

List of variables

Ifo Business Survey Trade

Data: 1/1990-06/2019

As of September 2019

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List of variables - test of economic cycle - trade

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Since February 2006 only identical surveys are send out for Western and Eastern Germany. That is why from this moment on there is only one dataset for each month, in which the results are shown for Germany as a whole.

1. Variables of identification

No	Nama	Label	Cormon Description
No.	Name	Label	German Description
1.1)	survey	survey	Umfrage
1.2)	year	year	Erhebungsjahr
1.3)	month	month	Erhebungsmonat
1.4)	han_typtra	type of trade	Handelssparte
1.5)	han_idlar	special id for firms with detailed answers	Kennnummer für Firmen, die Prozentantworten geben
1.6)	han_weight	weight	Gewicht
1.7)	han_westeast	western eastern	Unterscheidung zwischen West- und Ost-Erhebung
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung
1.9)	sector_id	sectorid	Sektor ID
1.10)	han_id2	identification number (part2)	2. Teil der Kennnummer
1.11)	han_id3	identification number (part3)	3. Teil der Kennnummer
12)	runnum	running number of plant	Laufende Firmennummer
L.13)	idnum	firm X adress file id	Firmenidentifikationsnummer
1.14)	han_plantnumkt	KT information id	12-stellige Identifikationsnummer, gebildet mit KT Nummer
1.15)	han_plantnumeast	information id for east germany	11-stellige Identifikationsnummer, gebildet mit Sektornummer für Ostdeutschland
1.16)	han_plantnumwz03	WZ03 information id	13-stellige Identifikationsnummer, gebildet mit WZ03 Nummer
1.17)	sector_wz03	WZ03 sector number	WZ03 sector number
1.18)	sector_ifo	KT sector number	KT Nummer
1.19)	sector_east	ifo sector number for east germany	ifo Sektornummer für Ostdeutschland
1.20)	sector_total	ebdc sector classification	Sektornummer nach EBDC-eigener Klassifizierung
1.21)	han_typequ	type of questionnaire	Fragebogenform
1.22)	han_latecomer	N=latecomer	Nachzügler

II. Variables regarding the survey process

No.	Name	Label	German Description
1.23)	online	online	Fragebogen online beantwortet
1.24)	survey_start	survey start	Umfragebeginn
1.25)	survey_end	survey end	Umfrageende
1.26)	participation_date	participation date	Teilnahmedatum
1.27)	participation_hour	participation hour	Teilnahmestunde
1.28)	participation_status	participation status	Teilnahmestatus
1.29)	han participant	participation in this survey	Teilnahme

2. Standard questions

No.	Name	Label	German Description
2.1)	han_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	han_statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (slider)
2.3)	han_statebus_clicks	state of business (clicks)	Beurteilung der Geschäftslage (clicks)
2.4)	han_busvoly	business volume versus previous year	Umsatz im Vergleich zum Vorjahr
2.5)	han_busvolm	business volume versus past	Umsatz in Vergangenheit
2.6)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)
2.7)	han_feedst2	feedstock (appraisal)	Lagerbestände (Bewertung)
2.8)	han_prvpm	prices versus past	Verkaufspreise in Vergangenheit
2.9)	han_exppr	expected prices	Erwartete Verkaufspreise
2.10)	han_ords	orders versus previous year	Bestellungen im Vergleich zum Vorjahr
2.11)	han_comexp	business development	Geschäftsentwicklung
2.12)	han_comesp_sl	business development (VAS)	Geschäftsentwicklung (VAS)
2.13)	han_comexp_clicks	business development (clicks)	Geschäftsentwicklung (clicks)
2.14)	han_emplexp	expected employees	Erwartete Beschäftigtenanzahl
2.15)	han_comexp_unc	uncertainty w.r.t. commercial operation	Slider Unsicherheit
2.16)	han_emplpast	development employees last month	Entwicklung der Gesamtbeschäftigtenzahl im Vormonat
2.17)	han prestatebus unc	uncertainty: prediction of business situation	Unsicherheit der Lagevorhersage

3. Special questions

No.	Name	Label	German Description
3.1)	han_empl	employees	Beschäftigte
3.2)	han_totu	total turnover	Gesamtumsatz
3.3)	han_constrain	constraints to production	Behinderung der Umsatztätigkeit

3.4)	han diffsup	difficulties of supply	Beschaffungsschwierigkeiten
	han weakdem		
3.5)	_	weak demand	Schwache Nachfrage
3.6)	han_difffin	difficulties in financing	Finanzierungsschwierigkeiten
3.7)	han_skilllack	constraints: lack of skilled labour	Mangel an Fachkräften
3.8)	han_sclack	lack of spacial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han_weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han_mplack	constraints: lack of manpower	Mangel an Arbeitskräften
3.12)	han othrea	other reasons	Sonstige Faktoren
3.13)	han credit	credit allocation	Kreditvergabe
	_	exhibitor at an international specialized fair	Aussteller
3.14)	han_fairxh	exhibitor at an international specialized fair in	Aussteller
3.15)	han_fairxh_g	Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
		exhibitor at an international specialized fair in a	
3.16)	han_fairxh_e	foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
2.471		exhibitor at an international specialized fair in a	
3.17)	han_fairxh_ne	country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.18)	han_fairxhexp	exhibitor at an international specialized fair during	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.10)	IIaII_IaIIxIIexp	next 2-3 years	Additional and the members and admission 2 Station
3.19)	han_fairxhexp_g	exhibitor at an international specialized fair in	Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten
,	nan_ranknekp_b	Germany during next 2-3 years	3 Jahren
3.20)	han fairxhexp e	exhibitor at an international specialized fair in a	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den
24)	- '-	foreign European country during next 2-3 years	nächsten 2-3 Jahren
3.21)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland den nächsten 2-3 Jahren
3.22)	han flight gar	importance of flight connections in Germany	Bedeutung
	han_flight_ger		-
3.23)	han_flight_eur	importance of flight connections in Europe	Bedeutung
3.24)	han_flight_world	importance of flight connections worldwide	Bedeutung
3.25)	han_fambus	family business	Familienunternehemen
3.26)	han_minim1	minimum wage q1	Mindestlohn Frage 1
3.27)	han minim2	minimum wage q2	Mindestlohn Frage 2
3.28)	han minim3	minimum wage q3	Mindestlohn Frage 3
3.29)	han minim4	minimum wage q4	
	_	minimum wage q4	Mindestlohn Frage 4
3.30)	han_minim5	- 1	Mindestlohn Frage 5
3.31)	han_minim6	minimum wage q6	Mindestlohn Frage 6
3.32)	han_minim7	minimum wage q7	Mindestlohn Frage 7
3.33)	han minim8	minimum wage q8	Mindestlohn Frage 8
3.34)	han turnexp	expected turnover this year	erwarteter Jahresumsatz dieses Jahr
3.35)		total investment last year	
	han_invest_lj		Gesamtinvestitionen letztes Jahr
3.36)	han_invcon_lj	investment in construction last year	Investitionen in Bauten letztes jahr
3.37)	han_inveq_lj	investment in equipment last year	Investitionen in Ausrüstung letztes Jahr
3.38)	han_invest_dj	total investment this year	Gesamtinvestitionen dieses Jahr
3.39)	han invcon dj	investment in construction this year	Investitionen in Bauten dieses Jahr
3.40)	han_inveq_dj	expected investment in equipment this year	Investitionen in Ausrüstung dieses Jahr
3.41)	han_invest_nj	total investment next year	Gesamtinvestitionen nächstes Jahr
		investment in construction next year	
3.42)	han_invcon_nj		Investitionen in Bauten nächstes jahr
3.43)	han_inveq_nj	investment in equipment next year	Investitionen in Ausrüstung nächstes Jahr
3.44)	han_ref1	refugees question1	Flüchtlinge Frage 1
3.45)	han_ref2	refugees question2	Flüchtlinge Frage 2
3.46)	han ref3	refugees question3	Flüchtlinge Frage 3
3.47)	han ref4	refugees question4	Flüchtlinge Frage 4
3.48)	han ref5	refugees question5	Flüchtlinge Frage 5
3.49)	_	refugees question6	<u> </u>
	han_ref6	,	Flüchtlinge Frage 6
3.50)	han_ref7	refugees question7	Flüchtlinge Frage 7
3.51)	han_ref8	refugees question8	Flüchtlinge Frage 8
3.52)	han_ref9	refugees question9	Flüchtlinge Frage 9
3.53)	han minim post1	affected by minimum wage	von Mindestlohn betroffen
3.54)	han minim post2	no minimum wage measures	
		measures: employee reduction	keine Mindestlohn- Maßnahmen
3.55)	han_minim_post3		Maßnahmen: Personalabbau
3-56)	han_minim_post4	measures: working hour reduction	Maßnahmen: Arbeitszeitreduzierung
3.57)	han_minim_post5	measures: increased prices	Maßnahmen: Preiserhöhungen
3.58)	han_minim_post6	measures: decreased investment	Maßnahmen: verringerte Investitionen
3.59)	han_minim_post7	measures: decreased special payments	Maßnahmen: Kürzungen von Sonderzahlungen
3.60)	han_minim_post8	less minijobs	Minijobs weggefallen
			joos weggeranen
3.61)	han_minim_post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
3.62)	han_minim_post10	new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
3.63)	han_minim_post11	employment relationships did not change	keine veränderten Besch. Verhältnisse
3.64)	han_credityes	credit agreement signed	Kreditvertrag abgeschlossen
3.65)	han creditno	credit agreement not signed	
	_	-	Kreditvertrag nicht abgeschlossen
3.66)	han_credituse1	financing of ongoing operating resources	Finanzierung laufender Kreditmittel
3.67)	han_credituse2	financing of an investment	Finanzierung einer Investition
3.68)	han_credituse3	other financing	Sonstiger Verwendungszweck
3.69)	han_ontrad_yn	online trade: trading online	Onlinehandel: Handeln online
3.70)	han_ontrad_plat	online trade: platform	Onlinehandel: Plattform
3.71)	han ontrad share	online trade: share online trade of totoal revenue	
			Onlinehandel: Anteil Onlinehandel an gesamten Umsatz
	han_ontrad_plan	online trade: planned within 12 months	Onlinehandel: In den nächsten 12 Monaten geplant
.72)		mid tier: more than 4 managers	Mittelstand: Mehr als 4 Geschäftsführer
.72)	han_midmanager		Mittelstand: Mindestens ein Geschäftsführer hält Anteile
i.72) i.73)	han_midmanager han_midmanshare	mid tier: at least one manager has shares	
3.72) 3.73) 3.74)	han_midmanshare		Mittelstand: Firma als Mittelstand hetrachtet
i.72) i.73) i.74) i.75)	han_midmanshare han_midyes	mid tier: company rated as mid tier	Mittelstand: Firma als Mittelstand betrachtet
3.72) 3.73) 3.74) 3.75)	han_midmanshare han_midyes han_ontrad_inf		Mittelstand: Firma als Mittelstand betrachtet Onlinehandel: Einfluss auf Geschäft
3.72) 3.73) 3.74) 3.75)	han_midmanshare han_midyes	mid tier: company rated as mid tier	
3.72) 3.73) 3.74) 3.75) 3.76) 3.77)	han_midmanshare han_midyes han_ontrad_inf	mid tier: company rated as mid tier online trade: influence on business	Onlinehandel: Einfluss auf Geschäft
3.72) 3.73) 3.74) 3.75) 3.76)	han_midmanshare han_midyes han_ontrad_inf han_credit2_1 han_credit2_2	mid tier: company rated as mid tier online trade: influence on business credit seeking credit allocation	Onlinehandel: Einfluss auf Geschäft Kreditverhandlungen durchgeführt Kreditvergabe: Verhalten der Banken
3.72) 3.73) 3.74) 3.75) 3.76) 3.77)	han_midmanshare han_midyes han_ontrad_inf han_credit2_1	mid tier: company rated as mid tier online trade: influence on business credit seeking	Onlinehandel: Einfluss auf Geschäft Kreditverhandlungen durchgeführt

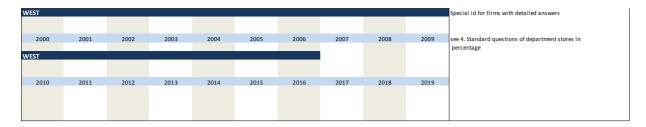
Section Process Proc	3.82)	han_negint_agree	negative interest actions: bank agreements	Verhandlungen mit Bank
Page	3.83)			-
An pegist present action control of the control of	3.84)		-	Erhöhung der Bargeldhaltung
Section Company Control Cont	3.85)		negative interest actions: redeployment in other	
Page	2.00\		negative interest actions: redeployment of assets	Harabishkan da Calbahan
Section Continued Contin				-
No. 1, registri, bunden No. 1, registri, bund			(additional) investments	
by the control of processing places of the control of of th	3.88)	han_negint_oth	negative interest actions: other	Andere
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Jang Derzales salest kin frorige country Umstate in Audiand (N) John Juny E. d. investment in Software/Database hely year Investment in Software/Database net year John Jan Juny E. d. investment in Software/Database net year Investment in Software/Database net year John Jan Sec. Controlling sector - questionnaire completed in controlling Sector - General management Jang Sec. Other sector - questionnaire completed by offeror Settor - Engalogue magniful in Controlling Jang Da. Gerctor postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jang Da. Dong Cerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jang Dos Cerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jan Dos Cerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jan Dos Cerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jan Dos Cerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jan Dos Cerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling			impact economic development on business situation	Einfluss allg. Konjunkturentwicklung auf Geschäftslage
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Investioner in Software/Database nest year Investioner Settor - Investigate Settor - Invest		_		
Jampsec, management	3.105)	han_invit_dj		Investitionen in Software/Datenbänke dieses Jahr
han, sec_controlling han, sec_controlling han, sec_other provided in controlling han, sec_other sector- questionnaire completed in controlling han, sec_other sector- questionnaire completed in control han, sec_other sector- questionnaire completed in control han, sec_other sector- questionnaire completed by director han, sec_other position- questionnaire completed by director position- questionnaire completed by manager position- questionnaire completed by manager position- questionnaire completed by director position- que	3.106)	han_invit_nj	investment in Software/Database next year	
han, see, marketing sector questionnaire completed in marketing Selvior - Engabegen assignitif in Vertrieb sector. questionnaire completed for chor Position - Fragebogen assignitif in Sondies Position - Positi	3.107)	han_sec_management	sector - questionnaire completed in: management	Sektor - Fragebogen ausgefüllt in Geschäftsführung
han, see, other sector - questionnaire completed in other position - questionnaire completed by director position - questionnaire completed by director position - questionnaire completed by manager position - questionnaire completed by cannager position - questionnaire completed by cannager position - questionnaire completed by clark position - questionnaire completed by clark position - questionnaire completed by clark position - pustionnaire position - pustionn	3.108)	han_sec_controlling	sector - questionnaire completed in: controlling	Sektor - Fragebogen ausgefüllt in Controlling
3.1110 han, Dos, Girector oposition - questionaire completed by director Position - Fragebogen augefulliv on Gabrialrichung 3.1310 han, Dos, Exemiseder position - questionaire completed by charman exemple of the position - questionaire completed by cher Position - Fragebogen augefulliv on Sachbachelter 3.139 han, Dos, Other position - questionaire completed by cher Position - Fragebogen augefulliv on Sachbachelter 3.139 han, Body real gift 's Charge comp. List year (200 v. 2015) reals BP, processive Anderson age, zum Vorjahr (2016 v. 2015) 3.130 han, Body real gift 's Charge comp. List year (200 v. 2015) reals BP, processive Anderson age, zum Vorjahr (2016 v. 2015) 3.130 han, Ded Coc weather - occurance for weather Wetterereignis - Bestoffer in Nitzwelle 3.120 han, drought oc weather - occurance forught Wetterereignis - Bestoffer in Starwelle 3.121 han, Salar and Coc weather - occurance forught Wetterereignis - Bestoffer in Starwelle 3.122 han, drought inn weather - occurance forught Wetterereignis - Starwing Fitzwelle 3.123 han, beat inn weather - impact: headwaves Wetterereignis - Starwing Fitzwelle 3.124 han, beat i	3.109)	han_sec_marketing	sector - questionnaire completed in: marketing	Sektor - Fragebogen ausgefüllt in Vertrieb
han, pos., manager position - questionaire completed by roamager Position - Fragebogen auggefüllt von Asterlungsistung 14 han, pos., clerk position - questionaire completed by roamage 14 han, pos., clerk position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, pos., cher position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, pos., cher position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, pos., cher position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, pos., cher position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, position - questionaire completed by cother Position - Fragebogen auggefüllt von Sanhberheiter 14 han, position - Fragebogen auggefüllt von Sanhberheiter 14 han position - Fragebogen auggefüllt von Fragebogen auggefüllt von Frag	3.110)	han_sec_other		Sektor - Fragebogen ausgefüllt in Sonstiges
han_pos_clerk position - questionnaire completed by clean to position - questionnaire completed by clean position - questionnaire - questionnaire completed by clean position - questionnaire - questionnaire - q	3.111)	han_pos_director	position - questionnaire completed by: director	Position - Fragebogen ausgefüllt von Geschäftsleitung
han_pos_clerk position - questionaire completed by cifek Position - Fragebogen augedfüll voor Schrichheiter	3.112)	han_pos_manager	position - questionnaire completed by: manager	Position - Fragebogen ausgefüllt von Abteilungsleitung
ham_pos_other position - questionaire completed by other Position - fragelogen ausgefull two Sonsiges real gdp; % change comp. last year (2009 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd; zum Vorjahr (2019 vs 2019) reals gBP: procentual & Anderung yd;	3.113)	han_pos_teamleader		Position - Fragebogen ausgefüllt von Teamleiter
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3.141) han_log_services_qual business activities hindered by logistics services: quality 3.142) han_deliv_services_avail business activities hindered by logistics services for deliveries: availability Verfügbarkeit 3.143) han_deliv_services_prices business activities hindered by logistics services for deliveries: prices business activities hindered by logistics services for deliveries: prices business activities hindered by logistics services for deliveries: prices business activities hindered by logistics services for deliveries: punct durch Logistikdienstleistungen für Lieferungen: Preise 3.144) han_deliv_services_punct business activities hindered by logistics services for deliveries: punctuality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Pünktlichkeit 3.145) han_deliv_services_qual business activities hindered by logistics services for deliveries: quality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität 3.146) han_deliv_services_stat business activities hindered by logistics services for deliveries: only stationary stationary linvestitionen Software/Datenbanken letztes jahr			business activities hindered by logistics services:	
3.142) han_deliv_services_avail business activities hindered by logistics services for deliveries: availability Verfügbarkeit 3.143) han_deliv_services_prices business activities hindered by logistics services for deliveries: prices business activities hindered by logistics services for deliveries: prices Preise 3.144) han_deliv_services_punct business activities hindered by logistics services for deliveries: punctuality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Pünktlichkeit 3.145) han_deliv_services_qual business activities hindered by logistics services for deliveries: quality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: nut stationär Investment in Software/database last year Investitionen Software/Datenbanken letztes jahr				
deliveries: availability Nerfügbarkeit 3.143) han_deliv_services_prices business activities hindered by logistics services for deliveries: prices business activities hindered by logistics services for deliveries: prices business activities hindered by logistics services for deliveries: punctuality prices punctuality 3.144) han_deliv_services_punct business activities hindered by logistics services for deliveries: punctuality punctuality punctuality punctuality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität 3.145) han_deliv_services_qual business activities hindered by logistics services for deliveries: quality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität 3.146) han_deliv_services_stat business activities hindered by logistics services for deliveries: only stationary stationar 3.147) han_invit_lj investment in Software/database last year Investitionen Software/Datenbanken letztes jahr				
deliveries: prices deliveries: prices deliveries: prices Preise 3.144) han_deliv_services_punct business activities hindered by logistics services for deliveries: punctuality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: prices punctuality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Qualität 3.145) han_deliv_services_qual business activities hindered by logistics services for deliveries: quality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: nu stationär Investment in Software/database last year Investitionen Software/Datenbanken letztes jahr			deliveries: availability	Verfügbarkeit
deliveries: punctuality business activities hindered by logistics services for deliveries: quality a.145) han_deliv_services_qual business activities hindered by logistics services for deliveries: quality business activities hindered by logistics services for Qualität business activities hindered by logistics services for deliveries: only stationary for Exercises punctuality Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: nu stationär 3.146) han_deliv_services_stat business activities hindered by logistics services for deliveries: only stationary investment in Software/database last year Investitionen Software/Datenbanken letztes jahr			deliveries: prices	Preise
a.145) han_deliv_services_qual deliveries: quality Qualität 3.146) han_deliv_services_stat business activities hindered by logistics services for deliveries: only stationary stationar 3.147) han_invit_lj investment in Software/database last year Investitionen Software/Datenbanken letztes jahr	3.144)		deliveries: punctuality	Pünktlichkeit
3.147) han_invit_lj investment in Software/database last year Investitionen Software/Datenbanken letztes jahr	3.145)	han_deliv_services_qual	deliveries: quality	Qualität
	3.146)	han_deliv_services_stat		
3.148) han_csal_lq percentage change of sales in field xy - last quarter Umsatzveränderung im letzten Quartal in Bereich XY	3.147)	han_invit_lj	investment in Software/database last year	Investitionen Software/Datenbanken letztes jahr
	3.148)	han_csal_lq	percentage change of sales in field xy - last quarter	Umsatzveränderung im letzten Quartal in Bereich XY

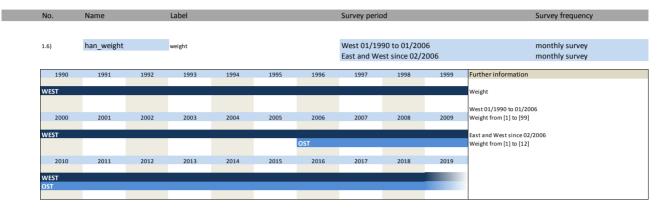
3.149)	han_csal_lq_v	values: percentage change of sales in field xy - last quarter	Wertangaben: Umsatzveränderung im letzten Quartal in Bereich XY
3.150)	han_csal_nqbc	best case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (best case)
3.151)	han_csal_nqbc_v	values: best case//percentage change of sales in field xy - next quarter	Wertangabe: Umsatzveränderung im nächsten Quartal in Bereich XY (best case)
3.152)	han_csal_nqac	average case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (average case)
3.153)	han_csal_nqac_v	values: average case//percentage change of sales in field xy - next quarter	Wertangabe: Umsatzveränderung im nächsten Quartal in Bereich XY (average case)
3.154)	han_csal_nqwc	worst case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (worst case)
3.155)	han_csal_nqwc_v	values: worst case//percentage change of sales in field xy - next quarter	Wertangabe: Umsatzveränderung im nächsten Quartal in Bereich XY (worst case)
3.156)	han_psalinc	probability of sales increase - next quarter	Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.157)	han_psalinc_min	lower bound: probability of sales increase - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.158)	han_psalinc_max	upper bound: probability of sales increase - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.159)	han_psalinc_sv	single value: probability of sales increase - next quarter	Einzelwert: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.160)	han_psalstead	probability of steady sales - next quarter	Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.161)	han_psalstead_min	lower bound: probability of steady sales - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.162)	han_psalstead_max	upper bound: probability of steady sales - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.163)	han_psalstead_sv	single value: probability of steady sales - next quarter	Einzelwert: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.164)	han_psaldec	probability of sales decrease - next quarter	Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.165)	han_psaldec_min	lower bound: probability of sales decrease - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.166)	han_psaldec_max	upper bound: probability of sales decrease - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.167)	han_psaldec_sv	single value: probability of sales decrease - next quarter	Einzelwert: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.168)	han_share_online	share of retail channels of total sales: online shop	Anteil der Vertriebswege am Gesamtumsatz: Onlineshop
3.169)	han_share_mrktpl	share of retail channels of total sales: market place	Anteil der Vertriebswege am Gesamtumsatz: Marktplatz
3.170)	han_mrktpl_num	developement of importance of market places: number	Entwicklung der Bedeutung von Marktplätzen. Anzahl
3.171)	han_mrktpl_sales	developement of importance of market places: sales	Entwicklung der Bedeutung von Marktplätzen: Umsatz

