the high tax burden, the complexity of the system and the lack of support adequate are still major challenges for entrepreneurship in Marabá. Reforms More accessible and effective structural and public policies are urgently needed so that small businesses can grow sustainably and contribute to the local economy.

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