4. Standard questions of the department stores in percentage

No.	Name	Label	German description
4.1)	han questpercansw11	% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit "gut" beurteilen
4.2)	han questpercansw12	% to statebus good % to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen
4.3)	han questpercansw13	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen
4.3)	nan_questpercansw15	% to statebus bau	Trozent der Warenhauser, die die Geschartslage nite Santeate Beartenen
4.4)	han_questpercansw21	% to busvoly higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vorjahr ist
4.5)	han_questpercansw22	% to busvoly as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vorjahr ist
4.6)	han_questpercansw23	% to busvoly lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vorjahr ist
4.7)	han_questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vormonat ist
4.8)	han_questpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vormonat ist
4.9)	han_questpercansw33	% to busvolm lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vormonat ist
4.10)	han guestpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als "zu klein" beurteilen
4.11)	han guestpercansw42	% to feedst satisfiable	Prozent der Warenhäuser, die ihren Lagerbestand als "befriedigend" beurteilen
4.12)	han_questpercansw43	% to feedst too much	Prozent der Warenhäuser, die ihren Lagerbestand als "zu groß" beurteilen
4.13)	han_questpercansw51	% to prvpm increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "erhöht" haben
4.14)	han_questpercansw52	% to prvpm not changed	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "nicht verändert" haben
4.15)	han_questpercansw53	% to prvpm decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "gesenkt" haben
4.16)	han_questpercansw61	% to exppr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exppr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exppr decreasing	Prozent der Warenhäuser, die "sinkende" Verkaufspreise erwarten
4.19)	han questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "erhöht" haben
4.20)	han guestpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert" haben
4.21)	han guestpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" haben
7.21)	nan_questpereansw75	70 to ords raining	. To contract Transmission, are time besterningen in vergreion zum vorjum vermigent Haben
4.22)	han_questpercansw81	% to busdevv more favourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "günstiger" beurteilen
4.23)	han_questpercansw82	% to busdevv not changing	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "etwa gleichbleibend" beurteilen
4.24)	han_questpercansw83	% to busdevv more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "ungünstiger" beurteilen

	1. Variables of i	uentincat	tion								
No.	Name		Label				Survey perio	od			Survey frequency
1.1)	survey		survey				West 01/19 East 01/199 East and We	1 to 01/200	6		monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST EAST							_				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST EAST	_		_	_	_	_	_	_	_		
No.	Name		Label				Survey perio	od			Survey frequency
1.2)	year		year				West 01/19 East 01/199 East and We	1 to 01/200	6		monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	EAST									Year of survey	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	4 digits	
WEST EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST EAST	_		_	_	_		_		_		
N-	Nama		1-1-1				S			_	Company for more and
No.	Name		Label				Survey perio	oa .			Survey frequency
1.3)	month		month				West 01/19 East 01/199 East and We	1 to 01/200	6		monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	EAST		_		_		_		_	Month of survey 2 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
EAST											
2010 WEST	2011	2012	2013	2014	2015	2016	2017	2018	2019		
EAST											
No.	Name		Label				Survey perio	od			Survey frequency
1.4)	han_typtra		type of trade				West 01/19 East 01/199				monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	EAST									Type of trade	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[1] = retail sale [2] = whole sale	
WEST EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
No.	Name		Label				Survey perio	od			Survey frequency
	han_idlar special id for firms with detailed answers				West 01/1990 to 01/2006						





No.	Name		Label				Survey perio	od		Survey frequency
1.7)	han_westea	st	western eastern				West 01/1990 to 01/2006 East and West since 02/2006			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Difference between Western and Eastern survey
	EAST									Sincrence between Westernana Eastern survey
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										
HAST										

No.	Name		Label				Survey perio	od	Surve	y frequency		
1.8)	fedstaifo		federal state (i	fo-code)			East 01/199	90 to 01/200 91 to 01/200 est since 02/2	5	mont	hly survey hly survey hly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST	EAST									Federal state according to ifo-co	al state according to ifo-code	
	LASI									1 "[01] Berlin West"	10 "[10] Bavaria"	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 "[02] Schleswig-Holstein" 3 "[03] Hamburg"	11 "[11] Saarland" 12 "[12] Mecklenburg-	
WEST										4 "[04] Bremen"	Western-Pomerania	
EAST										5 "[05] Lower Saxony"	13 "[13] Brandenburg	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	6 "[06] Nordrhine-Westphalia" 7 "[07] Rhineland-Palatinate" 8 "[08] Hesse"	(incl. Berlin East)" 14 "[14] Saxony-Anhalt" 15 "[15] Saxony"	
WEST										9 "[09] Baden-Wuerttemberg"	16 "[16] Thuringia"	
EAST												

No.	Name		Label				Survey perio	od			Survey frequency
1.9)	sector_id		sector id				West 01/19	90 to 01/200	06		monthly survey
							East 01/199	1 to 01/200	6		monthly survey
							East and We	est since 02/2	2006		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST											
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

	No.	Name		Label				Survey perio	d		Survey frequency
	1.10)	han_id2		identification n	umber (part2)			West 01/19	90 to 01/200	16	monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST										identification number (part2)
											2 digits
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	WEST										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
ļ											

No.	Name	e Label						od		Survey frequency		
1.11)	han_id3	l	identification n	umber (part3)			West 01/19	90 to 01/200	06	monthly survey		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST										Identification number (part3)		
										2 digits		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
WEST												
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			

INU.	Ivaille		Labei				Survey perio	Ju		Survey frequency
1.12)	runnum		running numbe	r of plant			West 01/19	90 to 01/200	16	monthly survey
							East 01/199	1 to 01/2006	5	monthly survey
							East and We	est since 02/2	006	monthly survey
								•		• •
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Running number of plant
	EAST									
2000	2004	2002	2002	2004	2005	2005	2007	2000	2000	4 digits
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST									_	
EAST										

No.	Name		Label				Survey perio	od			Survey frequency
1.13)	idnum		firm X adress f	ileid			West 03/19	•			monthly survey
							East 04/199				monthly survey
							East and We	est since 02/2	2006		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
				WEST						Firm adress file id	
		EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	7 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											
										1	

No.	Name		Label				Survey peri	od		Sur	vey frequency		
1.14)	han_plantnumkt KT information id						West 01/19	990 to 01/200	06	mo	monthly survey		
							East 07/199	98 to 01/2006	5	mo	nthly survey		
										·			
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information			
WEST										Information id, composed of			
								EAST		KT number, 12 digits			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 1-5: 1.5) sec2	KT Nummer		
WEST										digit 6-7: 1.15) fedstaifo	federal state according to ifo-code		
EAST										digit 8-12: 1.11) runnum	running number of plant		

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name		Label				Survey perio	od		Survey frequency
1.15)			information id t	for east germany	,		East 01/199	1 to 06/1998		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Information id, 11 digits, formed with sector number for East Germany
	EAST									01/1991 to 02/1992: digit 1-4: 1.22) sec1
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 5-6: 1.15) fedstalfo digit 7-11: 1.11) runnum 03/1992 to 06/1998 digit 1-3: 1.22) sec1, digit 4-5: 1.15) fedstalfo digit 6-10: 1.11) runnum
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name		Label				Survey perio	d		Surv	rey frequency	
1.16)	han_plantnu	ımwz03	WZ03 informati	East and West since 02/2006					2006	mor	nthly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
										Identification id, composed of WZ03 number, 13 digits		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 1-6: 1.14) sec3	WZ03 Nummer	
						WEST	_			digit 7-8: 1.15) fedstaifo Bundesland entsprechend ifo Codierung digit 9-13: 1.11) runnum Laufende Firmennummer		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
WEST EAST												

No.	Name		Label				Survey perio	od		Survey frequency
1.17)	sector_wz03	3	sector number	WZ03			West 01/19	90 to 01/200	06	monthly survey
							East 07/199	8 to 01/200	6	monthly survey
						East and West since 02/2006				monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
						. 1990 1994 1999 CE				ifo-internal classification, which is based on the WZ2003. Further information in 5.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5 digits
						WEST				
						EAST				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey perio	od		Survey frequency	
1.18)	sector_ifo		KT sector numb	er				90 to 01/200 98 to 01/2006			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST								EAST		KT sector number	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5 digits KT number	
WEST EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

No.	Name		Label				Survey perio	od		Survey frequency
1.19)	sector_east		ifo sector numb	er for east germa	any		East 01/199	1 to 06/1998		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										ifo sector number for East Germany (This is a completely

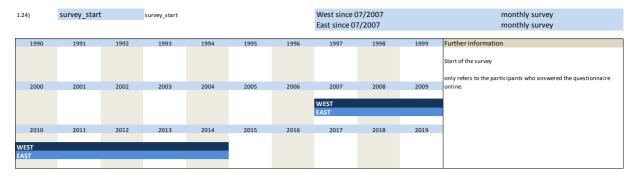
	EAST									independent number, meaning it is not related to the KT number or any other number)
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoes; 690 = household
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	goods & office supplies; 790 = electronical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale). —>applies for retail as well as for wholesale, except for 990.

No.	Name		Label				Survey perio	od			Survey frequency
1.20)	sector_total		s ector name tra	de			East since 0 West since				monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST											
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

No.	Name		Label				Survey perio	od		Survey frequency
1.21)	han_typequ	ı	type of question	nnaire			East 07/199	8 to 01/2006	5	monthly survey
400	4004	4002	4000	4004	4005	1005	4007	1000	4000	Further information
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Type of questionnaire
								EAST		Differenciates which branches are shown
										on the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	retail: wholesale:
EAST										[1] e.g.: "toys" etc. [1] e.g.: "wood" etc. [2] e.g.: "photography products!" ϵ [2] e.g.: "household goods" etc.
										[3] e.g.: "Books" etc. [3] e.g.: "bicycles" etc.
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name		Label				Survey perio	od		Survey frequency
			_							
1.22)	han_latecon	ner	N=latecomer				West 01/19	90 to 03/200	4	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Latecomer
										[N]
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Questionnaires that arrived at the ifo-institute after the
WEST										target date for the evaluation
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name		Label				Survey perio	nd		Survey frequency
1101	Traine		2000				builtey perio	00		Survey mediciney
1.23)	online		online				West since	05/2007		monthly survey
							East since 0	5/2007		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Questionnaire was answered online
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[0] paper [1] fax
	2001	2002	2003	2004	2005	2000	2007	2000	2003	[2] online
WEST										[5] manually collected
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										



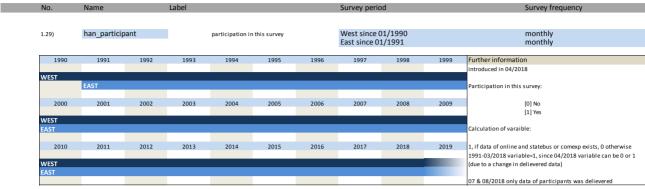
No.	Name		Label				Survey perio	od		Survey frequency
1.25)	survey_end		survey_end				West since (01/2005		monthly survey
							East since 0	1/2005		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										5 1 60
										End of the survey
										only refers to the participants who answered the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

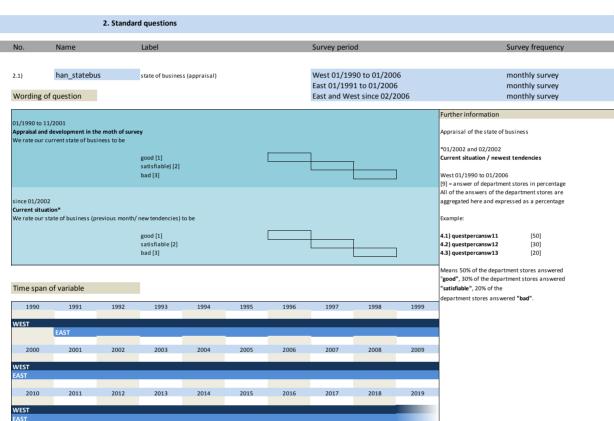
No.	Name		Label		Survey period				Survey frequency	
1.26)	participation	n_date	participation d	ate			West since East since 0			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Participation date only refers to the participants who answered the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007 WEST	2008	2009	online.
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST			_					WEST		

No		Name		Label				Survey perio	od		Survey frequency
1.2	7)	participation	_hour	participation ho	our			West and Ea	st 01/2005-0	5/2014	monthly survey
								West and Ea	st since 05/2	018	monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
											Participation hour only refers to the participants who answered the questionnaire
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
								WEST			
								EAST			
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WE									WEST EAST	-	

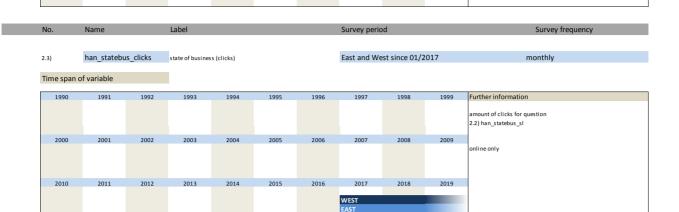
No.	Name		Label				Survey perio	d		Survey frequency
1.28)	participation	_status		participation st	atus		West and Ea	•		monthly survey
							West and Ea	st since 05/2	.018	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										participation status
										participation status
										only refers to the participants who answered the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST			[1] complete
							EAST			[2] reworked
										[3] incomplete
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	[4] not answered
										[5] ausgefuellt



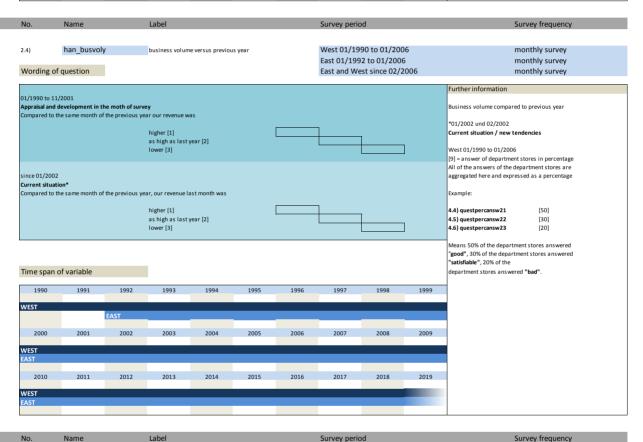


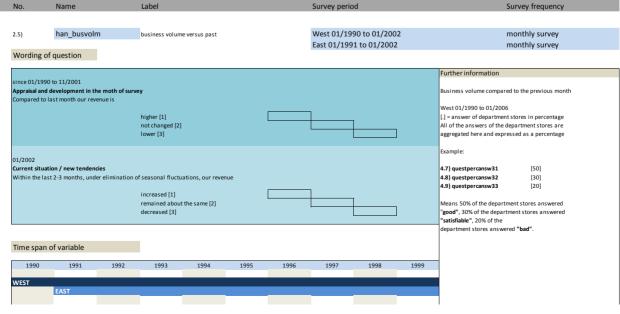


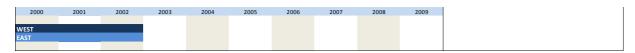
).	Name		Label				Survey perio	od		Survey frequency
)	han_statebu	s_sl	state of business	s (VAS)			East and We	est since 01/2	017	monthly survey
ording of	question									
ce 01/2017 rent situation rate our sta	on* te of business (p	revious month/ r	new tendencies) t	o be						Further information Appraisal of the state of business (slider)
	0bad		50	satis	10	0		good		online only
	bau									
me span o	f variable									The presentation of the online-Slider changed over the last yea (e.g. sometimes a dash was displayed in the middle of the slid the exact numer that was clicked). Therefore an accumulation and other round figures is observeable. Without these feature
me span o		1992	1993	1994	1995	1996	1997	1998	1999	(e.g. sometimes a dash was displayed in the middle of the slid
	f variable	1992	1993	1994	1995	1996	1997	1998	1999	(e.g. sometimes a dash was displayed in the middle of the slid the exact numer that was clicked). Therefore an accumulation and other round figures is observeable. Without these feature
	f variable	1992	1993	1994	1995	1996	1997	1998	1999	(e.g. sometimes a dash was displayed in the middle of the slic the exact numer that was clicked). Therefore an accumulation and other round figures is observeable. Without these feature displayed the distribution is smoother. 01/2017-12/2018: presentation with dash in the middle, with exact numer clicked and label in the middle of the slider since 01/2019 presentation without dash in the middle, with
1990	f variable 1991									(e.g. sometimes a dash was displayed in the middle of the slic the exact numer that was clicked). Therefore an accumulation and other round figures is observeable. Without these feature displayed the distribution is smoother. 01/2017-12/2018: presentation with dash in the middle, with exact numer clicked and label in the middle of the slider
1990	f variable 1991									(e.g. sometimes a dash was displayed in the middle of the slic the exact numer that was clicked). Therefore an accumulation and other round figures is observeable. Without these feature displayed the distribution is smoother. 01/2017-12/2018: presentation with dash in the middle, with exact numer clicked and label in the middle of the slider since 01/2019 presentation without dash in the middle, with

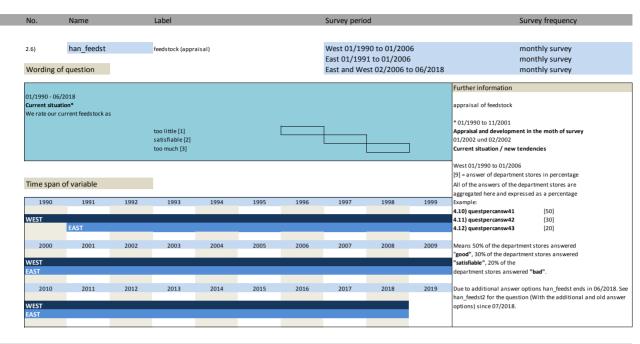


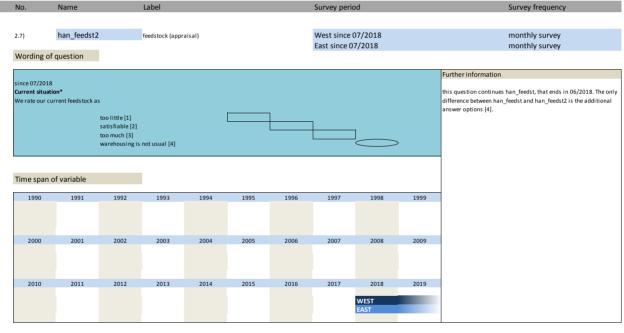
EAST

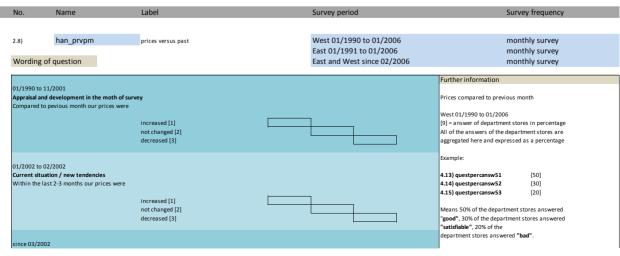


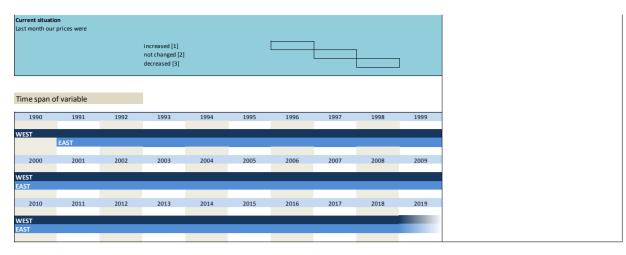


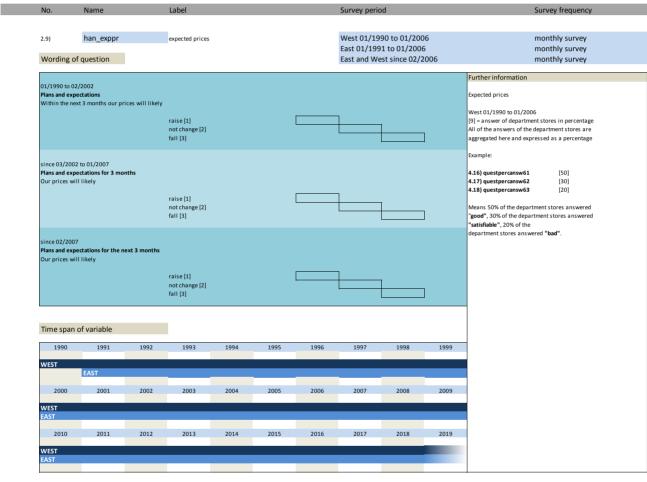


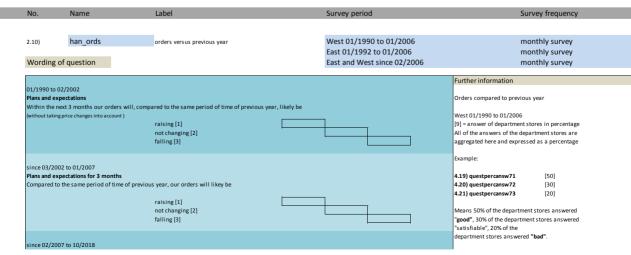


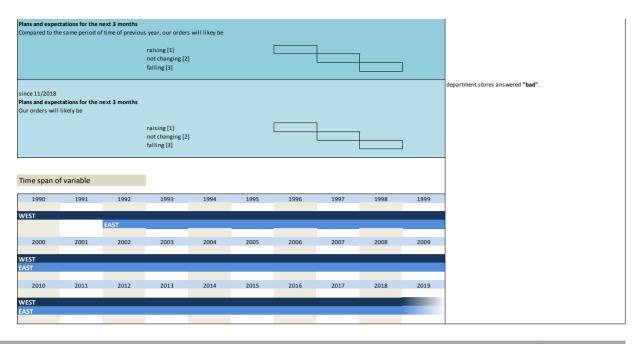


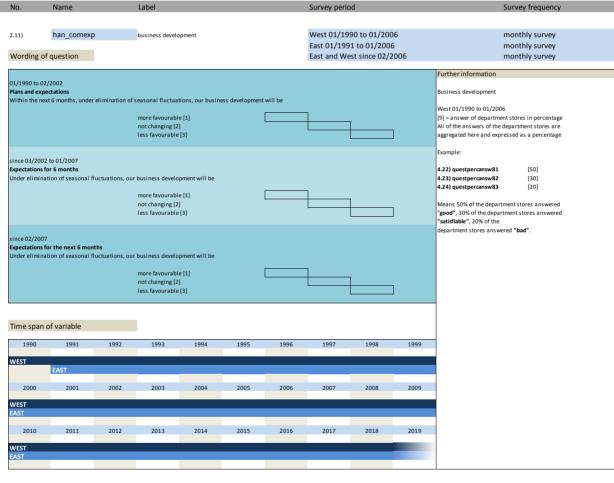




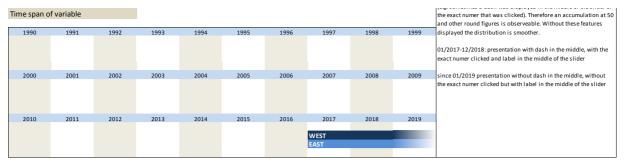




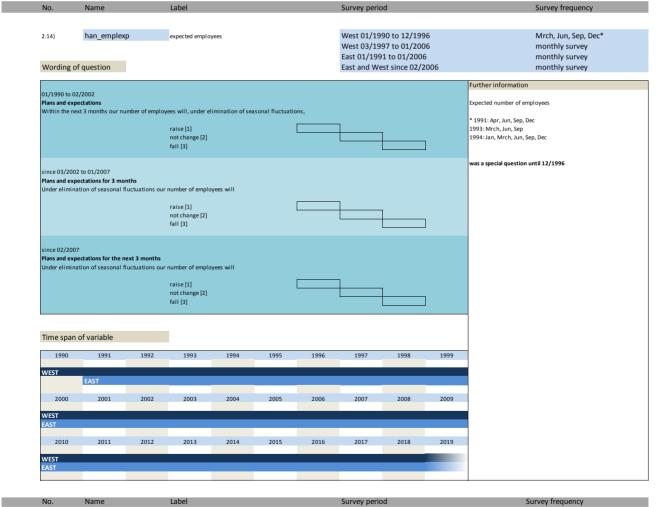




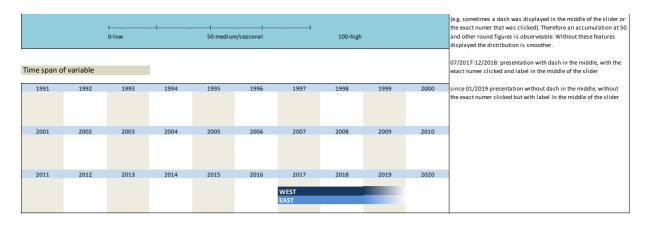
No.	Name	Label	Survey period	Survey frequency
2.12)	han_comexp_sl	business development (VAS)	East and West since 01/2017	monthly survey
Wording o	of question			
				Further information
	for the next 6 months	our business development will be		business development (slider)
				online only
	0less favourable	50100 not changing	more favourable	
				The presentation of the online-Slider changed over the last years (e.g. sometimes a dash was displayed in the middle of the slider or

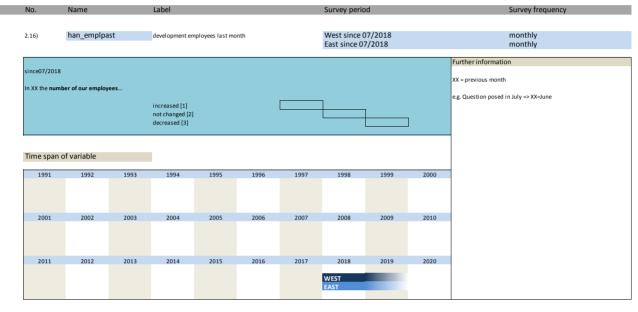


No.	Name		Label				Survey perio	od		Survey frequency
2.13)	han_comexp	_clicks	business development (clicks)				East and We	est since 01/2	1017	monthly
Time span o	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										amount of clicks for question 2.11) han_comexp_sl
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
										online only
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

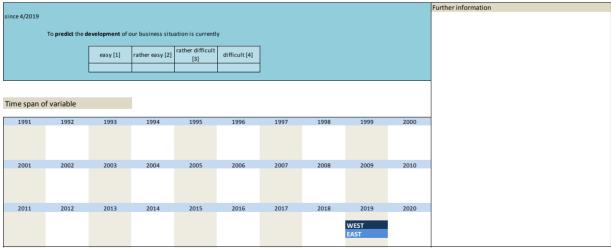


No.	Name	Labei	Survey period	Survey frequency
2.15)	han_comexp_unc	uncertainty w.r.t. commercial operation	West since 07/2017	monthly
			East since 07/2017	monthly
				E II : C II
				Further information
since 07/20	117			
We access	the uncertainty conquerding our	commercial operation in the next 6 month as		The presentation of the online-Slider changed over the last years
we assess	the uncertainty conguarding our	commercial operation in the next o month as		The presentation of the online-sinder changed over the fast years

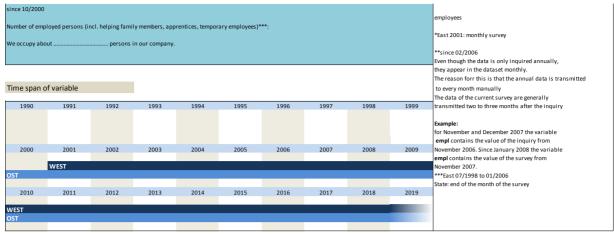




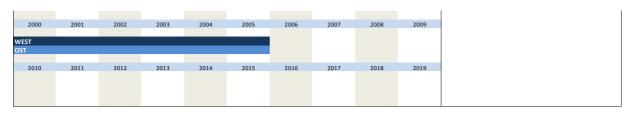
No.	Name	Label		Survey period	Survey frequency
2.17)	han_prestatebus_unc		uncertainty: prediction of business situation	West and East 04/2019	monthly
				*	
Wording of	question				

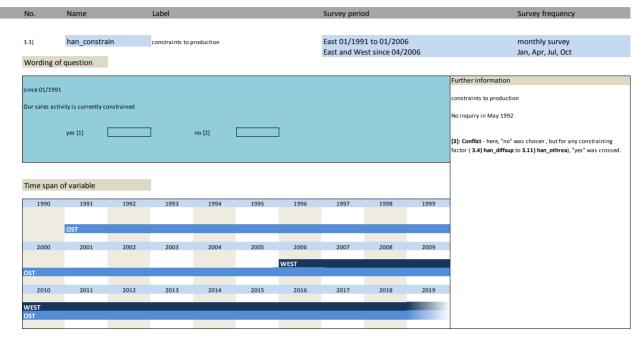


	3. Sonderfragen			
No.	Name	Label	Survey period	Survey frequency
3.1)	han_empl	employees	West von 10/2001 to 10/2005	annual survey, Oct
			East von 10/2000 to 10/2005	annual survey, Oct*
Wording	of question		East and West since 02/2006	annual survey, Nov**



No.	Name	Label		Survey period	Survey frequency
3.2)	han_totu	total turnover		West von 10/2000 to 10/2005 East von 10/1998 to 10/2005 East and West von 11/2006	annual survey, Oct annual survey, Oct annual survey, Nov
Wording	of question				
West 10/20	00				Further information
Last year ou	ur total turnover was		less than 1/2 MM DM 1/2 · 1 " " 1 · 2 " " 2 · 5 " " 5 · 10 " " 10 · 50 " " 50 · 100 " " more than 100 " "	[1] [2] [3] [4] [5] [6] [7] [8]	Total turnover Since October 2001: uniform size class for Eastern and Western Germany This data, which is inquired once a year, is needed for weighting purposes
East 10/199	98 to 10/2000				
Last year th	e size range of our revenue	(without sales tax) was	<500 000 DM DM 500 000 to 1 million 1 to <2 M DM 2 to <5 M DM 5 to <10 M DM 10 to <25 M DM 25 M DM and more	[1] [2] [3] [4] [5] [6]	
10/2001					
Last busine:	ss year our total turnover w	ras (in DM):	less than 0,5 M 0.5 - 1.0 " 1.0 - 2.0 " 2.0 - 5.0 " 5.0 - 10.0 M 10.0 - 25.0 " 25.0 - 50.0 " 50.0 - 100.0 " more than 100 M	[1] [2] [3] [4] [5] [6] [7] [8] [9]	
since 10/20	002 to 10/2005, since 11/20	06 to 11/2008			
Last busine:	ss year our total turnover w	as (in Euro):	less than 0,25 M 0,25 - 0,5 " 0,5 - 1,0 " 1,0 - 2,5 " 2,5 - 5,0 M 5,0 - 12,5 " 12,5 - 25,0 " 25,0 - 50,0 " more than 50 M	[1] [2] [3] [4] [5] [6] [7] [8] [9]	
since 11/20	009				
Last busine:	ss year our total turnover w	ras (in Euro):	less than 0,25 M 0,25 - 0,5 0,5 - 1,0 1.0 - 2,5 2.5 - 5,0 5.0 - 12.5 M 12.5 - 25.0 25.0 - 50.0 50.0 - 1.0 bn more than 1.0 bn	[1] [2] [3] [4] [5] [6] [7] [8] [9] [10]	
Time spa	n of variable				
1990		992 1993 1	994 1995 1996	1997 1998 1999	

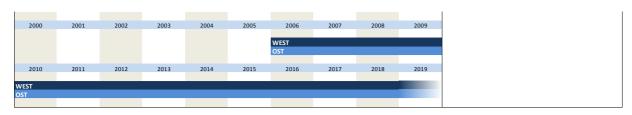


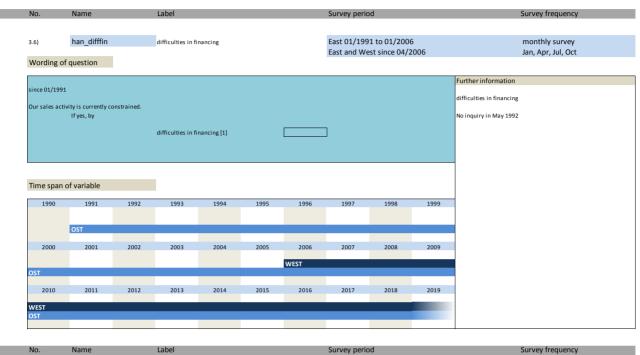


	Name		Label				Survey perio	, u		Survey frequency
.4)	han_diffsup		difficulties of su	unnly.			East 01/199	11 to 01/2004		monthly survey
.4)	nan_umsup		aimiculties of st	ірріу			EdSt 01/199	1 (0 01/2000)	monthly survey
Wording o	f question									
										Further information
ince 01/199:	1									nee in a
ur cales act	ivity is currently co	onstrained								difficulties of supply
our sares acc	If yes, by	onsu ameu.								No inquiry in May 1992
			difficulties of su	upply [1]]			
	of variable									
ime span	of variable	1992	1993	1994	1995	1996	1997	1998	1999	
		1992		1994	1995	1996	1997	1998	1999	
		1992		1994	1995	1996	1997	1998	1999	
1990	1991 EAST		1993							
	1991	1992		1994	1995	1996	1997	1998	1999	
1990	1991 EAST		1993							

3.5)	han_weakde	em	weak demand				East and We	est since 04/2	1006	Jan, Apr, Jul, Oct
Wording o	f question									
since 01/199: Our sales acti	1 ivity is currently o	onstrained.	weak demand [1	1						Further information weak demand
Time span										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	

No. Name Label Survey period Survey frequency





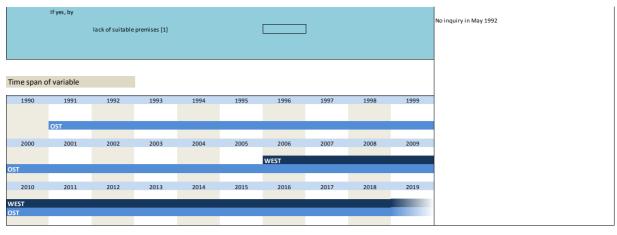
3.7)	han_skilllad	k	constraints: lac	k of skilled labo	our		East 01/199	1 to 01/200	6	monthly survey
							East and We	st since 04/2	2006	Jan, Apr, Jul, Oct
Wording of	question									
										Further information
01/1991 to 01/	/2006									Lack of manpower
Our sales activ	vity is currently	constrained.								Lack of manpower
	If yes, by									No inquiry in May 1992
		lack of qualifie	d manpower [1]							
since 04/2006										
Our sales activ	vity is currently	onstrained								
	If yes, by	.onsa amea.								
	If yes, by		abor [1]				1			
	If yes, by	lack of skilled l	abor [1]]			
	If yes, by		abor [1]]			
	If yes, by		abor [1]]			
Time span o			abor [1]]			
Time span c			abor [1]]			
Fime span c			1993	1994	1995	1996	1997	1998	1999	
	of variable	lack of skilled l		1994	1995	1996	1997	1998	1999	
•	of variable	lack of skilled l		1994	1995	1996	1997	1998	1999	
1990 2000	of variable 1991 OST	lack of skilled l	1993	1994			1997	1998	1999	
1990	of variable	lack of skilled I			1995	2006				
1990	of variable 1991 OST	lack of skilled I	1993							
1990 2000	of variable 1991 OST 2001	lack of skilled I	1993	2004	2005	2006 WEST	2007	2008	2009	
1990	of variable 1991 OST	lack of skilled I	1993			2006				
1990 2000 DST 2010	of variable 1991 OST 2001	lack of skilled I	1993	2004	2005	2006 WEST	2007	2008	2009	
1990 2000 DST	of variable 1991 OST 2001	lack of skilled I	1993	2004	2005	2006 WEST	2007	2008	2009	

3.8) Wording of	han_sclack question	lack of spacial capacity	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct
since 01/1991 Our sales activ	ity is currently constrai	ned.		er information f suitable premises

Survey period

Survey frequency

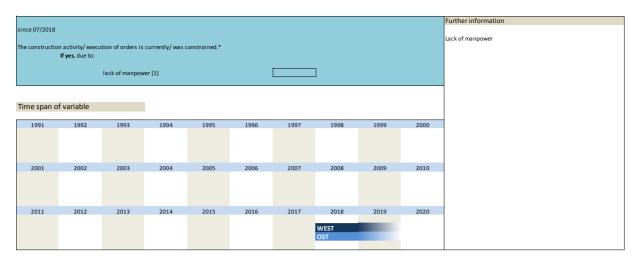
No. Name Label



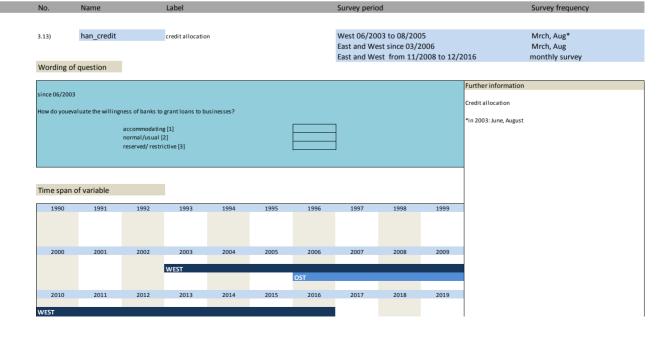
No.	Name		Label				Survey perio	od			Survey frequency
3.9)	han_equip		equipment				East 01/199	1 to 01/200	6		monthly survey
							East and We	est since 04/2	2006		Jan, Apr, Jul, Oct
Wording o	of question										
										Further information	
since 01/199	91									r dreiter information	
										Insufficient equipment	:
Our sales ac	tivity is currently co	onstrained.									
	If yes, by									No inquiry in May 199	2
		insufficient eqi	pment.				1				
		vehicles, etc. [1									
		venicies, etc. [1									
		venicies, etc. [1	·J								
		venicies, etc. [1	-1								
		venicies, etc. [1	-1								
_		venicies, etc. [1	-1								
Time spar	n of variable	venicies, etc. [1	.1								
Time spar		1992	1993	1994	1995	1996	1997	1998	1999		
	n of variable			1994	1995	1996	1997	1998	1999		
	n of variable			1994	1995	1996	1997	1998	1999		
	n of variable			1994	1995	1996	1997	1998	1999		
	n of variable			1994	1995	1996	1997	1998	1999		
1990	n of variable 1991 OST	1992	1993			2006					
1990	n of variable 1991 OST	1992	1993								
1990	n of variable 1991 OST	1992	1993			2006					
1990	n of variable 1991 OST	1992	1993			2006					
1990 2000	1991 OST 2001	1992	1993	2004	2005	2006 WEST	2007	2008	2009		
1990 2000	1991 OST 2001	1992	1993	2004	2005	2006 WEST	2007	2008	2009		

	Name		Label				Survey perio	od		Survey frequency
.10)	han weathe	r	unfavourable w	eather			East 02/199	4 to 01/2006	5	monthly survey
	_		•					st since 04/2		Jan, Apr, Jul, Oct
Wording of	question									· · · ·
										Further information
ince 02/1994										Tartier information
										Unfavourable weather
Our sales activ	vity is currently co If yes, by	onstrained.								No inquiry in May 1992
	ii yes, by									No friquity fit May 1332
			unfavourable w	eather [1]						
Time span c	of variable									
1990										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	1991	1992		1994 OST	1995	1996	1997	1998	1999	-
				OST						
2000	1991 2001	1992			1995	1996	1997	1998	1999	
2000				OST						
2000 DST				OST		2006				
OST	2001	2002	2003	OST 2004	2005	2006 WEST	2007	2008	2009	
				OST		2006				
OST	2001	2002	2003	OST 2004	2005	2006 WEST	2007	2008	2009	
2010	2001	2002	2003	OST 2004	2005	2006 WEST	2007	2008	2009	

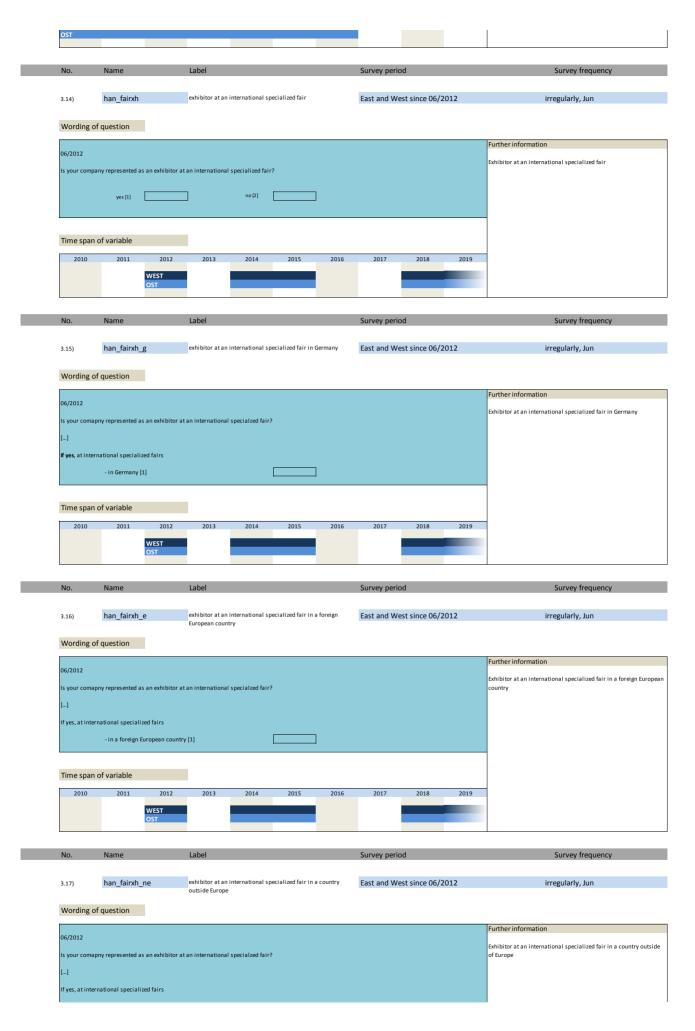
No.	Name	Label	Survey period	Survey frequency
3.11)	bau_mplack	constraints: lack of manpower	West since 07/2018	Jan, Apr, Jul, Oct
Wording of	of question		East since 07/2018	Jan, Apr, Jul, Oct

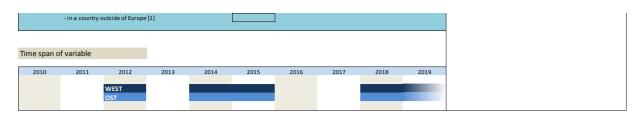


	Name		Label				Survey perio	od			Survey frequency
3.12)	han_othrea		other reasons				East 01/199	1 to 01/200	16		monthly survey
							East and We	est since 04/	2006		Jan, Apr, Jul, Oct
Wording o	f question										
										Further information	l.
01/1991 - 06/	2018										
	ivity is currently c									Other reasons	
Our sales act	If yes, by	onstrained.								No inquiry in May 199	2
	,,									,,	=
		other reasons, r	namely [1]								
					_						
since 07/2018	2										
311100 07/2010	,										
0											
Our sales act	ivity is currently co	onstrained.									
Our sales act	ivity is currently co	onstrained.									
Our sales acti	If yes, by	onstrained. other reasons [:	1]]				
Our sales act	If yes, by		1]]				
Our sales act	If yes, by		1]]				
	If yes, by		1]]				
Our sales act	If yes, by		1]]				
	If yes, by		1993	1994	1995	1996	1997	1998	1999		
Time span	of variable	other reasons [:		1994	1995	1996	1997	1998	1999		
Time span	of variable	other reasons [:		1994	1995	1996	1997	1998	1999		
Time span	of variable	other reasons [:		1994	1995	1996	1997	1998	1999		
Time span	of variable 1991 OST	other reasons [:	1993								
Time span	of variable	other reasons [:		1994	1995	1996	1997	1998	1999		
Time span 1990 2000	of variable 1991 OST	other reasons [:	1993								
Time span	of variable 1991 OST	other reasons [:	1993			2006					
Time span 1990 2000 OST	of variable 1991 OST 2001	other reasons [: 1992 2002	1993	2004	2005	2006 WEST	2007	2008	2009		
Time span 1990 2000	of variable 1991 OST	other reasons [:	1993			2006					
Time span 1990 2000 OST 2010	of variable 1991 OST 2001	other reasons [: 1992 2002	1993	2004	2005	2006 WEST	2007	2008	2009		
Time span 1990 2000 OST	of variable 1991 OST 2001	other reasons [: 1992 2002	1993	2004	2005	2006 WEST	2007	2008	2009		



Label





No.	Name	Label		Survey perio	d		Survey frequency
3.18)	han_fairxhexp		specialized fair during next 2-3	East and We	st 06/2012		once
		years					
Wording o	f question						
							Further information
06/2012							Exhibitor at an international specialized fair during the next
Is your compa	any going to be represented	as an Exhibitor at an international s	pecialized fair during the next 2-3	years?			years
	yes [1]	no [2]					
	yes [1]						
Time span	of variable						
2010	2011 201	2 2013 2014	2015 2016	2017	2018	2019	
	WEST						
	OST						

3.19)	han_fairxhex	p_g	exhibitor at an i next 2-3 years	nternational sp	ecialized fair in	Germany during	East and We	st 06/2012		once
			2 3 70013							
Wording of	f question									
06/2012										Further information
10/2012										Exhibitor at an international specialized fair in Germany during
s your compa	iny going to be repr	esented as an i	Exhibitor at an int	ternational spec	ialized fair duri	ng the next 2-3 ye	ears?			the next 2-3 years
]										
f yes, at interr	national specialize	d fairs								
	- in Germany [1]					1				
	- III Germany [1]									
Time span	of variable									
2040	2044	2042	2042	2011	2045	2015	2047	2040	2040	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST								
		OST								

Survey period Survey frequency

No.	Name	Label	Survey period	Survey frequency
3.20)	han_fairxhexp_e	exhibitor at an international specialized fair in a foreign	East and West 06/2012	once
		European country during next 2-3 years		
Wording	of question			

Further information

6/2012

Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?

L...]

If yes, at international specialized fairs

- in a foreign European country [1]

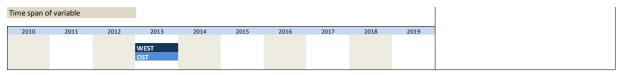
Time span of variable

2010 2011 2012 2013 2014 2015 2016 2017 2018 2019

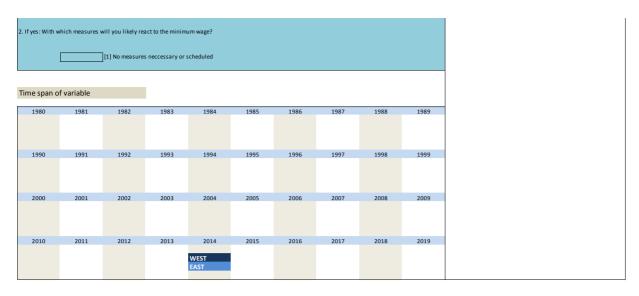
WEST
OST

No.	Name	Label	Survey period	Survey frequency
3.21)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	East and West 06/2012	once

Wording of										Further information
06/2012 Is your compa	iny going to be re	presented as an I	Exhibitor at an in	iternational spe	ecialized fair duri	ng the next 2-3	years?			Exhibitor at an international specialized fair in a country of Europe during the next 2-3 years
[]										
	national speciali	zed fairs								
ii yes, at iiitei			- (41)			1				
	- in a country	outside of Europ	s [1]							
Time span										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST OST								
No.	Name		Label				Survey peri	ind		Survey frequency
1101	Traine .		Laber				builtey peri			ourtey inequality
3.22)	han_flight_	ger	Importance of f	light connectio	ns in Germany		East and W	est 03/2013		once
Wording of	f auestion									
										Further information
03/2013										
How importan	nt for your compa	ny is a flight con	nection in							Importance of flight connections in Germany
Germany		very important	[1]							
		important [2] less important	[3]				_			
		unimportant [4								
Time span	of variable									
2010			2042			2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015	2010	2017			
2010	2011	2012		2014	2015	2010	2017			
2010	2011	2012	WEST OST	2014	2015	2010	2017			
2010	2011	2012	WEST	2014	2015	2010	2017			
		2012	WEST OST	2014	2015	2010				Curiou frontino
No.	Name	2012	WEST	2014	2015	2010	Survey peri			Survey frequency
			WEST OST		_	2010	Survey peri			Survey frequency once
No.	Name han_flight_		west ost		_	2010	Survey peri	iod		
No.	Name han_flight_		west ost		_	2010	Survey peri	iod		once
No.	Name han_flight_		west ost		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of	Name han_flight_	eur	WEST OST Label		_	2010	Survey peri	iod		once
No. 3.23) Wording of	Name han_flight_ f question	eur	WEST OST Label		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of	Name han_flight_ f question	eur	Label Importance of f		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of	Name han_flight_ f question	eur ny is a flight con very important important [2]	Label Importance of f		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of	Name han_flight_ f question	eur ny is a flight con very important	Label Importance of f		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of	Name han_flight_ f question	eur ny is a flight con very important [2] less important	Label Importance of f		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important	Label Importance of f		_	2010	Survey peri	iod		once Further information
No. 3.23) Wording of 03/2013 How importan Europe	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important [4]	Label Importance of f		_	2016	Survey peri	iod	2019	once Further information
No. 3.23) Wording of 03/2013 How importan	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important	Label Importance of f nection in [1] [3]]	light connectio	ons in Europe		Survey peri	est 03/2013	2019	once Further information
No. 3.23) Wording of 03/2013 How importan Europe	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important [4]	Label Importance of f	light connectio	ons in Europe		Survey peri	est 03/2013	2019	once Further information
No. 3.23) Wording of 03/2013 How importan Europe	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important [4]	Label Importance of f inection in [1] [3]] 2013	light connectio	ons in Europe		Survey peri	est 03/2013	2019	once Further information
No. 3.23) Wording of 03/2013 How importan Europe	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important [4]	Label Importance of f nection in [1] [3]] 2013 WEST OST	light connectio	ons in Europe		Survey peri East and W	2018	2019	Once Further information Importance of flight connections in Europe
No. 3.23) Wording of 03/2013 How importan Europe	Name han_flight_ f question at for your compa	eur ny is a flight con very important [2] less important [4]	Label Importance of f inection in [1] [3]] 2013	light connectio	ons in Europe		Survey peri	2018	2019	once Further information
No. 3.23) Wording of 03/2013 How importan Europe Time span 2010	Name han_flight_ f question at for your compa of variable 2011 Name	eur ny is a flight con very important [2] less important unimportant [4	Label Importance of f mection in [1] [3]] 2013 WEST OST	light connectio	ons in Europe		Survey peri	2018	2019	once Further information Importance of flight connections in Europe Survey frequency
No. 3.23) Wording of 03/2013 How importan Europe Time span 2010 No. 3.24)	Name han_flight_ f question at for your compa of variable 2011 Name han_flight_	eur ny is a flight con very important [2] less important unimportant [4	Label Importance of f nection in [1] [3]] 2013 WEST OST	light connectio	ons in Europe		Survey peri	2018	2019	Once Further information Importance of flight connections in Europe
No. 3.23) Wording of 03/2013 How importan Europe Time span 2010	Name han_flight_ f question at for your compa of variable 2011 Name han_flight_	eur ny is a flight con very important [2] less important unimportant [4	Label Importance of f mection in [1] [3]] 2013 WEST OST	light connectio	ons in Europe		Survey peri	2018	2019	once Further information Importance of flight connections in Europe Survey frequency
No. 3.23) Wording of 03/2013 How important Europe Time span 2010 No. 3.24) Wording of	Name han_flight_ f question at for your compa of variable 2011 Name han_flight_	eur ny is a flight con very important [2] less important unimportant [4	Label Importance of f mection in [1] [3]] 2013 WEST OST	light connectio	ons in Europe		Survey peri	2018	2019	once Further information Importance of flight connections in Europe Survey frequency
No. 3.23) Wording of 03/2013 How important Europe Time span 2010 No. 3.24) Wording of	Name han_flight_ f question of variable 2011 Name han_flight_ f question	eur ny is a flight con very important important [2] less important unimportant [4	Label Importance of f nection in [1] 2013 WEST OST Label Importance of f	light connectio	ons in Europe		Survey peri	2018	2019	Once Further information Importance of flight connections in Europe Survey frequency once
No. 3.23) Wording of 03/2013 How important Europe Time span 2010 No. 3.24) Wording of	Name han_flight_ f question at for your compa of variable 2011 Name han_flight_	eur ny is a flight con very important important [2] less important unimportant [4	Label Importance of f nection in [1] 2013 WEST OST Label Importance of f	light connectio	ons in Europe		Survey peri	2018	2019	Further information Importance of flight connections in Europe Survey frequency once
No. 3.23) Wording of 03/2013 How importan Europe Time span 2010 No. 3.24) Wording of 03/2013 How importan	Name han_flight_ f question of variable 2011 Name han_flight_ f question	eur ny is a flight con very important important [2] less important unimportant [4	Label Importance of f nection in [1] 2013 WEST OST Label Importance of f	light connectio	ons in Europe		Survey peri	2018	2019	Further information Importance of flight connections in Europe Survey frequency once
No. 3.23) Wording of 03/2013 How important Europe Time span 2010 No. 3.24) Wording of	Name han_flight_ f question of variable 2011 Name han_flight_ f question	eur very important important [2] less important unimportant [4] 2012 world very important unimportant [4]	Label Importance of f nection in [1] [3] 2013 WEST OST Label Importance of f	light connectio	ons in Europe		Survey peri	2018	2019	Further information Importance of flight connections in Europe Survey frequency once
No. 3.23) Wording of 03/2013 How importan Europe Time span 2010 No. 3.24) Wording of 03/2013 How importan	Name han_flight_ f question of variable 2011 Name han_flight_ f question	eur very important [2] less important unimportant [4] 2012 world world	Label Importance of f nection in [1] [3] VEST OST Label Importance of f	light connectio	ons in Europe		Survey peri	2018	2019	Further information Importance of flight connections in Europe Survey frequency once

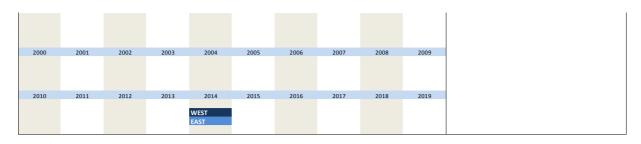


	Name		Label				Survey perio	d		Survey frequency
3.25)	han_fambus	S	family busines	s			East and We	st 02/2014		once
Wording o										
										Further Information
02/2014										
D) For researc										
	on yourself as a fa company whose v			tely by one or mo	re families that	are connected)				
		yes[1]		no[2]						
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST						
				EAST						
No.	Nama		Label	_			Cumiou porio	. d		Cumiou fraguianai
NO.	Name		Labei				Survey perio	u		Survey frequency
3.26)	han_minim1	1	minimum wage	q1			East and We	st 11/2014		once
Wording o	f question							,		
	f question							. , .		Further information
11/2014		mum wage polic	cv will be implem	ented.						Further information
11/2014	f question 5 the general minipany affected by the		cy will be implem	iented.						Further information
11/2014	5 the general mini pany affected by th		cy will be implem	nented.						<u>Further information</u>
11/2014	5 the general mini pany affected by th	nis?	cy will be implem	_						Further information
11/2014	5 the general mining pany affected by the	nis?	sy will be implem	_						Further information
11/2014 1. 01/01/201! Is your com	5 the general mining pany affected by the	nis?	Ey will be implem	_	1985	1986	1987	1988	1989	<u>Further information</u>
11/2014 1. 01/01/201! Is your com	5 the general mining pany affected by the general mining the general manager of the general mining the general	nis?]no[2]	1985	1986			1989	Further information
11/2014 1. 01/01/201: Is your com Time span	5 the general mining pany affected by th of variable	yes[1] yes[1] 1982	1983]no[2]			1987	1988		Further information
11/2014 1. 01/01/201! Is your com	5 the general mining pany affected by the general mining the general manager of the general mining the general	nis?]no[2]	1985	1986			1989	Further information
11/2014 1. 01/01/201: Is your com Time span	5 the general mining pany affected by th of variable	yes[1] yes[1] 1982	1983]no[2]			1987	1988		Further information
11/2014 1. 01/01/201: Is your com Time span	5 the general mining pany affected by th of variable	yes[1] yes[1] 1982	1983]no[2]			1987	1988		Further information
11/2014 1. 01/01/201: Is your com Time span 1980	of variable 1981]yes[1] 1982	1983]no[2] 1984 1994	1995	1996	1987	1988	1999	Further information
11/2014 1. 01/01/201: Is your com Time span 1980	of variable 1981]yes[1] 1982	1983]no[2] 1984 1994	1995	1996	1987	1988	1999	<u>Further information</u>
11/2014 1.01/01/2011 Is your com Time span 1980 2000	of variable 1981 2001	yes[1] 1982 1992	1983 1993 2003	1984 1994 2004 2014	1995 2005	1996 2006	1987 1997 2007	1988	1999 2009	Further information
11/2014 1.01/01/2011 Is your com Time span 1980 2000	of variable 1981 2001	yes[1] 1982 1992	1983 1993 2003	1984 1994 2004	1995 2005	1996 2006	1987 1997 2007	1988	1999 2009	Further information
11/2014 1. 01/01/201: Is your com Time span 1980 2000	of variable 1981 2001	yes[1] 1982 1992	1983 1993 2003	1984 1994 2004 2014	1995 2005	1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	
11/2014 1.01/01/2011 Is your com Time span 1980 2000	of variable 1981 2001	yes[1] 1982 1992	1983 1993 2003	1984 1994 2004 2014	1995 2005	1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	Further information Survey frequency
11/2014 1. 01/01/201: Is your com Time span 1980 2000	of variable 1981 2001	yes[1] 1982 1992 2002	1983 1993 2003	1984 1994 2004 2014 WEST EAST	1995 2005	1996 2006	1987 1997 2007	1988 1998 2008 2018	1999 2009	
11/2014 1. 01/01/201: Is your com Time span 1980 2000	of variable 1981 2001 Name han_minim2	yes[1] 1982 1992 2002	1983 1993 2003 2013	1984 1994 2004 2014 WEST EAST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Survey frequency
11/2014 1. 01/01/2011 Is your com 1980 1990 2000 2010 No. 3.27)	of variable 1981 2001 Name han_minim2	yes[1] 1982 1992 2002	1983 1993 2003 2013	1984 1994 2004 2014 WEST EAST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Survey frequency
11/2014 1.01/01/201: Is your com Time span 1980 2000 2010 No. 3.27) Wording o	of variable 1981 2001 Name han_minim2	1982 1992 2002 2012	1983 1993 2003 2013 Label	1984 1994 2004 2014 WEST EAST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Survey frequency once
11/2014 1. 01/01/2011 Is your com Time span 1980 2000 2010 No. 3.27) Wording o	of variable 1981 2001 Name han_minim2	1982 1992 2002 2012 2012	1983 1993 2003 2013 Label	1984 1994 2004 2014 WEST EAST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Survey frequency once



	Name		Label				Survey perio	od		Survey frequency
2.20)	han minim3	,	minimum wage	a3			Foot and W-	ost 11/2014		0000
3.28)	nan_minima	3	minimum wage	чэ			East and We	est 11/2014		once
Wording o	f question									
11/2014										Further information
	he general minimu any affected by this		vill be implemen	ted.						
		yes		no						
2. If yes: With	which measures v	will you likely re	act to the minim	um wage?						
		[1] personnel c	uts							
Time span	of variable		l							
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984	1985	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993	1994 2004	1995 2005	1996 2006	1997	1998	1999	
1980	1981 1991	1992	1993	1994 2004 2014	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993	1994 2004	1995 2005	1996 2006	1997	1998	1999	

INO.	Ivallie	Labei				Survey perio	u		Survey frequency
3.29)	han_minim4	minimum wage o	14			East and We	st 11/2014		once
Wording of	question								
wording or	question								
11/2014									Further information
11/2014									
	general minimum wa y affected by this?	ge policy will be implemente	ed.						
is your compan	y affected by this?								
	//////////////////////////////////////	<i>\(\(\tau_{1} \) \(\tau_{1} \) \(\tau_{2} \) \(\tau_{1} \) \(\tau_{2} \) \(</i>							
	V/////////////////////////////////////	(/////////	no						
2. If yes: With v	which measures will yo	ou likely react to the minimu	m wage?						
	[1] re	eduction of working hours							
T:	f								
Time span o	r variable								
1980	1981	1982 1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992 1993	1994	1995	1996	1997	1998	1999	



	Name		Label				Survey perio	od		Survey frequency
3.30)	han minim5		minimum wage	e q5			East and We	est 11/2014		once
	_							•		
Wording o	of question									
11/2014										Further information
	the general minimu any affected by this		/III be implemen	ited.						
		yes		no						
2. If yes: With	n which measures v	vill you likely rea	act to the minim	num wage?						
		[1] increase in [prices							
		-								
	1	•								
Time snan										
	of variable									
Time span		1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1980	of variable									
	of variable	1982	1983	1984	1985	1986	1987	1988	1989 1999	
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991 2001	1992	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998	1999 2009	
1980	of variable 1981 1991	1992	1993	1994 2004 2014	1995	1996	1997	1998	1999	
1980	of variable 1981 1991 2001	1992	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998	1999 2009	

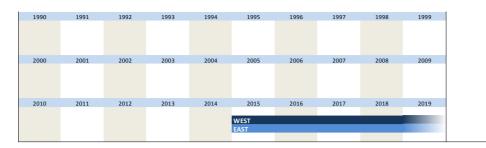
	Name		Label				Survey perio	od		Survey frequency
3.31)	han_minim6	õ	minimum wage	q6			East and We	est 11/2014		once
Wording o	f question									
44/2044										Further information
11/2014										
	he general minimu any affected by this		vill be implemen	ted.						
		yes		no						
2. If yes: With	which measures v	will you likely rea	act to the minim	um wage?						
		_								
		[1] reduction of	investment							
•										
Time span	of variable									
		1982	1983	1984	1985	1986	1987	1988	1989	
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982 1992	1983 1993	1984	1985 1995	1986 1996	1987 1997	1988 1998	1989 1999	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998	1999	

No.	Name		Label							Survey frequency
3.32)	han_minim7		minimum wage	e q7			East and We	st 11/2014		once
Wording o	f question									
11/2014										Further information
	he general minimur any affected by this		will be implemen	ted.						
is your compe			W/////////////////////////////////////	7						
2. If ves: With	which measures w		eact to the minim							
,										
		[1] reduction o	of special paymer	its						
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST EAST						
			Label				Survey perio	d		Survey frequency
No.	Name		Lubei							
No.	han_minim8		minimum wage	e q8			East and We	st 11/2014		once
	han_minim8			e q8			East and We	st 11/2014		
3.33)	han_minim8			e q8			East and We	st 11/2014		once Further information
3.33) Wording o	han_minim8	m wage policy	minimum wage				East and We	st 11/2014		
3.33) Wording o	han_minim8 f question he general minimur any affected by this	n wage policy '	minimum wage	ted.			East and We	st 11/2014		
3.33) Wording of 11/2014 01/01/2015 tills your compa	han_minim8 f question he general minimur	n wage policy ' ? yes	minimum wage	tted.			East and We	st 11/2014		
3.33) Wording of 11/2014 01/01/2015 tills your compa	han_minim8 f question he general minimur any affected by this which measures w	n wage policy '? 'yes rill you likely re	minimum wage	tted.			East and We	st 11/2014		
3.33) Wording of 11/2014 01/01/2015 tills your compa	han_minim8 f question he general minimur any affected by this which measures w	n wage policy ' ? yes	minimum wage	tted.			East and We	st 11/2014		
3.33) Wording o 11/2014 01/01/2015 ti Is your compa	han_minim8 f question he general minimur any affected by this which measures w	n wage policy '? 'yes rill you likely re	minimum wage	tted.			East and We	st 11/2014		
3.33) Wording o 11/2014 01/01/2015 ti Is your compa	han_minim8 f question he general minimur any affected by this which measures w	n wage policy '? 'yes rill you likely re	minimum wage	tted.	1985	1986	East and We	1988	1989	
3.33) Wording o 11/2014 01/01/2015 tl Is your compa	han_minim8 f question he general minimur any affected by this which measures w of variable	m wage policy (? yes fill you likely re [1] other	minimum wage	ted. Žno uum wage?	1985	1986			1989	
3.33) Wording o 11/2014 01/01/2015 tl Is your compa	han_minim8 f question he general minimur any affected by this which measures w of variable	m wage policy (? yes fill you likely re [1] other	minimum wage	ted. Žno uum wage?	1985	1986			1989	
3.33) Wording o 11/2014 01/01/2015 ti Is your compa 2. If yes: With	han_minim8 f question he general minimum any affected by this which measures w of variable	m wage policy (? yes fill you likely re [1] other	minimum wage will be implement eact to the minim	no Jno num wage? 1984			1987	1988		
3.33) Wording o 11/2014 01/01/2015 ti Is your compa 2. If yes: With	han_minim8 f question he general minimum any affected by this which measures w of variable	m wage policy (? yes fill you likely re [1] other	minimum wage will be implement eact to the minim	no Jno num wage? 1984			1987	1988		
3.33) Wording o 11/2014 01/01/2015 tl is your compa 2. If yes: With Time span 1980	han_minim8 f question he general minimum any affected by this which measures w of variable 1981	m wage policy (? ? yes fill you likely re [1] other 1982	minimum wage will be implement acact to the minim	no Jno num wage? 1984	1995	1996	1987	1988	1999	
3.33) Wording o 11/2014 01/01/2015 tl is your compa 2. If yes: With Time span 1980	han_minim8 f question he general minimum any affected by this which measures w of variable 1981	m wage policy (? ? yes fill you likely re [1] other 1982	minimum wage will be implement acact to the minim	1984 1994 2004	1995	1996	1987	1988	1999	
3.33) Wording o 11/2014 01/01/2015 ti Is your compa 2. If yes: With Time span 1980 1990	han_minim8 f question he general minimum, affected by this which measures w of variable 1981 1991	m wage policy (?? yes fill you likely re [1] other 1982 1992	minimum wage will be implemen act to the minim	1984 1994	1995 2005	1996 2006	1987 1997 2007	1988	1999 2009	
3.33) Wording o 11/2014 01/01/2015 ti Is your compa 2. If yes: With Time span 1980 1990 2000	han_minim8 f question the general minimum any affected by this which measures w of variable 1981 1991 2001	m wage policy (?? yes fill you likely re [1] other 1982 1992	minimum wage will be implemental will be imple	1984 1994 2004 WEST	1995 2005	1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	Further information
3.33) Wording o 11/2014 01/01/2015 ti Is your compa 2. If yes: With Time span 1980 1990	han_minim8 f question he general minimum, affected by this which measures w of variable 1981 1991	m wage policy (?? yes fill you likely re [1] other 1982 1992	minimum wage will be implemen act to the minim	1984 1994 2004 WEST	1995 2005	1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	
3.33) Wording o 11/2014 01/01/2015 ti is your compa 2. If yes: With Time span 1980 2000 2010 No. 3.34)	han_minim8 f question he general minimum any affected by this which measures w of variable 1981 2001 2011 Name han_turnexp	m wage policy v? ? yes fill you likely re 1982 1992 2002	minimum wage will be implemental will be imple	1984 1994 2004 2014 WEST	1995 2005	1996 2006	1987 1997 2007	1988 1998 2008 2018	1999 2009 2019	Further information
3.33) Wording o 11/2014 01/01/2015 ti Is your compa 2. If yes: With Time span 1980 1990 2000 2010	han_minim8 f question he general minimum any affected by this which measures w of variable 1981 2001 2011 Name han_turnexp	m wage policy v? ? yes fill you likely re 1982 1992 2002	minimum wage will be implemen 1983 1983 2003 Label	1984 1994 2004 2014 WEST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009 2019	Further information Survey frequency annual survey
3.33) Wording o 11/2014 01/01/2015 ti is your compa 2. If yes: With Time span 1980 2000 2010 No. 3.34)	han_minim8 f question he general minimum any affected by this which measures w of variable 1981 2001 2011 Name han_turnexp	m wage policy v? ? yes fill you likely re 1982 1992 2002	minimum wage will be implemen 1983 1983 2003 Label	1984 1994 2004 2014 WEST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009 2019	Further information Survey frequency
3.33) Wording o 11/2014 01/01/2015 ti s your compa 2. If yes: With Time span 1980 2000 2010 No. 3.34) Wording o 05/2015 Investments a	han_minim8 f question the general minimulary affected by this which measures w of variable 1981 2001 2011 Name han_turnexp f question	m wage policy to ? yes fill you likely re [1] other 1982 1992 2002	minimum wage will be implement 1983 1993 2003 2013 Label expected turnor	1984 1994 2004 2014 WEST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009 2019	Further information Survey frequency annual survey
3.33) Wording o 11/2014 01/01/2015 ti s your compa 2. If yes: With Time span 1980 2000 2010 No. 3.34) Wording o 05/2015 Investments a	han_minim8 f question he general minimum any affected by this which measures w of variable 1981 2001 2011 Name han_turnexp f question	m wage policy to ? yes fill you likely re [1] other 1982 1992 2002	minimum wage will be implement 1983 1993 2003 2013 Label expected turnor	1984 1994 2004 2014 WEST	1995 2005	1996 2006	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009 2019	Further information Survey frequency annual survey

		not change [2]								
		decrease [3]								
Time	span of	f variable								
19	980	1981	1982	1983	1984	1985	1986	1987	1988	1989
19	990	1991	1992	1993	1994	1995	1996	1997	1998	1999
20	000	2001	2002	2003	2004	2005	2006	2007	2008	2009
20	010	2011	2012	2013	2014	2015	2016	2017	2018	2019
20	010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST				
						EAST				

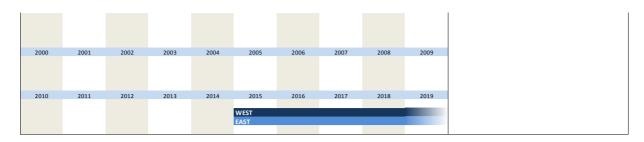
	Name		Label				Survey perio	od		Survey frequency
3.35)	han_invest_l	j	total investmen	it last year			East and We	est since 05/	2015	annual survey
Wording o	of question									
05/2015										Further information
	and revenue									
	20YY* compared to	20WW**) our ir	vestments were							*20YY means last year
		1	Total investment	ts						e.g.: If the question was posed in 2015: 20YY=2014
	increased [1]									
	not changed [2]									*20WW means two years ago e.g.: If the question was posed in 2015:
	decreased [3]			1						20WW=2013
	uecreaseu [5]									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985 1995	1986 1996	1987	1988	1989	
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	

IVO.	ivaille		Label				Survey peri	ou		Survey frequency
3.36)	han_invcon_	<u>lj</u>	investment in co	onstruction last	year		East and W	est since 05/	2015	annual survey
Wording	of question									
TTOTAINS !	or question									
05/2015										Further information
	and revenue 20YY* compared to	20\\/\\/**\ our i	nvectments were							
1) Last year	2011 compared to	20000 70011	ivestilients were							*20YY means last year
			Total investment							e.g.: If the question was posed in 2015:
		the	reof in: construc	tion						20YY=2014
	increased [1]									*******
	not changed [2]									*20WW means two years ago e.g.: If the question was posed in 2015:
										20WW=2013
	decreased [3]									
Time snar	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
										I



	Name		Label				Survey perio	od		Survey frequency
3.37)	han_inveq_lj		investment in e	quipment last y	ear		East and We	est since 05/	2015	annual survey
Wording of	f question									
										Further information
05/2015										
Investments a										
1) Last year (2	OYY* compared to	20WW**) our ii	nvestments were							*20YY means last year
			Total investment							e.g.: If the question was posed in 2015:
		th	ereof in: equipm	ent						20YY=2014
	increased [1]									
	not changed [2]									*20WW means two years ago e.g.: If the question was posed in 2015:
										20WW=2013
	decreased [3]									
	of variable	1092	1092	1004	1005	1006	1007	1000	1000	
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986 1996	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981 1991 2001	1992	1993 2003	1994	1995	1996 2006	1997 2007	1998	1999	
1980	1981	1992	1993	1994	1995 2005 2015	1996	1997	1998	1999	
1990	1981 1991 2001	1992	1993 2003	1994	1995	1996 2006	1997 2007	1998	1999	

No.	Name		Label				Survey perio	od		Survey frequency
3.38)	han_invest_dj		total investment	this year			East and We	est since 05/2	2015	twice a year (May, Nov.)
Wording of	question									
	циоти									
05/2015										Further information
Investments a										
	nd revenue nt year (20XX* compa	ared to 20YY*	*) our investment	s will likely						
		,	Fotal investments							*20XX means current year e.g.: If the question was posed in 2015:
		•								20XX=2015
	increase [1]									
	not change [2]									**20YY means last year e.g.: If the question was posed in 2015:
	decrease [3]									20YY=2014
since 11/2018										
SINCE 11/2010	Special question in	vestments								20XX = last year
	(only in May and Nove	mber)					7			20WW = this year
						estments				
					+	[1]				Label in data set:
	In the current ye		ments (20WW**	compared to	=	[2]				+=increased [1]
		20X	X**)							= = not changed [2] - = decreased [3]
					-	[3]				- = decreased [5]
T:	-£:- - -									
Time span	oi variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	



	Name		Label				Survey perio	od		Survey frequency
3.39)	han_invcon_	di	investment in co	onstruction this	vear		Fast and We	est since 05/	2015	twice a year (May, Nov.)
		, cuj			,		Lust and We	231 311100 037	2015	twice a year (iviay, ivov.)
Wording o	of question									
05/2015										Further information
Investments	and revenue									
	ent year (20XX* con	npared to 20YY*	*) our investmen	ts will likely						*20XX means current year
			otal investment							e.g.: If the question was posed in 2015: 20XX=2015
		tne	reorin: construc	iion						2000=2015
	increase [1]									**20YY means last year
	not change [2]									e.g.: If the question was posed in 2015: 20YY=2014
	decrease [3]									
since 11/201										2007
	Special question (only in May and No						_			20XX = last year 20WW = this year
					Total inv	estments	_			Label in data set:
					- Const	ruction				+= increased [1]
					+	[1]				= = not changed [2] - = decreased [3]
	In the current		ments (20WW**	compared to	=	[2]				
		20X	X**)			[3]				
						[5]				
Time span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981	1992	1993 2003	1994 2004 2014	1995 2005	1996	1997 2007	1998	1999 2009	

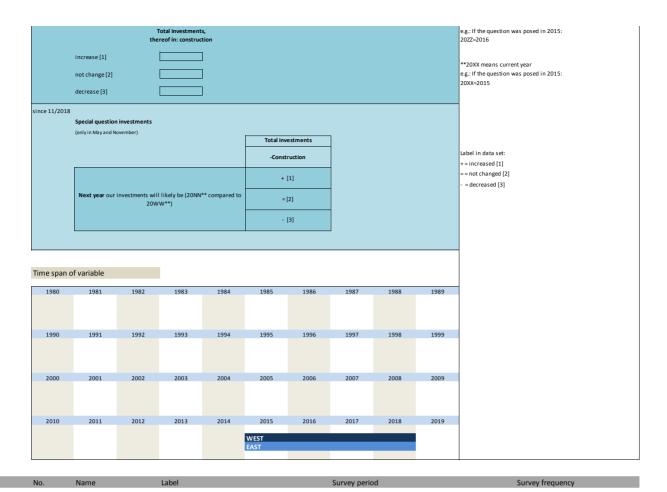
3.40)	han_inveq_dj	investment in equipment this yea	ar	East and West since 05/2015	twice a year (May, Nov.)
Wording	of question				
	and revenue rent year (20XX* compared to 20Y	Y**) our investments will likely			Further information
	increase [1]	Total investments, :hereof in: equipment			*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
	not change [2] decrease [3]				**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
since 11/20:	Special question investments (only in May and November)		Total investments - Equipment		20XX = last year 20WW = this year Label in data set: += increased [1]

	In the <u>current</u>	t year our investi 20X:		compared to	=	[1]				== not changed [2] - = decreased [3]
ime span o	of variable									
ille spall o	n variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2004	2002	2002	2004	2005	2005	2007	2000	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					

	Name		Label				Survey perio	od		Survey frequency
3.41)	han_invest_	ni	total investment	t next year			Fast and We	est since 11/20	15	annual survey
				,			Edst dild WC	.st since 11/20	15	difficult Survey
Wording of	question									
11/2015										Further information
nvestments ai	nd revenue year (20ZZ* compa increase [1] not change [2]		our investments v							*2022 means next year e.g.: If the question was posed in 2015: 2022-2016 **20XX means current year e.g.: If the question was posed in 2015:
	decrease [3]									20XX=2015
ince 11/2018	Special question (only in May and N				Total inv	estments	1			
	Newton		l likely be (20NN ⁴	**	+	[1]				Label in data set: +=increased [1]
			/W**)			[2]				= not changed [2] - = decreased [3]
						[3]				= = not changed [2]
	of variable	20W	/W**)		-	[3]				= = not changed [2]
Time span (1984			1987	1988	1989	= = not changed [2]
	of variable	20W	/W**)		-	[3]	1987	1988	1989	= = not changed [2]
1980	of variable	20W	1983	1984	1985	1986				= = not changed [2]
1980	of variable 1981 1991	1982 1992	1983 1993	1984	1985	1986	1997	1998	1999	= = not changed [2]

2.42)	han invest ni	investment in construction next year	Fact and Wast since 11/2015	annual curvey
3.42)	han_invcon_nj	investment in construction next year	East and West since 11/2015	annual survey
Wording	of question			
05/2015			Fu	urther information
	s and revenue			
	t year (20ZZ* compared to 20XX**) our investments will likely		2027
			*2	20ZZ means next year

No. Name Label Survey period Survey frequency



3.43)	han_inveq_n	nj	investment in e	quipment next ye	ar		East and We	st since 11/2	2015	annual survey
Wording of	question									
										Further information
05/2015										
Investments a										
1) In the next y	ear (20ZZ* compa	red to 20XX**) o	our investments	will likely						*20ZZ means next year
			otal investment ereof in: equipm							e.g.: If the question was posed in 2015: 20ZZ=2016
				 1						
	increase [1]									**20XX means current year
	not change [2]									e.g.: If the question was posed in 2015: 20XX=2015
	decrease [3]]						
since 11/2018										
	Special question									Label in data set:
	(only in May and No	ovember)		1	Total inv	estments	1			+ = increased [1] = = not changed [2]
					- Fauir	pment				- = decreased [3]
					Equi	p				
					+	[1]				
	Next year our	investments will		** compared to	=	[2]				
		20W	W**)				-			
					•	[3]				
Time span o	of variable									
	1981	1982	1983	1984	1985	1986	1987	1988	4000	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
4000	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1993	1990	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2000	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2013	2010	2017	2010	2015	l l

No. Name						WEST EAST					
Note	No.	Name		Label				Survey perio	od		Survey frequency
Marches Comparison Marches M	3.44)	han_ref1		refugees questi	on 1			East and We	est 10/2015		once
1	Wording o	fquestion									
Time span of variable	10/2015										Further Information
Time span of variable 1982	1. How large o	lo you assess the p	ootential of asy	rlum seekers to be	employed in t	he following positi	ons?				
Time span of variable 1900				[1] small	1	[2] large	1				
1980		trainees			l						
1990 1992 1992 1993 1994 1995 1996 1997 1998 1999	Time span	of variable									
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 No. Name Label Survey period Survey frequency 240 han_ref2 refugee question 2 East and West 10/2015 once Wording of question Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2012 2013 2014 2015 1996 1997 1998 1999 2000 2001 2012 2013 2014 2015 2016 2017 2018 2019 No. Name Label Survey period Survey period Survey frequency No. Name Label Survey period Survey frequency	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 No. Name Label Survey period Survey frequency 240 han_ref2 refugee question 2 East and West 10/2015 once Wording of question Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2012 2013 2014 2015 1996 1997 1998 1999 2000 2001 2012 2013 2014 2015 2016 2017 2018 2019 No. Name Label Survey period Survey period Survey frequency No. Name Label Survey period Survey frequency											
No. Name Label Survey period Survey frequency	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
No. Name Label Survey period Survey frequency											
No. Name Label Survey period Survey frequency	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
No. Name Label Survey period Survey frequency											
No. Name Label Survey period Survey frequency 3.45) han_ref2 refugees question 2 East and West _10/2015	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
East and West						WEST EAST					
East and West											
10/2015	No			Lahol				Survey neric	vd.		Survey frequency
10/2015 1. How large do you assess the potential of asylum seekers to be employed in the following positions? [1] small	NO.	Name		Label				Survey perio	u		
10/2015 1. How large do you assess the potential of asylum seekers to be employed in the following positions? 13 mail [2] large					on 2						once
13 mall 12 large	3.45)	han_ref2			on 2						
Time span of variable 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question 10/2015	3.45) Wording o	han_ref2		refugees questi							
1980 1981 1982 1983 1984 1985 1986 1987 1988 1989	3.45) Wording o	han_ref2	potential of asy	refugees question			ons?				
1980 1981 1982 1983 1984 1985 1986 1987 1988 1989	3.45) Wording o	han_ref2 f question lo you assess the p		refugees question			ons?				
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o	han_ref2 f question lo you assess the p		refugees question			ons?				
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o	han_ref2 f question lo you assess the punskilled aid we of variable	orkers	refugees question	employed in t	[2] large]	East and We	tst 10/2015		
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o	han_ref2 f question lo you assess the punskilled aid we of variable	orkers	refugees question	employed in t	[2] large]	East and We	tst 10/2015	1989	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o Time span	han_ref2 f question lo you assess the punskilled aid we of variable	orkers 1982	refugees question refugees que r	employed in t	[2] large	1986	East and We	1988		
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o Time span	han_ref2 f question lo you assess the punskilled aid we of variable	orkers 1982	refugees question refugees que r	employed in t	[2] large	1986	East and We	1988		
No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o 1990	han_ref2 f question lo you assess the punskilled aid we of variable 1981	1982 1992	refugees question refugees que r	1984 1994	[2] large	1986	1987 1997	1988 1998	1999	
No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o 1990	han_ref2 f question lo you assess the punskilled aid we of variable 1981	1982 1992	refugees question refugees que r	1984 1994	[2] large	1986	1987 1997	1988 1998	1999	
No. Name Label Survey period Survey frequency 3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question Further Information	3.45) Wording o 10/2015 1. How large o 1980 2000	han_ref2 f question lo you assess the punskilled aid we of variable 1981 1991	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997	1988 1998	1999 2009	
3.46) han_ref3 refugees question 3 East and West 10/2015 once Wording of question 10/2015 Further Information	3.45) Wording o 10/2015 1. How large o 1980 2000	han_ref2 f question lo you assess the punskilled aid we of variable 1981 1991	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997	1988 1998	1999 2009	
Wording of question 10/2015 Further Information	3.45) Wording o 10/2015 1. How large o 1980 2000	han_ref2 f question lo you assess the punskilled aid we of variable 1981 1991	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997	1988 1998	1999 2009	
Wording of question 10/2015 Further Information	3.45) Wording o 10/2015 1. How large o 1980 2000	han_ref2 f question lo you assess the punskilled aid we of variable 1981 1991 2001	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997 2007	1988 1998 2008	1999 2009	Further Information
10/2015 Further Information	3.45) Wording o 10/2015 1. How large o 1980 2000	han_ref2 f question lo you assess the punskilled aid we of variable 1981 1991 2001 Name	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997 2007 2017	1988 1998 2008	1999 2009	Further Information Survey frequency
	3.45) Wording o 10/2015 1. How large o 1980 2000 2010 No. 3.46)	han_ref2 f question lo you assess the punskilled aid wo of variable 1981 2001 2011 Name han_ref3	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997 2007 2017	1988 1998 2008	1999 2009	Further Information Survey frequency
1. How large do you assess the potential of asylum seekers to be employed in the following positions?	3.45) Wording o 10/2015 1. How large o 1980 2000 2010 No. 3.46) Wording o	han_ref2 f question lo you assess the punskilled aid wo of variable 1981 2001 2011 Name han_ref3	1982 1992 2002	refugees question refugees que refu	1984 1994 2004	1985 1995 2005	1986	1987 1997 2007 2017	1988 1998 2008	1999 2009	Survey frequency once

Time span of variable

1000	1001	1002	1983	1004	1985	1000	1987	1988	1989
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST EAST				
					LAST				

No.	Name		Label				Survey perio	od		Survey frequency
3.47)	han_ref4		refugees questio	n 4			East and We	est 10/2015		once
Wording of	question									
										Further Information
10/2015										
1. How large d	o you assess the p	otential of asyl	lum seekers to be	employed in the	e following position	ons?				
			[1] small		[2] large					
	leading position	s								
			, ,							
_										
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					

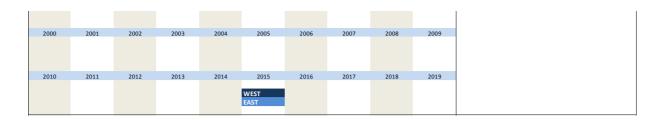
3)	han_ref5		refugees questio	III 5			East and We	st 10/2015		once
ording o	f question									
										Further Information
/2015										Further information
How large o	do you assess the po	tential of asvl	um seekers to be	emploved in th	ne following position	ons?				
	,,									
			[1] small		[2] large					
	other positions									
-	6									
ime span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					

Survey frequency

Survey frequency

No. Name Label Survey period

3.49)	han_ref6		refugees questio	on 6			East and We	st 10/2015		once
Wording of							Edst dild VVC	30 10/2013		Office
Wording or	question									Further Information
10/2015										
2. how much o	of an obstacle to e	mploying asylur	m seekers do you	consider the fo	llowing factors to	be in your bra	inch:			
			[1] little		[2] much					
	labor law-relat	ed provisions								
Time span										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2000	2003	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
No.	Name		Label				Survey perio	od		Survey frequency
3.50)	han_ref7		refugees question	on 7			East and We	est 10/2015		once
Wording of	f question									
10/2015										Further Information
2. how much o	of an obstacle to e	mploying asylur	m seekers do you	consider the fo	llowing factors to	be in your bra	ınch:			
				[1] little		[2] much				
	untit level of qu	alification								
	unfit level of qu	alification								
Time span		alification								
Time span		alification	1983	1984	1985	1986	1987	1988	1989	
	of variable		1983	1984	1985	1986	1987	1988	1989	
	of variable		1983	1984	1985	1986	1987	1988	1989	
1980	of variable	1982								
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	of variable	1982								
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1982 1992 2002	1993 2003	1994	1995 2005 2015 WEST	1996 2006	1997 2007	1998 2008	1999 2009	
1980	1981 1991 2001	1982 1992 2002	1993 2003	1994	1995 2005 2015	1996 2006	1997 2007	1998 2008	1999 2009	
1980 1990 2000	1981 1991 2001	1982 1992 2002	1993 2003 2013	1994	1995 2005 2015 WEST	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009	
1980 1990 2000	1981 1991 2001	1982 1992 2002	1993 2003	1994	1995 2005 2015 WEST	1996 2006	1997 2007	1998 2008 2018	1999 2009	Survey frequency
1980 1990 2000 2010	1981 1991 2001	1982 1992 2002	1993 2003 2013	1994 2004 2014	1995 2005 2015 WEST	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009	Survey frequency once
1980 1990 2000 2010 No.	1981 1991 2001 2011 Name	1982 1992 2002	1993 2003 2013 Label	1994 2004 2014	1995 2005 2015 WEST	1996 2006	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009	
1980 1990 2000 2010 No. 3.51) Wording of	1981 1991 2001 2011 Name	1982 1992 2002	1993 2003 2013 Label	1994 2004 2014	1995 2005 2015 WEST	1996 2006	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	
1980 1990 2000 2010 No. 3.51) Wording of	1981 1991 2001 Name han_ref8	1982 1992 2002 2012	2003 2013 Label refugees question	1994 2004 2014	1995 2005 2015 WEST EAST	1996 2006 2016	2007 2017 Survey period East and We	1998 2008 2018	1999 2009 2019	once
1980 1990 2000 2010 No. 3.51) Wording of	1981 1991 2001 2011 Name	1982 1992 2002 2012	2003 2013 Label refugees question	1994 2004 2014	2005 2015 WEST EAST	1996 2006 2016	2007 2017 Survey period East and We	1998 2008 2018	1999 2009 2019	once
1980 1990 2000 2010 No. 3.51) Wording of	1981 1991 2001 2011 Name han_ref8 f question	1982 1992 2002 2012	2003 2013 Label refugees question	1994 2004 2014	1995 2005 2015 WEST EAST	1996 2006 2016	2007 2017 Survey period East and We	1998 2008 2018	1999 2009 2019	once
1980 1990 2000 2010 No. 3.51) Wording of	1981 1991 2001 Name han_ref8	1982 1992 2002 2012	2003 2013 Label refugees question	1994 2004 2014	2005 2015 WEST EAST	1996 2006 2016	2007 2017 Survey period East and We	1998 2008 2018	1999 2009 2019	once
1990 2000 2010 No. 3.51) Wording of 10/2015 2. how much of 10/2015	1981 1991 2001 2011 Name han_ref8 f question	1982 1992 2002 2012	2003 2013 Label refugees question	1994 2004 2014	2005 2015 WEST EAST	1996 2006 2016	2007 2017 Survey period East and We	1998 2008 2018	1999 2009 2019	once
1990 2000 2010 No. 3.51) Wording of 10/2015 2.how much o	1981 1991 2001 2011 Name han_ref8 f question of an obstacle to e	1982 1992 2002 2012	1993 2003 2013 Label refugees question m seekers do you [1] little	2004 2014 2014 consider the fo	2005 2015 WEST EAST Allowing factors to [2] much	1996 2006 2016	1997 2007 2017 Survey peric East and We	1998 2008 2018 2018	1999 2009 2019	once
1990 2000 2010 No. 3.51) Wording of 10/2015 2. how much of 10/2015	1981 1991 2001 2011 Name han_ref8 f question	1982 1992 2002 2012	2003 2013 Label refugees question	1994 2004 2014	2005 2015 WEST EAST	1996 2006 2016	2007 2017 Survey period East and We	1998 2008 2018	1999 2009 2019	once



	Name		Labei				Survey perio	u		Survey frequency
3.52)	han_ref9		refugees question	on 9			East and We	st 10/2015		once
,										
Wording o	f question									
										Further Information
10/2015										Turtier information
	of an obstacle to er									
2. now much (or an obstacle to el	nproying asyrur	m seekers ao you	consider the to	llowing factors to	be in your brar	icn:			
			[1] little		[2] much					
	lack of language	skills								
T:	-f:- - -									
rime span	of variable									
1980	1981	1982	1983	1984	1985	1986	4007			
		1302	1303	1984	1985	1986	1987	1988	1989	
		1302	1505	1984	1985	1986	1987	1988	1989	
		1362	1503	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1984	1985	1986	1987	1988	1989	
1990										
1990										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	1991	1992	1993 2003	1994	1995 2005 2015	1996	1997 2007	1998	1999	
2000	1991	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	

han_minim_ of question the universal minim		affected by mini		ected by this rep		East and We	est 03/2016		once Further information
of question		mplemented. Is yo		ected by this rep		East and We	est 03/2016		
	um wage was ir		ur company affo	ected by this reg					Further information
the universal minim	um wage was ir		ur company affe	ected by this reg					Further information
the universal minim	um wage was ir		ur company affe	ected by this reg					
the universal minim	um wage was ir		ur company affe	ected by this reg					
		[1] yes		,	ulation?				
				[2] no					
					1				
n of variable									
1981	1982	1983	1984	1985	1986	1987	1988	1989	
1991	1992	1993	1994	1995	1996	1997	1998	1999	
2001	2002	2003	2004	2005	2006	2007	2008	2009	
2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST				
					EAST				
	1991	1981 1982 1991 1992 2001 2002	1981 1982 1983 1991 1992 1993 2001 2002 2003	1981 1982 1983 1984 1991 1992 1993 1994 2001 2002 2003 2004	1981 1982 1983 1984 1985 1991 1992 1993 1994 1995 2001 2002 2003 2004 2005	1981 1982 1983 1984 1985 1986 1991 1992 1993 1994 1995 1996 2001 2002 2003 2004 2005 2006 2011 2012 2013 2014 2015 2016 WEST	1981 1982 1983 1984 1985 1986 1987 1991 1992 1993 1994 1995 1996 1997 2001 2002 2003 2004 2005 2006 2007 2011 2012 2013 2014 2015 2016 2017 WEST	1981 1982 1983 1984 1985 1986 1987 1988 1991 1992 1993 1994 1995 1996 1997 1998 2001 2002 2003 2004 2005 2006 2007 2008 2011 2012 2013 2014 2015 2016 2017 2018	1981 1982 1983 1984 1985 1986 1987 1988 1989 1991 1992 1993 1994 1995 1996 1997 1998 1999 2001 2002 2003 2004 2005 2006 2007 2008 2009 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST

140.	Hunne	Label	Julycy period	Survey requeriey
3.54)	han_minim_post2	no minimum wage measures	East and West 03/2016	once
Wording of	question			
				Further information
03/2016				
01.01.2015 the	universal minimum wage was in	mplemented. Is your company affected by this regulation?		

If yes, What measures	did you utilize?								
			none		[1]				
Time span o	f variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST EAST			

	No.	Name		Label				Survey perio	d		Survey frequency
	3.55)	han_minim_	post3	mea sures: empl	oyee reduction			East and We	st 03/2016		once
	Wording of	question									
	03/2016										Further information
ļ	01.01.2015 the f yes, What measures				ur company affe	cted by this re	gulation?				
	Time span o										
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019	
L											

6)	han_minim_	_post4	measures: work	ing hour reducti	on		East and We	st 03/2016		once
ording of	question									
2016										Further information
01.2015 the	universal minim	ium wage was im	plemented. Is yo	ur company affe	ected by this regu	ılation?				
es, at measures	did you utilize?									
		working hour re	duction][1]					
		working nour re	duction		Īī _T ī					
ne span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	

Survey period

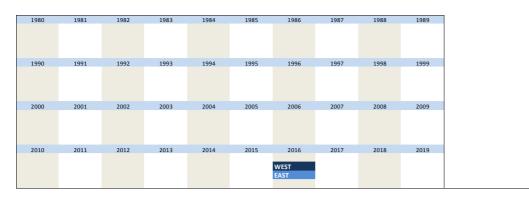
Survey frequency

WEST
EAST

.57)	han_minim_	_post5	measures: incre	ased prices			East and We	st 03/2016		once
A/!:£										
Nording of	question									
										Further information
3/2016										
1.01.2015 the	universal minim	ium wage was im	plemented. Is yo	ur company affe	ected by this re	gulation?				
yes,										
Vhat measures	did you utilize?									
		increased prices	s		[1]					
r:	£ ! . L L									
Time span o	r variable									
		1087	1083	1984	1085	1086	1087	1088	1080	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985 1995	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994	1995 2005	1996 2006	1997 2007	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	

							7			
		16	measures: decre				5 . IV	. 02/2016		
58)	han_minim_	_post6	measures. decir	aseu ilivestilleli	ı		East and We	st 03/2016		once
Wording of	question									
										Further information
3/2016										Tartier information
01.01.2015 the	universal minim	ium wage was im	nnlemented. Is vo	ur company affe	cted by this re	egulation?				
f yes,			,		,	.0				
Vhat measures	s did you utilize?									
		decreased inves	stment		[1]					
Time span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1330	1331	1332	1333	1334	1333	1330	1337	1330	1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

	1 tuille	2000.	builtey period	buive, inequelity
3.59)	han_minim_post7	measures: decreased special payments	East and West 03/2016	once
Wording of	question			
				Further information
03/2016				
01.01.2015 the	universal minimum wage was in	nplemented. Is your company affected by this regulation?		
If yes,				
What measures	s did you utilize?			
	decresed special payments	[1]		
Time span o	of variable	l		

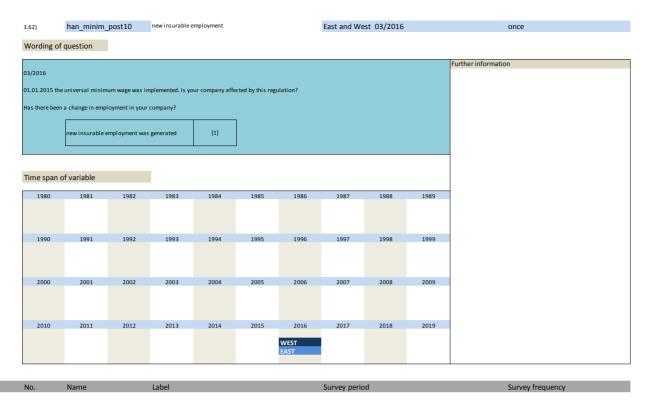


No.	Name		Label				Survey perio	d		Survey frequency
3.60)	han_minim_	post8	less minijobs				East and We	st 03/2016		once
Wording of	f question									
03/2016										Further information
01.01.2015 th	e universal minim	um wage was ir	nplemented. Is yo	ur company affe	cted by this reg	ulation?				
Has there beer	n a change in empl	oyment in your	company?							
	less minijobs				[1]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994						
				1334	1995	1996	1997	1998	1999	
				1334	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	1995	1996 2006	1997	1998	1999 2009	
2000	2001	2002	2003							
				2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003							

	han_minim_	post9	minijous transi	ormea into insui	rable employme	ent	East and We	st 03/2016		once
rding of o	question									
										Further information
2016										Turtier information
01.2015 the	universal minim	um wage was im	plemented. Is yo	ur company affe	cted by this reg	ulation?				
there been	a change in empl	oumant in your	-company2							
uiere been a	a change in empi	Oyment in your	company:		1					
	minijobs were t	ransformed into	insurable	[1]						
	employment									
										1
ne span o	f variable									
ne span of	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984 1994	1985 1995	1986 1996	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1991	1992	1993 2003	1994	1995 2005	1996 2006	1997 2007	1998	1999	

Survey period

Survey frequency

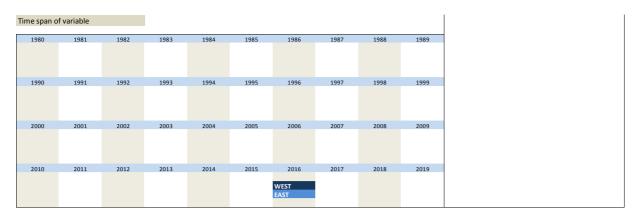


ding of	question									
										Further information
016										
1.2015 the	universal minim	um wage was im	plemented. Is yo	ur company affe	ected by this reg	ulation?				
there been a	a change in empl	loyment in your o	company?							
					1					
	employment rela	ationships did n	ot change	[1]						
					J					
ie snan o	f variable									
ne span o	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
me span o		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992 2002	1993 2003	1994 2004	1995	1996	1997	1998	1999 2009	

3.64)	han credityes	credit agreement signed	East and West 06/2016	once
3.04)	nan_credityes		Last and West 00/2010	Once
Wording o	f question			
				Further information
06/2016				
Have you sign	ed one or more credit agreen	nents with banks during the last 12 months?		
		lungation of a credit/ line of credit)		
	.,			
Yes:				
	T			
		nt and conditions as expected		
		at as expected, worse conditions		
		ions as expected, lower amount		
	[4] lower	amount and worse conditions than expected		

Survey frequency

No. Name Label Survey period



0.	Name		Label				Survey perio	od		Survey frequency
65)	han_creditno)	credit agreemen	t not signed			East and We	st 06/2016		once
ording of	f question									
										Further information
5/2016										
	ned one or more cred				onths?					
.g. new credi	lits, debt restructuri	ng or prolungat	ion of a credit/ li	ine of credit)						
, because:										
		[1] no need					1			
	[[2] unacceptable								
		[3] denied by ba	prospect of a cre	dit						
		· · · · · · · · · · · · · · · · · · ·					_			
ime snan	of variable									
	of variable									
ime span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983	1984	1985 1995	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999	

	Name		Label				Survey perio	od		Survey frequency
3.66)	han_creditu	se1	financing of ong	going operating r	esources		East and We	est 06/2016		once
Wording of	fquestion									
06/2016										Further information
	usage of your last		1143							
what was the	usage of your last	t negotiated cred	lit?		1					
	financing of	ongoing operati	ng resources	[1]						
Time span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987 1997	1988	1989 1999	
1980	1981									
1980	1981									
1980	1981									
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	

	WEST	
	EAST	

No.	Name		Label				Survey perio	d		Survey frequency
		•	financing of an	:			F . 1	. 05/20:5		
3.67)	han_creditu	se2	tinancing of an	investment			East and We	st 06/2016		once
Wording of	question									
										Further information
06/2016										
What was the	usage of your last	negotiated cred	dit?							
					l					
	finan	cing of an inves	tment	[1]						
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1560	1501	1562	1505	1504	1903	1500	1507	1500	1505	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991 2001	1992	1993	1994	1995	1996	1997	1998	1999	
	2001							2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

No. Name Label Survey period Survey frequency

8)	han_creditus	e3	other financing				East and We	st 06/2016		once
ording of c	question									
										Further information
/2016										
hat was the us	sage of your last	negotiated credi	t?							
		others		[1]						
		oulers		[+]						
										-
me span of	f variable									
me span of	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	

3.69)	han_ontrad_yn	online trade: trading online	East and West 08/2016	once
Wording o	f question			
				Further information
08/2016				
	on regarding online trade ationary business do you also t	trade your goods via an own online shop or other t	hird party platforms?	
	yes [1]	no [2]		

1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	Time span o	f variable								
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	1330	1551	1332	1555	1554	1333	1330	1337	1550	1333
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019										
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	2010	2011	2012	2013	2014	2015		2017	2018	2019
WEST EAST							WEST EAST			

No.	Name		Label				Survey period			Survey frequency
3.70)	han_ontrad	_plat	online trade pla	tform			East and We	est 08/2016		once
Wording o	of question									
08/2016										Further information
	ion regarding online		de vour goods via	an own onlines	hon or other thi	rd party platforn	15?			
f yes:	· · · · · · · · · · · · · · · · · · ·	,	,		.,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
			[1] own online s	hop						
			[2] own online s							
			[3] exclusively o	ther online plat	forms (no own o	online shop existi	ng)			
Fime span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019	

3.71)	han_ontrad_share	online trade sha	re online trade o	of total revenue		East and We	est 08/2016		once
Wording of	question								
	4								Further information
08/2016									Further information
Special questio	on regarding online trade								
	tionary business do you also	trade your goods via	an own online sl	hop or other third p	party platforn	ns?			
If yes:									
Compared to y	our total revenue, what do you	consider the share	of your online tra	de to be?					
		[1] <20%							
		[2] 20-40%							
		[3] 40-60%							
		[4] 60-80%							
		[5] >80%							
Time span o	of variable								
1980	1981 1982	1983	1984	1985	1986	1987	1988	1989	

No. Name Label Survey period Survey frequency

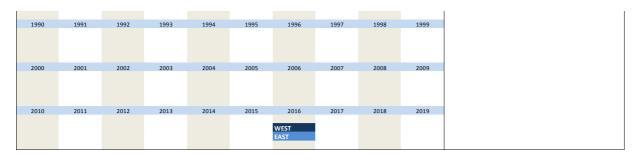
1										
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST			
							EAST			

	Name		Label				Survey perio	Ju		Survey frequency
,	han auto 1	-1	online trade: pla	annad withir 12	months		Fk	00/2016		
3.72)	han_ontrad_	pıan	online trade: pia	anneu within 12	monus		East and We	est 08/2016		once
Wording o	f question									
										Further information
08/2016										Further information
C	on regarding online									
	itionary business d		de your goods via	an own online	shop or other th	hird party platform	ns?			
If no:										
Are you plann	ing to introduce on	line trade with	hin the next 12 mo	nths?						
		yes [1]]	no [2]					
			_							
Time span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983	1984	1985 1995	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994	1995	1996	1997 2007	1998	1999 2009	
1980	1981	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994	1995	1996	1997 2007	1998	1999 2009	

3.73)	han_midma	anager	mid tier: more th	nan 4 managers	i		East and We	st 09/2016		once
Wording of	question									
09/2016										Further information
mid tier	nany have more	than 4 managers	.?							
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,	yes [1]			no [2]]			
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				

No.	Name	Label	Survey period	Survey frequency
3.74)	han_midmanshare	mid tier: at least one manager has shares	East and West 09/2016	once

09/2016 mid tier										Further information
nid tier										Further information
oes at least or			of your compan	y			_			
		yes [1]		1	no [2]		_			
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1560	1501	1562	1505	1504	1503	1500	1567	1500	1505	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				
										1
No.	Name		Label				Survey perio	od		Survey frequency
3.75)	han_midyes		mid tier: compa	any rated as mic	l tier		East and We	est 09/2016		once
Wording of	question									
09/2016										Further information
mid tier Would you rate	your company a	s a "mid tier" c	ompany?							
		yes [1]]	no [2]]			
Time span o	f variable									
1980	1981	4000								
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1982	1983	1984	1985 1995	1986	1987 1997	1988	1989	
1990	1991									
1990	1991									
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	1992	1993 2003	1994	1995 2005	1996 2006 2016 WEST	1997 2007	1998	1999 2009	
2000	2001	1992	1993 2003	1994	1995 2005	1996 2006	1997 2007	1998	1999 2009	
2000	2001	1992	1993 2003 2013	1994	1995 2005	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009	
2000	2001	1992	1993 2003	1994	1995 2005	1996 2006 2016 WEST	1997 2007	1998 2008 2018	1999 2009	Survey frequency
2000 2010 No.	2001	1992 2002 2012	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009	Survey frequency once
2000 2010 No.	2001 2011 Name han_ontrad	1992 2002 2012	1993 2003 2013 Label	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009	
2000 2010 No.	2001 2011 Name han_ontrad	1992 2002 2012	1993 2003 2013 Label	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No.	2001 2011 Name han_ontrad	1992 2002 2012	1993 2003 2013 Label	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in	1994 2004 2014 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	2003 2013 Label online trade: in	1994 2004 2014 fluence on busi	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in	1994 2004 2014 fluence on busi	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in [1] positive influence [2] no influence [3] business rea	1994 2004 2014 2014 ss? uence	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in	1994 2004 2014 2014 ss? uence	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in [1] positive influence [2] no influence [3] business rea	1994 2004 2014 2014 ss? uence	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016) Online trade	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in [1] positive influence [2] no influence [3] business rea	1994 2004 2014 2014 ss? uence	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once
2000 2010 No. 3.76) Wording of (10/2016 Online trade How do you ass	2001 2011 Name han_ontrad_ question	1992 2002 2012	1993 2003 2013 Label online trade: in [1] positive influence [2] no influence [3] business rea	1994 2004 2014 2014 ss? uence	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	once

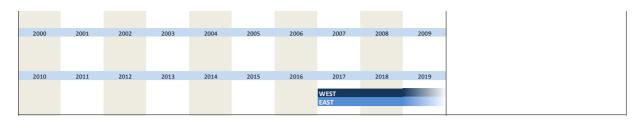


No.	Name		Label				Survey perio	d		Survey frequency
3.77)	han_credit2_	_1	credit seeking				East and We	st since 03/	2017	March, June, September, Decemb
Wording of	question									
										Further information
03/2017										
credit allocation										
We had credit	talks with banks d	luring the last 3	months							
	1		7			le_,				
	L		[1] yes			[2] no				
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1560	1501	1502	1505	1504	1503	1500	1507	1300	1303	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990										
1990	1991	1992	1993	1994	1995	1996	1997 2007	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

3.78)	han_credit2	2	credit allocation	1			East and We	st since 03/	2017	March, June, September, December
		-								, , , , ,
Wording of	question									
03/2017 - 06/2	0010									Further information
03/2017 - 00/2	.010									
credit allocation We had credit to	n talks with banks	during the last 3	months							
		<i>VIIIIIII</i>	Jyes							
Banks behaved	I in these									
			[1] accomodatir	g						
			[2] normal							
			[3] reserved							
			1511-001-00							
since 09/2018										
credit allocation	n									
	talks with banks	during the last 3	months							
If yes, Banks be	haved in these									
			[1] accomodatir	ıσ						
				'b						
			[2] normal							
			[3] reserved							
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1330	1331	1332	1333	1334	2333	1330	133,	1330	1333	

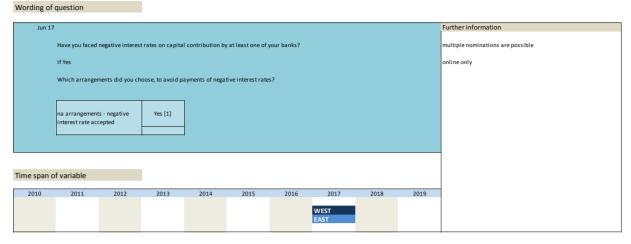
Survey period

Survey frequency



No.	Name		Label				Survey perio	od		Survey frequency
3.79)	han_credit2	3	reasons for not	credit seeking			East and We	est since 03/	2017	March, June, September, December
							Last and we	:3t 3ince 03/	2017	March, June, September, December
Wording o	f question									
03/2017 - 06	/2018									Further information
credit allocati										
	t talks with banks	during the last 3	months							
			no							
			7							
			[1] no need							
			[2] other reaso	ns						
since 09/201	R									
credit allocati										
	t talks with banks	during the last 3	months							
If no:										
			[1] no need							
			[2] other reaso	ns						
			-							
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2013	2010		2016	2019	
							WEST EAST			
No.	Name		Label				Survey perio	od		Survey frequency
							5 · 104		2017	
3.80)	han_negint			confronted with	n negative interes	strates	East and We	est since U6/	2017	once
Wording o	f auestion									
										Further information
Jun :										Further information
	Have you faced	negative interes	t rates on capita	Il contribution by	y at least one of γ	your banks?				online only
			Yes [1]	No [2]						
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST			
							EAST			

No.	Name	Label		Survey period	Survey frequency
3.81)	han_negint_noact		negative interest actions: none	East and West since 06/2017	once
3.81)	nan_negint_noact		negative interest ded ons. none	East and West since 00/2017	once



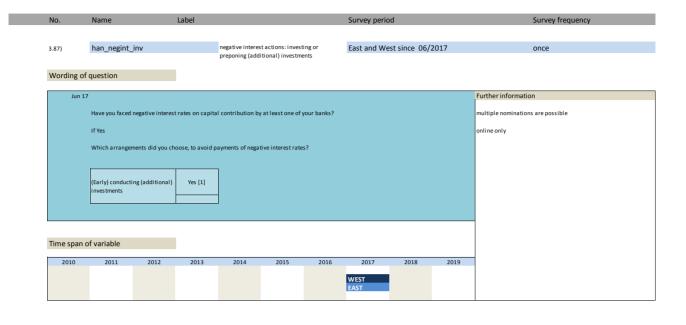
No.	Name	Label			Survey perio	d		Survey frequency
3.82)	han_negint_agree	2	negative interest actions: b	ank agreements	East and We	st since 06/	2017	once
Wording	of question							
Jun	17							Further information
	Have you faced negati	ve interest rates on capi	tal contribution by at least on	e of your banks?				multiple nominations are possible
	If Yes							online only
	Which arrangements	did you choose, to avoid	payments of negative interest	rates?				
	Negoation with bank	Yes [1]						
Time spai	n of variable							
2010	2011	2012 2013	2014 2015	2016	2017	2018	2019	
					WEST			
					EAST			
								<u> </u>

No.	Name	Label			Survey perio	d		Survey frequency
3.83)	han_negint_chang	je n	egative interest actions: ch	ange of bank	East and We	st since 06/2	.017	once
Wording of	question							
Jun 17	,							Further information
	Have you faced negativ	e interest rates on capital o	ontribution by at least one	of your banks?				multiple nominations are possible
	If Yes							online only
	Which arrangements di	id you choose, to avoid pay	ments of negative interest	rates?				
	Change to another bank does not require negati interest rates (yet)							
Time span c	of variable							
2010	2011 20	012 2013	2014 2015	2016	2017	2018	2019	
					WEST EAST			

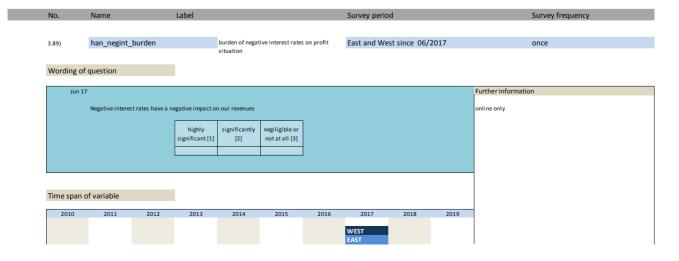
No.	Name	La	bel				Survey perio	α		Survey frequency
3.84)	han_negint_	inc		negative interes	t actions: increas	e of cash	East and We	st since 06/20	17	once
Wording of	f question									
Jun 1	7									Further information
	Have you faced	negative interest rat	tes on capital	contribution by	at least one of yo	our banks?				multiple nominations are possible
	If Yes									online only
	Which arranger	ments did you choos	e, to avoid pa	yments of negati	ive interest rates	?				
	Higher cash rati	io	Yes [1]							
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST			
							EAST			

No.	Name	Label			Survey period		Survey frequency
3.85)	han_negint_reda	s		ions: redeployment in	East and West since 06/	2017	once
			other financial asse	ts and settlement of credits			
Wording o	of question						
Jun	17					Eurt	her information
Juli	17					Turc	ner mormation
	Have you faced negati	ve interest rates on cap	tal contribution by at l	east one of your banks?		mult	iple nominations are possible
	If Yes					onlin	ne only
	Which arrangements	did you choose, to avoic	payments of negative i	nterest rates?			
	Shift to other financia and prepayment credi						
•							
Time span	of variable						
2010	2011	2012 2013	2014	2015 2016	2017 2018	2019	
2010		2013					
					WEST		

No.	Name	Label				Survey perio	d		Survey frequency
3.86)	han_negint_redasin	nt		actions: redeployr	ment of	East and We	st since 06/2	2017	once
			assets within co	mpany					
Wording o	of question								
Jun	17								Further information
	Have you faced negative	interest rates on capit	al contribution by	at least one of you	r banks?				multiple nominations are possible
	If Yes								online only
	Which arrangements did	I you choose, to avoid	payments of negati	ve interest rates?					
	Rearrangements of funds								
	other segments of the co	mpany							
									l l
Time span	of variable								
2010	2011 201	12 2013	2014	2015	2016	2017	2018	2019	
						WEST			
						EAST			
									•



No.	Name	Label				Survey perio	d		Survey frequency
3.88)	han_negint_oth		negative intere	st actions: other		East and We	st since 06/2	017	once
Wording	of question								
Jun	117								Further information
	Have you faced negat	tive interest rates on cap	oital contribution b	y at least one of y	our banks?				multiple nominations are possible
	If Yes								online only
	Which arrangements	did you choose, to avoi	d payments of nega	tive interest rates	?				
	Other: please specify	Yes [1]							
			_						
Time spa	n of variable								
rime spai	n of variable								
2010	2011	2012 2013	2014	2015	2016	2017	2018	2019	
						WEST			
						EAST			



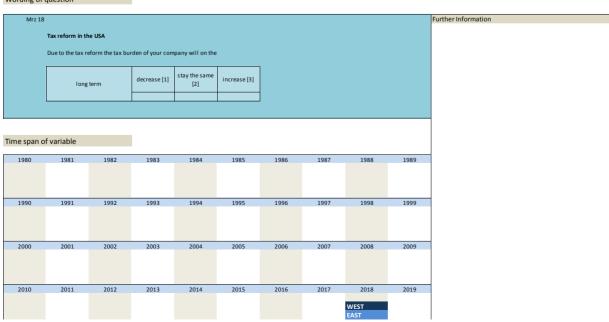
Survey period Survey frequency han_negint_banks number of relationship banks East and West since 06/2017 3.90) once Wording of question Jun 17 Further information How many main banks do you use? online only If No How many banks do you name youre main bank? More than 4 [5] 0 [0] 1 [1] 2 [2] 3 [3] 4 [4] Time span of variable 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST No. Name Label Survey frequency han_ustax_sales tax reform: percentage sales in US East and West since 03/2018 3.91) once Wording of question Mrz 18 Further Information Tax reform in the USA What percentage of your annual turnover comes from the USA? Time span of variable 1980 1982 1986 1988 1989 1981 1983 1984 1985 1987 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2011 2012 2013 2014 2015 2016 2017 2019 2010 2018 WEST EAST No. Name Label han_ustax_competition tax reform: competition with US-companies East and West since 03/2018 3.92) once Wording of question Mrz 18 Further Information Tax reform in the USA How does your company compete with companies from the USA? strong [1] medium [2] weak [3] none [4] Time span of variable 1980 1981 1982 1984 1985 1989 1983 1986 1988

ı										1
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST	
									EAST	
									27101	

No.	Name	Label	Survey period	Survey frequency
3.93)	han_ustax_shortterm	tax reform: tax burden short term	East and West since 03/2018	once
Wording	g of question			
· · · · · · · · · · · · · · · · · · ·	g of question			
		_	F	Further Information
	Irz 18	_	F	Further Information
			Ē	Further Information
	Tax reform in the USA	urden of your company will on the	Ē	Further Information
	Tax reform in the USA	urden of your company will on the	Ē	Further Information

						•				
Tin	ne span o	f variable								
	ne span o	variable								
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST EAST	

No.	Name L	Label	Survey period	Survey frequency
3.94)	han_ustax_longterm	tax reform: tax burden long term	East and West since 03/2018	once



	Name		Label				Survey peri	od		Survey frequency
3.95)	han_ustax_e	export	tax reform: reaction export				East and West since 03/2018			once
Wording o	f question									
Mrz :	Tax reform in th									Further Information
	How will you (a	s a company) re	act to the US-tax	refom?						
	Exports to	o the USA	decrease [1]	no change [2]	increase [3]					
-										
1980	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
•		1982	1983	1984	1985 1995	1986	1987	1988	1989	
1980	1981									

No. Name Label Survey period Survey frequency

1.96)	han_ustax_i	mport		tax reform: read	tion import		East and W	est since 03/2	2018	once
Wording	of question									
Mrz	: 18									Further Information
	Tax reform in th	ne USA								
	How will you (a	s a company) re	act to the US-tax	refom?						
	Imports fr	om the USA	decrease [1]	no change [2]	increase [3]					
Time spar	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1990	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

								WEST EAST		

a.97) han_ustax_invus tax reform: reaction investment in US East and West since 03/2018 once

Wording of question

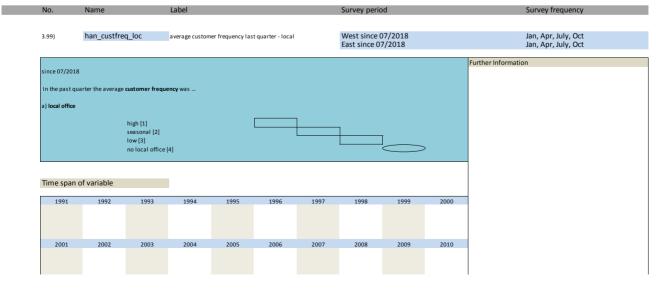
Mrz 18
Tax reform in the USA
How will you (as a company) react to the US-tax refom?

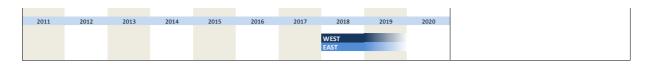
Survey frequency

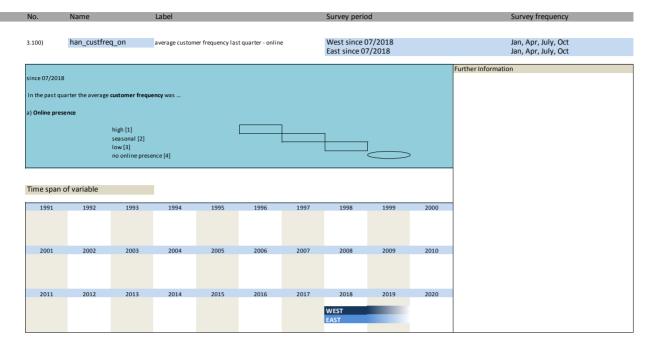
No. Name Label Survey period

	Investmen	it in the US	decrease [1]	no change [2]	increase [3]				
Time span of	f variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST EAST	

	Name		Label				Survey peri	od			Survey freque	ncy
3.98)	han ustax i	nvøer		tax reform: react	tion investment	in Germany	Fast and W	est since 03/	2018		once	
3.307	nan_astax_r					,	Lust und 11	est since '05,	2010		Once	
Wording o	f question											
Mrz 1	8									Further Informat	ion	
	Tax reform in th	ne USA										
	How will you (a	s a company) re	act to the US-tax	refom?								
	Investment	in Germany	decrease [1]	no change [2]	increase [3]							
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989			
		1982	1983	1984	1985 1995	1986	1987 1997	1988	1989			
1980	1981											
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999			

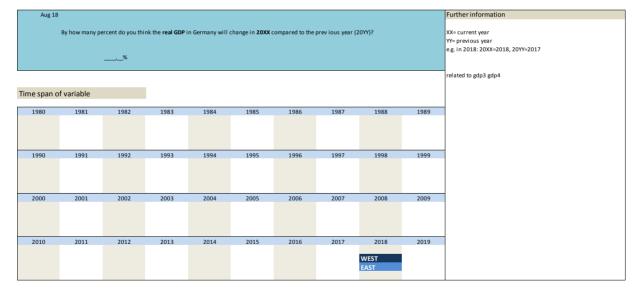






No.	Name	Label		Survey period	Survey frequency
3.101)	han_gdp1		real gdp: % change comp. last year	West and East 08/2018	once

Time span of variable



NO.	ivairie		Labei				Survey periou	Survey frequency
.102)	han_gdp2			impact econom	ic development o	on buisness	West and East 08/2018	once
				situation				
Vording o	of question							
	·							
Aug :	18							Further information
	How important	is the general ec	onomic develon	ment in German	v for vour huisne	ess situation?		
	now important	is the general ec	onomic develop	ment in German	y for your buistic	.33 31 (00 0011:		
							_	
		very important		not as	less important	un-important		
		[1]	important [2]	important [3]	[4]	[5]		
			1	1				

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1980	1981	1502	1983	1504	1983	1980	1507	1988	1767
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST EAST	

No.	Name	Label		Survey period	Survey frequency
			_		
3.103)	han_found	founding ye	ear 1	West and East 09/2018	once

Sep 18										Further information
	In which year w	vas your compan	y / business fou i	nded?						
ïme span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
								WEST		
								EAST		

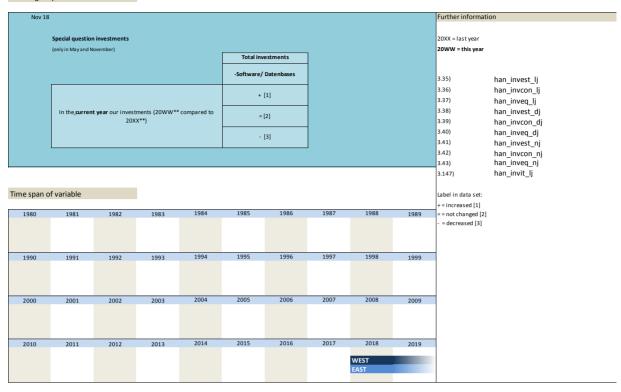
No.	Name La	Label		Survey period	Survey frequency
3.104)	han_forsales	S	sales: % in foreign country	West and East 09/2018	once

Wording of question

Sep 18 Further information Time span of variable WEST EAST

No.	Name	Label		Survey period	Survey frequency
3.105)	han_invit_dj		investment in Software/database this year	West and east since 11/2018	May, Nov.

since 11/2018



140.	Ivairie	Lubei	Survey period	Survey requeries
3.106)	han_invit_nj	investment in Software/database next year	West and east since 11/2018	Nov.
		···· ·································		
Wording	of question			

	8									Further information
	Special question									20YY = next 20WW = this year
	, , , , , , , , , , , , , , , , , , , ,	,			Total inv	estments				
					-Software/	Datenbases				3.35) han invest lj
					+	[1]				3.36) han_invcon_lj 3.37) han_inveq_lj
	Next year our	investments wil		** compared to	-1	[2]				3.38) han_invest_dj
	20WW**)					[2]				3.39) han_invcon_dj
						[3]				3.40) han_inveq_dj 3.41) han_invest_nj
										3.42) han_invcon_nj
										3.43) han_inveq_nj 3.147) han_invit_lj
										,
ne span o	of variable									Label in data set:
1980										
	1981	1982	1983	1984	1985	1986	1987	1988	1989	+ = increased [1] = = not changed [2]
1300	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1300	1981	1982	1983	1984	1985	1986	1987	1988	1989	= = not changed [2]
1990	1981	1982	1983 1993	1984 1994	1985 1995	1986	1987	1988	1989	= = not changed [2]
										= = not changed [2]
										= = not changed [2]
										= = not changed [2]
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	= = not changed [2]
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	= = not changed [2]
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	= = not changed [2]
1990	1991 2001	1992	1993 2003	1994 2004	1995	1996	1997	1998	1999	= = not changed [2]

No.	Name	Label	Survey period	Survey frequency
3.107)	han_sec_management		West and east since 11/2018	once
		sector - questionnaire completed in: management		
Wording	of question			
				Further information

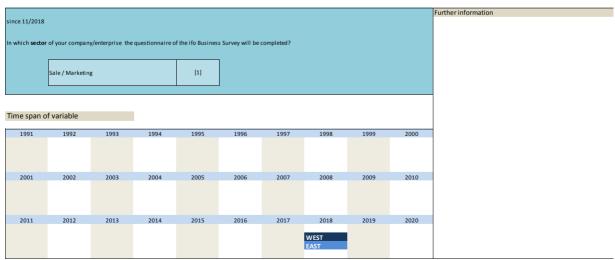
	management			[1]					
ne span o	f variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020

ording of	question									
e 11/2018										Further information
vhich sector	of your company	//enterprise the	questionnaire of	f the ifo Business	s Survey will be	completed?				
	Finance / Contro	olling / Accounti	ng	[1]						
					'					
m o cnon o	funciable									
	f variable									
ne span c	f variable	1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
2001	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992									

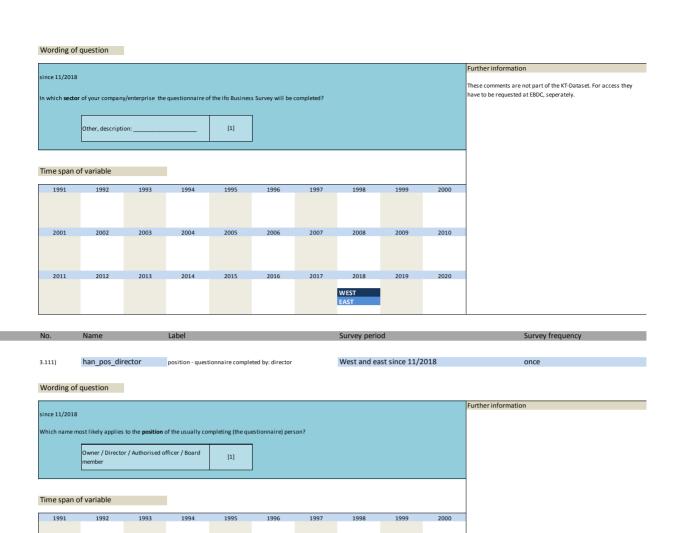
No. Name Label Survey period Survey frequency

No.	Name	Label	Survey period	Survey frequency
3.109)	han sec marketing	sector - questionnaire completed in: marketing	West and east since 11/2018	once
			·	

Wording of question

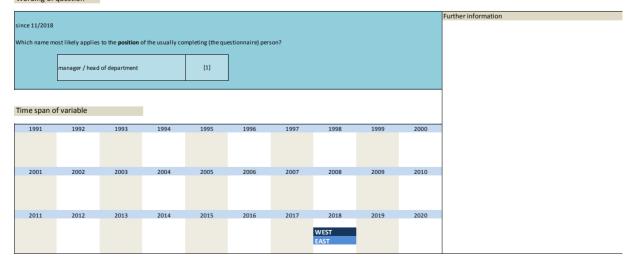


No.	Name	Label	Survey period	Survey frequency
3.110)	han sec other	sector - questionnaire completed in: other	West and east since 11/2018	once



	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
								WEST			
								EAST			
_											
	No.	Name		Label				Survey perio	d		Survey frequency
-	3.112)	han pos ma	nagor	position - questi				West and ea	ct cinco 11/2	0010	once

Wording of question



No. Name Label Survey period Survey frequency

han_pos_teamleader West and east since 11/2018 once 3.113) Wording of question Further information since 11/2018 Which name most likely applies to the **position** of the usually completing (the questionnaire) person? [1] Time span of variable WEST No. Name Survey period Survey frequency West and east since 11/2018 3.114) han_pos_clerk position - questionnaire completed by: clerk once Wording of question Further information since 11/2018 Which name most likely applies to the **position** of the usually completing (the questionnaire) person? Clerk [1] Time span of variable No. Name Label Survey period Survey frequency han_pos_other position - questionnaire completed by: other West and east since 11/2018 Wording of question Further information since 11/2018 These comments are not part of the KT-Dataset. For access they Which name most likely applies to the **position** of the usually completing (the questionnaire) person? have to be requested at EBDC, seperately. Other, description: _ [1] Time span of variable WEST

Survey period

Survey frequency

No. Name

real gdp: % change comp. last year (2019 vs West and East 03/2019 03/2019 and 08/20219 han_gdp3 3.116) 2018) Wording of question Further information since 3/2019 By how many percent do you think the **real GDP** in Germany will change in the year listed below compared to the respective previous year? (percentage indication with one decimal possible) 2019: related to gdp1 gdp4 Time span of variable WEST EAST No. Name Survey period Survey frequency real gdp: % change comp. last year (2020 vs 2019) 03/2019 and 08/20219 3.117) han_gdp4 West and East 03/2019 Wording of question Further information ince 3/2019 By how many percent do you think the **real GDP** in Germany will change in the year listed below compared to the respective previous year? (percentage indication with one decimal possible) 2020: ____% related to gdp1 gdp3 Time span of variable No. Label Survey period Survey frequency han_heat_occ weather - occurance: heat wave West and East 05/2019 Wording of question Further information ince 5/2019 Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years? Yes [1] No [2] Time span of variable

201	1 2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST	
								EAST	

Survey period Survey frequency han_cold_occ weather - occurance: cold wave West and East 05/2019 3.119) once Wording of question Further information since 5/2019 Where there any incidents of extrem weather conditions in the region, where your firm is settled, in the last 10 years? Yes [1] No [2] Cold wave Time span of variable WEST EAST Survey frequency West and East 05/2019 3.120) han_drought_occ once Wording of question Further information since 5/2019 Where there any incidents of **extrem weather conditions** in the **region**, where your firm is settled, in the last **10 years**? Yes [1] No [2] Time span of variable WEST

No.	Name	Label				Survey period			Survey frequency	
3.121)	han_rain_occ		weather - occur	rance: heavy rair	1	West and East	05/2019		once	
Wording of	question									
	4									
								Further informati	ion	
since 5/2019										
	Where there any incidents of ex	trem weather o	onditions in the	region, where yo	ur firm is settled	, in the last 10 years	s ?			
				(-)	1					
			Yes [1]	No [2]						

	Heavy rain								
Time span o	of variable								
Tillie spair c	n variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label				Survey perio	d		Survey frequency
3.122)	han_storm_occ		weather - occurance	ce: storms		West and Ea	st 05/2019		once
Wording	of question								
									Further information
since 5/201	9								ruitilei iiiioiiilatioii
	Where there any incide	nts of extrem weather	ronditions in the regi	ion where your	firm is settled	in the last 10 ve	ars?		
	Where diere dily merde	no or extrem meather	ionations in the regi	ion, micre your	mmis section	, ale last 20 ș e			
			Yes [1]	No [2]					
	Storms								
	Storms								
	Storms								
Time span	Storms n of variable								
Time spai	n of variable	993 1994	1995	1996	1997	1998	1999	2000	

No.	Name	Label	Survey period	Survey frequency
3.123	han_heat_im	p weather -	- impact: heatwaves West and East 05/2019	once

Further information

Wording of question

since 5/2019

Did these extreme weather conditions have an impact on the value added of your firm?

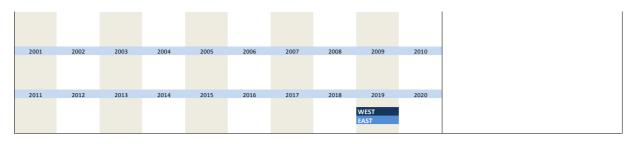
Positive [1] None [2] Negative [3]

Heatwaves

Time span of variable WEST EAST

No. Name Label Survey period Survey frequency





No.	Name	Label			Survey period	Survey frequency
3.127)	han_storm_imp	wea	ther - impact: storms		West and East 05/2019	once
Wording of	question					
						Further information
since 5/2019						rutilei illoillation
	Did these autrems weather	conditions have an impa	ct on the value added of you	r firm?		
		conditions have an impai				
	Did tilese extreme weather	conditions have an impai	er on the value added on you			
	Did tilese extreme weather]	
	Did tilese extreme weather		ositive [1] None [2]	Negative [3]		
	Storms					

Time span o	f variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2001	2002	2003	2004	2003	2000	2007	2000	2003	2010
2011	2012	2013	2014	2015	2016	2017	2018	WEST EAST	2020

No.	Name	Label		Survey period	Survey frequency
3.128)	han_heat_inc		weather - incidence and intensity: heatwaves	West and East 05/2019	once



No.	Name	Label		Survey period	Survey frequency
3.129)	han_cold_inc		weather - incidence and intensity: coldwaves	West and East 05/2019	once
Wording o	Wording of question				
					Eurther information

since 5/2019									
	Does your firm	expect any change	e in the frequen	cy or intensity of	f certain extrem	e weather condit	ions?		
				Increase [1]	No change [2]	Decrease [3]			
	Coldwaves								
ime span o	of variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	
								27101	

No.	Name		Label				Survey perio	d		Survey frequency
3.130)	han_drought	_inc		weather - incid	ence and intensit	ty: drought	West and Ea	st 05/2019		once
Wording o	f question									
										Further information
since 5/2019										only online
	Does your firm ex	rnect any chang	a in the freque	ncy or intensity o	f cartain avtram	a weather cond	tions?			
	Does your mine.	spectarly criains	e iii die ireque	ncy or miterisity o	i certain extremi	e weather cond	cions:			
				Increase [1]	No change [2]	Decrease [3]				
	Drought									
]			
Time span	of variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	1

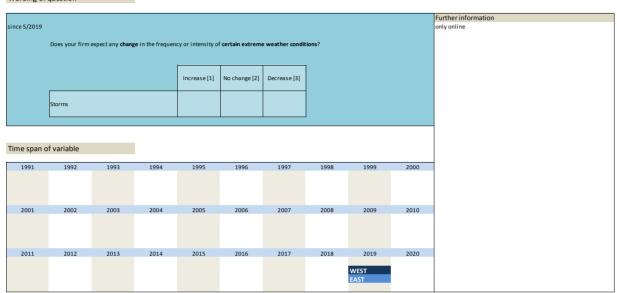
WEST

No.	Name	Label		Survey period	Survey frequency	-
						_
3.131)	han_rain_inc		weather - incidence and intensity: heavy rain	West and Fast 05/2019	once	
,						

Wording of question Further information only online since 5/2019 $\label{thm:conditions} \mbox{Does your firm expect any ${\bf change}$ in the frequency or intensity of ${\bf certain extreme weather conditions}$?}$ No change [2] Decrease [3] Increase [1] Heavy rain Time span of variable

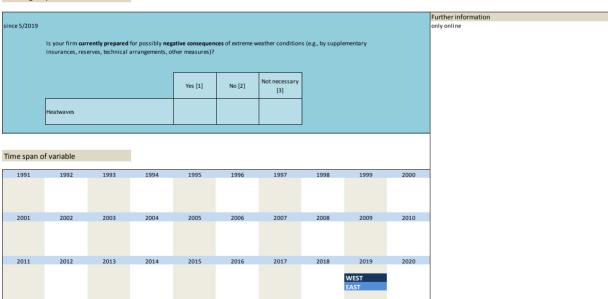


No.	Name	Label		Survey period	Survey frequency
3.132)	han_storm_inc		weather - incidence and intensity: storms	West and East 05/2019	once



No.	Name Lab	pel	Survey period	Survey frequency
3.133)	han heat prep	weather - prepared: heatwaves	West and East 05/2019	once

Wording of question



No.	Name	Label	Survey period	Survey frequency
			· ·	
3.134)	han_cold_prep	weather - prepared: coldwaves	West and East 05/2019	once
Wording of	question			
				Further information
since 5/2019				only online
	Is your firm currently prepared			
	insurances, reserves, technical	arrangements, other measures)?		

				Yes [1]	No [2]	Not necessary [3]			
	Coldwaves								
Time span o	of variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	

No.	Name	Label				Survey period	Survey frequency
3.135)	han_drought_prep		weather - prepa	red: drought		West and East 05/2019	once
Wording o	of question						
since 5/2019	a						Further information only online
	Is your firm currently prepar insurances, reserves, technic				ns (e.g., by supplementary		
	msurances, reserves, technic	.ar arrangements, c	tilei illeasures):				
						1	
			Yes [1]	No [2]	Not necessary [3]		
					[5]		
	Drought						
	Drought						

2011	2012	2013	2014	2015	2016	2017	2018	2019 WEST EAST	2020	
No.	io. Name Label						Survey perio	od	Survey frequency	

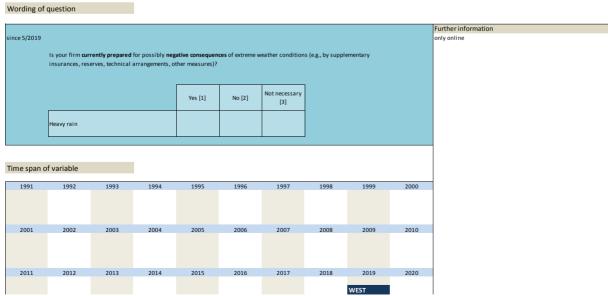
West and East 05/2019

once

3.136)

han_rain_prep

weather - prepared: Heavy rain



EAST

No. Survey frequency Survey period han_storm_prep weather - prepared: storms West and East 05/2019 3.137) once Wording of question Further information since 5/2019 Is your firm **currently prepared** for possibly **negative consequences** of extreme weather conditions (e.g., by supplementary insurances, reserves, technical arrangements, other measures)? Not necessary [3] Yes [1] No [2] Time span of variable 1993 1997 1991 1992 1994 1995 1996 1998 1999 2000 2003 2004 2005 2007 2009 2010 2012 2014 2018 2013 2016 2017 2020 2011 2015 2019 WEST Survey Frequency business activities hindered by logistics West and East 06/2019 han_log_services_avail once 3.138) services: availability Wording of question Further information since 6/2019 How strongly was your **business activity hindered** by the following characteristics of **logistics services** in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong) 1 [1] 2 [2] 3 [3] 4 [4] 5 [5] Availability Time span of variable 1993 1995 1997 1999 1991 2002 2004 2006 2008 2010 2001 2003 2005 2007 2009 2012 2014 2016 2018 2011 2013 2015 2017 2019 WEST No. Name Label Survey Period Survey Frequency han_log_services_prices business activities hindered by logistics West and East 06/2019 3.139) once services: prices Wording of question Further information since 6/2019 How strongly was your **business activity hindered** by the follor (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong) ving characteristics of logistics services in the last 12 month? not at all [1] little [3] strong [4] very strong [5]

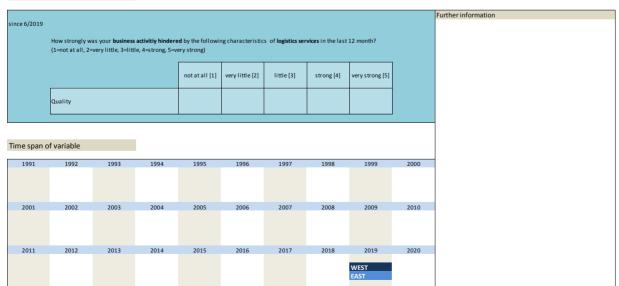
Time span o	f variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020

								WEST EAST	

No.	Name			Label			Survey Period			Survey Frequency		
.140)	han_log_ser	vices_punct			ties hindered by I	logistics	West and Ea	ast 06/2019		once		
				services: punctu	uality							
Nording of	question											
										Further information		
ince 6/2019										Tarcher mornadon		
	How strongly w	as vour business	activitiv hindere	d by the following	ng characteristic	s of logistics ser	vices in the last	12 month?				
	(1=not at all, 2=											
				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]				
	Punctuality											
	Punctuality											
Fime span (Punctuality of variable											
Fime span (1993	1994	1995	1996	1997	1998	1999	2000			
	of variable	1993	1994	1995	1996	1997	1998	1999	2000			
	of variable	1993	1994	1995	1996	1997	1998	1999	2000			
1991	of variable											
	of variable	1993	1994	1995	1996	1997	1998	1999	2000			
1991	of variable											
1991	of variable 1992 2002	2003	2004	2005	2006	2007	2008	2009	2010			
1991	of variable							2009				
1991	of variable 1992 2002	2003	2004	2005	2006	2007	2008	2009	2010			

No.	Name	Label	Survey Period	Survey Frequency
3.141)	nan_log_services_quar		West and East 06/2019	once
		services: quality		

Wording of question



1997

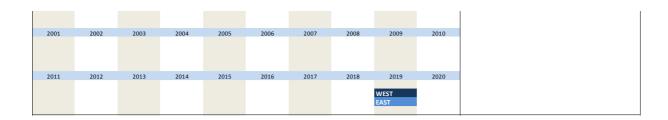
1999

inctuality

1993

1995

Time span of variable



Survey Period

WEST EAST Survey Frequency

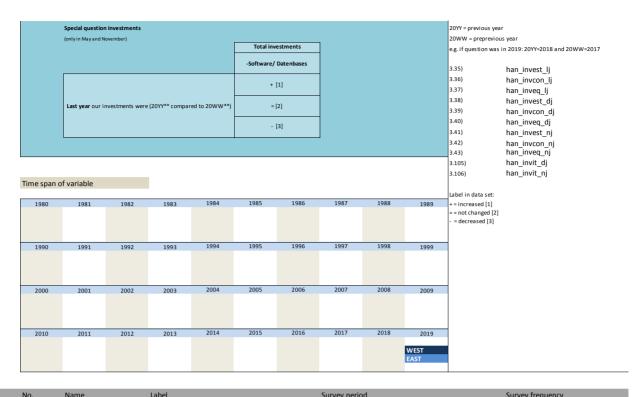
	han dalby as			husiness activit	tion hindored by	logistics	\\\+ F-	-+ 05/2010			
3.145)	han_deliv_se	ervices_quai		business activities hindered by logistics services for deliveries: quality				ast 06/2019		once	
					, , , , , , , , , , , , , , , , , , , ,						
Wording of	f guestion										
	•										
										Further information	
since 6/2019											
	If you are also se	lling your produc	ete onlina : How	trongly was you	r husings activit	iv hindored by t	o following cha	ractoristics of			
	logistics services										
						,	, .	0,			
					523	623					
				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
	Quality			not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
	Quality			not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
	Quality			not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
	Quality			not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
Time span				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
Time span				notatall [1]	very little [2]	little [3]	strong [4]	very strong [5]			
Time span		1993	1994	not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]	2000		

No	0.	Name	Label	Survey Period	Survey Frequency
3.1	146)	nan_acmv_scrvices_stat		West and East 06/2019	once
			services for deliveries: only stationary		

Wording of question

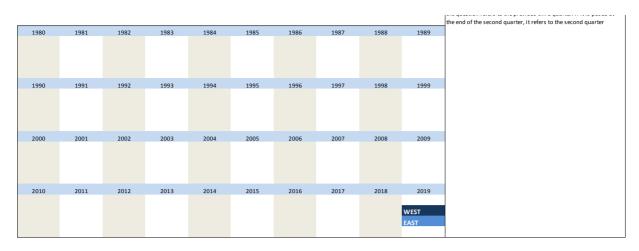
Further information since 6/2019 If you are also selling your products online: How strongly was your business activitly hindered by the following characteristics of logistics services for customer delivery in the last 12 month? (1=not at all, 2=very little, 3=little, 4=strong, 5=very strong) Products are only sold stationary [1] Time span of variable WEST EAST

No.	Name	Label	Survey period	Survey frequency
3.147)	han_invit_lj	investment in Software/database last year	West and east since 05/2019	May
Maradia -	-fki			
wording	of question			
May 2019				Further information



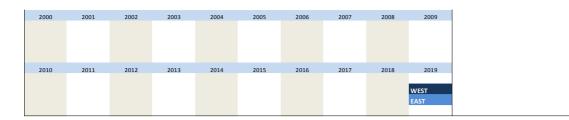
No.	Name		Label				Survey perio	d		Survey frequency
3.148)	han_csal_lq		percentage char	nge of sales in fi	eld xy - last quar	ter	West and Ea	st since 01/	2019	quarterly survey
Wording of	question									
										Further information
since 01/2019										Percentage change of sales in field XY - last quarter
By what percen	itage did your sal		1							
chan	ge by:		% (please insert	positive or neg	ative integral nui	mbers) [1]				*"i" either denotes the previous quarter or the current quarter Example:
I don't	know [3]									If the question was posed at the beginning of the fourth quarter the
										the question refers to the previous third quarter. If it is posed at the end of the second quarter, it refers to the second quarter
Time span o	f variable									Further notes:
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[1] = A value was stated
										[3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	

No.	Name	Label	Survey period	Survey frequency
3.149)	han csal lq v	values: percentage change of sales in field xy - last quarter	West and East since 01/2019	quarterly survey
Wording	of question			·
wording	or question			
				Further information
since 01/20:	19			Values: percentage change of sales in field XY - last quarter
By what per	centage did your sales change in o	quartal "i"*		
ch	nange by:	% (please insert positive or negative integral numbers)		*"i" either denotes the previous quarter or the current quarter
				Example:
Time spar	n of variable			If the question was posed at the beginning of the fourth quarter the the question refers to the previous third quarter. If it is posed at



No.	Name		Label				Survey perio	od		Survey frequency
3.150)	han_csal_ne	qbc	best case//perc	entage change o	f sales in field x	/ - next quarter	West and Ea	ast since 01/	2019	quarterly survey
Wording of	f question	ı								
since 01/2019)									Further information
		ales going to cha	nge in quarter "k'	·*?						Change of sales in field XY next quarter (best case)
	it case:		% (please inser		ative integral nu	mhers) [1]				*"k" either denotes the following quarter or the current qua
	t know [3]				•					Example:
										If the question was posed at the end of the fourth quarter, t question refers to the following first quarter. If it is posed a
Time span	of variable									beginning of the second quarter it refers to the second quar
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes:
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[1] = A value was stated [3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	

No.	Name		Labei				Survey perio	a		Survey frequency
3.151)	han_csal_nc	ηbc_v	values: best cas	e//percentage cl	nange of sales in	field xy - next	West and Ea	st since 01/2	019	quarterly survey
Wording of	question		4.00.00							
										Further information
ince 01/2019										
By what percen	itage are your sa	les going to char	ige in quarter "k"	*?						Denotion of values: Change of sales in field XY next quarter (best case)
best	case:		% (please insert	positive or nega	itive integral nun	nbers)				*"k" either denotes the following quarter or the current quarter
										Example:
Time span o	f variable									If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the
										beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1331	1552	1555	1554	1555	1550	1557	1556	1333	
										I



No.	Name		Label				Survey perio	od		Survey frequency
3.152)	han_csal_nq	ac	average case//p	ercentage chang	e of sales in fiel	d xy - next	West and Ea	st since 01,	/2019	quarterly survey
Wording o	f question		,							
										Further information
since 01/2019	Ð									Change of sales in field XY next quarter (average case)
By what perce	entage are your sal	es going to char	ge in quarter "k"	*?						
aver	age case:		% (please insert	positive or nega	tive integral nu	mbers) [1]				*"k" either denotes the following quarter or the current qua
I don'	t know [3]]							Example:
		•								If the question was posed at the end of the fourth quarter, t
										question refers to the following first quarter. If it is posed beginning of the second quarter it refers to the second qua
Time span	of variable									Further notes:
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[1] = A value was stated
										[3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

No.	Name		Label				Survey perio	bc		Survey frequency
3.153)	han_csal_nq	ac_v	values: average next quarter	case//percentag	ge change of sale	es in field xy -	West and Ea	ast since 01,	2019	quarterly survey
Wording o	f question									
since 01/201)									Further information Denotion of values: Change of sales in field XY next quarter
By what perce	entage are your sal	es going to char	nge in quarter "k"	*?						(average case)
aver	age case:		% (please inser	positive or neg	ative integral nui	mbers)				*"k" either denotes the following quarter or the current qua Example:
Time span	of variable									If the question was posed at the end of the fourth quarter, question refers to the following first quarter. If it is posed beginning of the second quarter it refers to the second qua
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2312	2313	2314	2313	2310	2017	2010		
									WEST EAST	

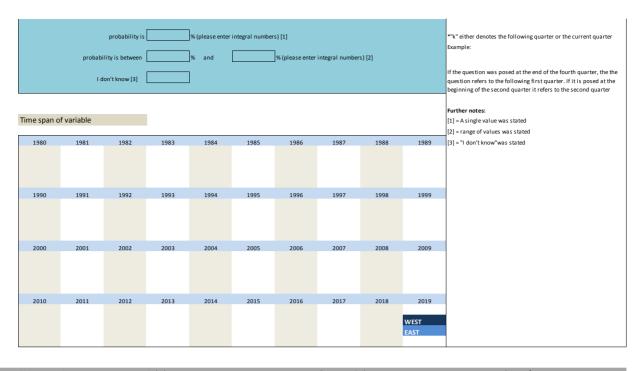
No.	Name		Label				Survey perio	d		Survey frequency
3.154)	han csal ng	wc	worst case//per	centage change	of sales in field	xy - next	West and Ea	st since 01/	2019	quarterly survey
			quarter							·
Wording of	question									
										Further information
since 01/2019										Change of sales in field XY next quarter (worst case)
By what percei	ntage are your sale	es going to chan	ge in quarter "k"	*?						
wors	st case:		% (please insert	nositive or neg	ative integral nu	mbers) [1]				*"k" either denotes the following quarter or the current quarter
] (*	, ,		, (-)				Example:
I don't	know [3]		J							
										If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the
Time span o	of variable									beginning of the second quarter it refers to the second quarter
Time Span c	or variable									Further notes:
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[1] = A value was stated
										[3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	

3.155) Wording of	han_csal_no	lwc_v	values: worst ca quarter	se//percentage	change of sales i	in field xy - next	West and Ea	st since 01/	2019	quarterly survey
			ige in quarter "k"							Further information Denotion of values: Change of sales in field XY next quarter (worst case)
Time span o	f variable		% (please insert	positive or nega	ative integral nui	nbers)				**k* either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	oegnining of the second quarter it refers to the second quarter
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	WEST EAST	

Survey frequency

3.156)	han_psalinc	probability of sales increase - next quarter	West and East since 01/2019	quarterly survey
Wording o	of question			
				Further information
since 01/201	.9			Probability of sales increase next quarter
How do you	evaluate the probability that t	he sales in your field increase in quarter "k"*		

No. Name Label Survey period Survey frequency



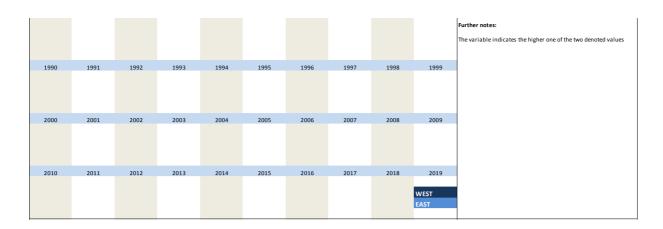
No.		Name		Label				Survey perio	d		Survey frequency
3.157		han_psalinc	_min	lower bound: pr	obability of sale	es increase - nex	t quarter	West and Ea	st since 01/	2019	quarterly survey
Wor	ding of o	question									
	04 (2040										Further information
since	01/2019										Denoted lower bound: probability of sales increase next quarter
How	do you eval	luate the probal	bility that the sal	es in your field ir	crease in quarto	er "k"*					
		probabi	lity is between		% and		% (please enter	integral numbers	5)		*"k" either denotes the following quarter or the current quarter Example:
											example:
Time	e span of	variable									If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the
1	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	beginning of the second quarter it refers to the second quarter
	1300	1301	1302	1303	1304	1505	1300	150,	1300	1303	Further notes:
											The variable indicates the lower one of the two denoted values
1	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
										WEST EAST	

		upper bound: pr				w . 15		•	
3.158)	han_psalinc_max	upper bound: pr	obability of Sali	es increase - ne	kt quarter	West and Eas	t since 01/201	9	quarterly survey
Wording of	question								
									Further information
since 01/2019	valuate the probability that the	sales in your field ir	ocrease in quarte	er "k"*					Denoted upper bound: probability of sales increase next quarter
	probability is betwee	n	% and		% (please ente	r integral numbers)	1		*"k" either denotes the following quarter or the current quarter Example:
Time span	of variable								If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980	1981 1982	1983	1984	1985	1986	1987	1988	1989	

Survey period

Survey frequency

No. Name Label



N	0.	Name		Label				Survey perio	d		Survey frequency
3.1	159)	han_psalinc	_sv	single value: pro	bability of sale	s increase - next	quarter	West and Ea	st since 01/	2019	quarterly survey
W	ording of	question									
											Further information
sir	nce 01/2019										Single value: probability of sales increase next quarter
На	w do you eva	luate the probab	oility that the sal	es in your field in	crease in quarte	er "k"*					Single value, probability of sales increase next quarter
			probability is		% (please enter	integral number	s)				*"k" either denotes the following quarter or the current quarter
											Example:
-											If the question was posed at the end of the fourth quarter, the the
- 11	me span o	f variable									question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes:
											If only one value is inserted it is contained within this variable
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
										WEST EAST	

3.160)	han_psalste	ad	probability of s	teady sales - nex	t quarter		West and Ea	st since 01/2	019	quarterly survey
Wording o	f question									
										Further information
since 01/2019										Probability of steady sales next quarter
How do you e	valuate the probal	bility of steady sa	ales in your field	in quarter "k"*?						
	probabi	probability is		% (please enter	integral number	s) [1] % (please enter	integral number:	s) [2]		**k" either denotes the following quarter or the current quarter Example:
	I d	on't know [3]]						If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
			ı							Further notes:
Time span	of variable									[1] = A value was stated [2] = range of values was stated
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	

Survey period

Survey frequency

No. Name Label

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST
									EAST

No.	Name	Label	Survey period	Survey frequency
3.161)	han_psalstead_min	lower bound: probability of steady sales - next quarter	West and East since 01/2019	quarterly survey
Wording	of question			
				Further information

. 04/2040										Further information
since 01/2019										Denoted lower bound: Probability of steady sales next quarter
How do you ev	aluate the proba	bility of steady sa	les in your field	in quarter "k"*?						
		1		ı		1				
	probab	ility is between		% and		% (please enter	integral numbers	5)		*"k" either denotes the following quarter or the current quarter
										Example:
										If the question was posed at the end of the fourth quarter, the the
Time span o	of variable									question refers to the following first quarter. If it is posed at the
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	beginning of the second quarter it refers to the second quarter
1560	1961	1562	1505	1504	1703	1500	1507	1500	1505	Further notes:
										The variable indicates the lower one of the two denoted values
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1330	1331	1332	1333	1554	1333	1550	1557	1336	1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2000	2003	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	1									
									WEST	
									EAST	
										<u> </u>

0.	Name		Label				Survey perio	d		Survey frequency
162) Vording of	han_psalste	ad_max	upper bound: pr	obability of ste	ady sales - next c	Juarter	West and Ea	st since 01/	2019	quarterly survey
nce 01/2019 ow do you eva	aluate the probal	ility of steady s	ales in your field i	n quarter "k"*?						Further information Denoted upper bound: Probability of steady sales next quarter
	probabi	lity is between		% and		% (please enter	r integral numbers	5)		*"k" either denotes the following quarter or the current quarte Example:
ime span o	f variable									If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter.
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes:
										The variable indicates the higher one of the two denoted value
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST EAST	

63)	han_psalste	ad_sv	single value: pro	bability of stea	dy sales - next qu	arter	West and Ea	st since 01/20	019	quarterly survey
ording of	question									
ce 01/2019 w do you eva	aluate the probal	oility of steady sa	ıles in your field i	n quarter "k"*?						Further information Single value: Probability of steady sales next quarter
		probability is		% (please enter	integral numbers	;)				*"k" either denotes the following quarter or the current quarte Example:
me span o	of variable									If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter.
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
										Further notes:
										If only one value is inserted it is contained within this variab
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST EAST	

Survey period Survey frequency

3.164)	han_psalded	:	probability of s	ales decrease - n	ext quarter		West and Ea	st since 01/	2019	quarterly survey
Wording of	f question									
ince 01/2019	9									Further information
			Probability of sales decrease next quarter							
low do you e	valuate the probal	bility that your sa	lles decrease in o	quarter "k"*						
		probability is		% (please enter	integral number	s) [1]				*"k" either denotes the following quarter or the current quarter
	probabi	ility is between	Example:							
				% and			integral number			If the question was posed at the end of the fourth quarter, the the
	I d	lon't know [3]		question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter						
Time span	of variable									Further notes: [1] = A value was stated
										[2] = range of values was stated
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	

3.165)	han_psaldec_min	lower bound: probability of sales decrease - next quarter	West and East since 01/2019	quarterly survey
Wording o	of question			
	·			
since 01/201	.9			Further information
				Denoted lower bound: Probability of sales decrease next quarter

Survey period

Survey frequency

How do you eva	·	lity that your sa	les decrease in	quarter "k"* % and		% (please enter	integral numbers	5)		*"k" either denotes the following quarter or the current quarter Example:
Time span o	f variable									If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
										Further notes:
										The variable indicates the lower one of the two denoted values
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2013	2010	2017	2010		
									WEST EAST	
									LASI	

No.	Name		Label					Survey frequency		
3.166)	han_psalded	_max	upper bound: pr	obability of sal	es decrease - ne	xt quarter	West and Ea	st since 01/	2019	quarterly survey
Wording of	question									
										Further information
since 01/2019										Denoted upper bound: Probability of sales decrease next quarter
How do you ev	aluate the proba	bility that your s	ales decrease in o	uarter "k"*						, , , , , , , , , , , , , , , , , , , ,
						1				
	probab	lity is between		% and			integral numbers	5)		*"k" either denotes the following quarter or the current quarter Example:
Time span o	of variable									If the question was posed at the end of the fourth quarter, the the
										question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes:
										The variable indicates the higher one of the two denoted values
										The variable mulcates the higher one of the two denoted values
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2013	2010	2017	2010	2015	
									WEST	
									EAST	
										•

3.167)	han_psaldec	_sv	single value: pr	obability of sale	s decrease - next	quarter	West and Ea	ast since 01/2	019	quarterly survey
Wording o	f question									
										Further information
since 01/201	9									Single value: Probability of sales decrease next quarter
How do you e	valuate the probab	ility that your s	ales decrease in o	quarter "k"*						
		probability is		% (please enter	integral numbers	s)				*"k" either denotes the following quarter or the current quarter
										Example:
Time snan	of variable									If the question was posed at the end of the fourth quarter, the the
Time Span	or variable									question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes:
										If only one value is inserted it is contained within this variable

No. Name Label Survey period Survey frequency

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
									WEST
									EAST

4 Standard	auestions	for denartmen	nt stores in	nercentage

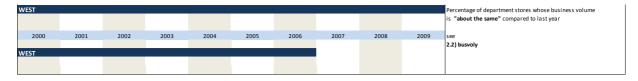
No.	Name			Label			Survey perio	od	Survey frequency			
4.1)	han_questp	ercansw11		% to statebus go	ood		West 01/19	90 to 01/200	6	monthly survey		
Time span	of variable											
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST										Percentage of department stores that appraise the		
										state of business "good" see		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2.1) statebus		
WEST												

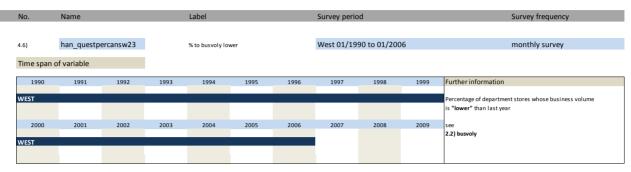
No.	Name			Label			Survey perio	d	Survey frequency	
4.2)	han_questp	ercansw12		% to statebus sa	itisfiable		West 01/19	90 to 01/200	16	monthly survey
Time span o	of variable									
Time span c	or variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the
										state of business "satisfiable"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.1) statebus
WEST										

NO.	Name			Label			Survey perio	a		Survey frequency	
4.3)	han_questp	ercansw13		% to statebus ba	ad		West 01/19	90 to 01/200	6	monthly survey	
Time span	of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST										Percentage of department stores that appraise the	
										state of business "bad"	
2000	2001	2002 200		2004	2005	2006	2007	2008	2009	see	
WEST										2.1) statebus	

No.	Name			Label			Survey perio	od	Survey frequency	
4.4)	han_questpe	ercansw21		% to busvoly hi	gher		West 01/19	90 to 01/200	6	monthly survey
Time span o	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "higher" than last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.2) busvoly

No.	Name			Label			Survey perio	d			Survey frequency
4.5)	han questpo	ercansw22		% to busvoly as	high as last year		West 01/19	90 to 01/200	6		monthly survey
Time span o				,							,,
1990		4000	4000	4004	4005	4005	4007	4000	1999	Further information	
1990	1991 1992		1993 1994 1995 1996			1996	1997	1998	1999	Further information	



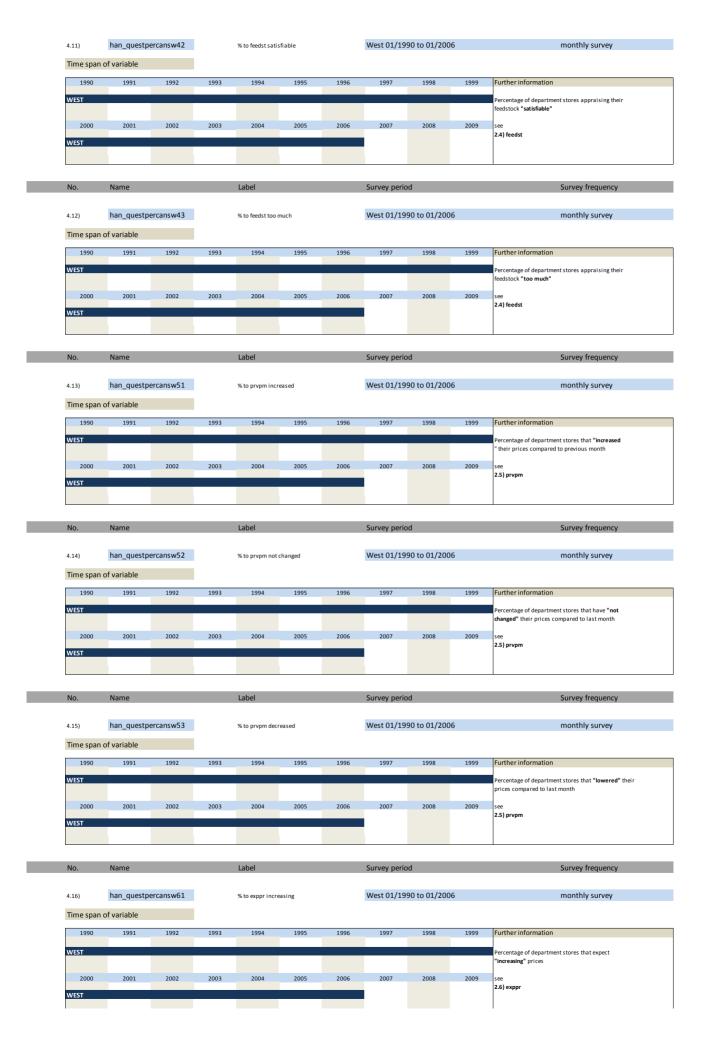


No.	Name			Label			Survey perio	od	Survey frequency	
4.7)	han_questpe	ercansw31		% to busvolm hi	gher		West 01/1990 to 01/2002			monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "higher" than previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.3) busvolm
WEST										

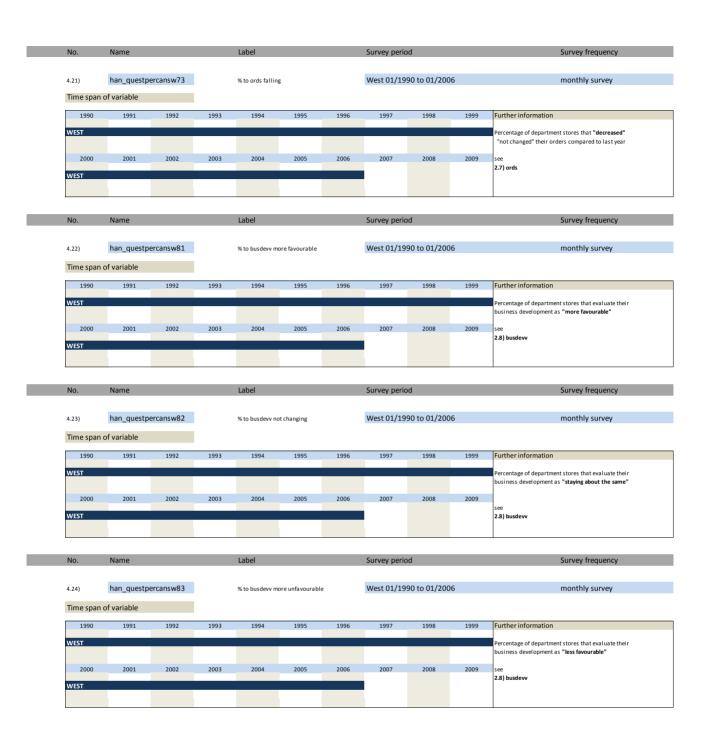
No.	Name	Name			Label			od		Survey frequency
4.8)	han_questp	ercansw32		% to busvolm a	s high as last yea	r	West 01/19	90 to 01/200	12	monthly survey
Time spar	n of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "about the same" compared to previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.3) busvolm
WEST										

No.	Name			Label			Survey perio	d	Survey frequency	
4.9)	han_questp	ercansw33		% to busvolm lo	wer		West 01/19	90 to 01/200	2	monthly survey
Time span o	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "lower" than previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.3) busvolm
WEST										,

No.	Name			Label			Survey perio	d	Survey frequency	
4.10)	han_questp	ercansw41		% to feedst insufficient				90 to 01/200	16	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their feedstock "insufficient"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.4) feedst



No.	Name			Label			Survey perio	od		Survey frequency
4.17)	han_questp	ercansw62		% to exppr not of	changing		West 01/19	90 to 01/200	monthly survey	
Time span of variable									, ,	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	1331	1332	1333	1554	1333	1330	1331	1330	1333	Percentage of department stores that expect prices t
										"stay about the same"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr
WEST										2.07 (2.04)
No.	Name	_		Label	_	_	Survey perio	od.		Survey frequency
110.	Nume			Lubei			Survey perio	, u		Julyey frequency
4.18)	han_questp	ercansw63		% to exppr decr	easing		West 01/19	90 to 01/200	6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect
										"decreasing" prices
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
	2001									2.6) exppr
WEST	2007									2.6) exppr
WEST										2.5) exppr
WEST No.	Name			Label			Survey perio	od		Survey frequency
No.	Name									Survey frequency
			_	Label % to ords raisin	ng			od 90 to 01/200	6	
No.	Name				ng				6	Survey frequency
No.	Name han_questp		1993		ng 1995	1996			6 1999	Survey frequency
No. 4.19) Time span	Name han_questp of variable	ercansw71		% to ords raisir		1996	West 01/19	90 to 01/200		Survey frequency monthly survey
No. 4.19) Time span	Name han_questp of variable	ercansw71		% to ords raisir		1996	West 01/19	90 to 01/200		Survey frequency monthly survey Further information Percentage of department stores that "increased"
No. 4.19) Time span 1990 WEST	Name han_questp of variable	1992	1993	% to ords raisir	1995		West 01/19	90 to 01/200	1999	Survey frequency monthly survey Further information Percentage of department stores that "increased" their orders compared to last year
No. 4.19) Time span 1990 WEST 2000	Name han_questp of variable	1992	1993	% to ords raisir	1995		West 01/19	90 to 01/200	1999	Further information Percentage of department stores that "increased" their orders compared to last year see
No. 4.19) Time span 1990 WEST 2000	Name han_questp of variable 1991 2001	1992	1993	% to ords raisin	1995		West 01/19 1997 2007	90 to 01/200 1998 2008	1999	Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords
No. 4.19) Time span 1990 WEST 2000	Name han_questp of variable	1992	1993	% to ords raisir	1995		West 01/19	90 to 01/200 1998 2008	1999	Survey frequency monthly survey Further information Percentage of department stores that "increased" their orders compared to last year see
No. 4.19) Time span 1990 WEST 2000	Name han_questp of variable 1991 2001	1992 2002	1993	% to ords raisin	1995		West 01/19 1997 2007 Survey period	90 to 01/200 1998 2008	1999	Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords Survey frequency
No. 4.19) Time span 1990 WEST 2000 WEST No. 4.20)	Name han_questp of variable 1991 2001 Name han_questp	1992 2002	1993	% to ords raisin	1995		West 01/19 1997 2007 Survey period	1998 2008	1999	Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords
No. 4.19) Time span 1990 WEST 2000 WEST No. 4.20) Time span	Name han_questp of variable 1991 2001 Name han_questp of variable	1992 2002	1993	% to ords raising 1994 2004 Label % to ords not cl	1995 2005	2006	1997 2007 Survey peric West 01/19	1998 2008 2008	1999	Survey frequency monthly survey Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords Survey frequency monthly survey
No. 4.19) Time span 1990 WEST 2000 WEST No. 4.20) Time span	Name han_questp of variable 1991 2001 Name han_questp	1992 2002	1993	% to ords raisin	1995		West 01/19 1997 2007 Survey period	1998 2008	1999	Survey frequency monthly survey Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords Survey frequency monthly survey
No. 4.19) Time span 1990 WEST 2000 WEST No. 4.20) Time span	Name han_questp of variable 1991 2001 Name han_questp of variable	1992 2002	1993	% to ords raising 1994 2004 Label % to ords not cl	1995 2005	2006	1997 2007 Survey peric West 01/19	1998 2008 2008	1999	Survey frequency monthly survey Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords Survey frequency monthly survey
No. 4.19) Time span 1990 WEST 2000 WEST No. 4.20) Time span	Name han_questp of variable 1991 2001 Name han_questp of variable	1992 2002	1993	% to ords raising 1994 2004 Label % to ords not cl	1995 2005	2006	1997 2007 Survey peric West 01/19	1998 2008 2008	1999	Survey frequency monthly survey Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that have



5. Klassifikationsumrechnungstabelle

sector_wz03 auf amtliche WZ2003-Klassifikation

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
50120	50.10.2
50131	50400755 35 1 4 5 31 3
50132	50.10.3 (ifo-spezifische Aufteilung)
50320	50.30.2
50330	50.30.3
50420	50.40.2
50430	50.40.3
50500	50.5
51210	51.21
51240	51.24
51290	51.22 & 51.23 & 51.25
51310	51.31
51340	51.34
51350	51.35
51370	51.37
51390	51.39
51410	51.41
51423	51.42.3
51429	51.42.4 & 51.42.5
51432	51.43.2
51433	51.43.3
51434	51.43.4
51440	51.44 (ohne Tapeten)
51450	51.45
51460	51.46
51473	51.47.3
51474	51.47.4
51476	51.47.6
51477	51.47.7
51478	51.47.8
51510	51.51
51522	51.52.2
51523	51.52.3
51532	51.53.2
51533	51.53.3
51534	51.53.4
51536	51.53.6
51537	51.53.7
51543	51.54.3
51549	51.54.2 & 51.54.4
51550	51.55
51560	51.56
51570	51.57

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
51810	51.81
51820	51.82
51840	51.84
51850	51.85
51860	51.86
51870	51.87
51880	51.88
52110	52.11
52120	52.12
52250	52.25
52260	52.26
52290	52.21 & 52.22 & 52.23 & 52.24 & 52.27
52310	52.31
52330	52.33
52410	52.41
52420	52.42
52421	52.42.1
52422	52.42.2
52423	52.42.3
52430	52.43
52431	52.43.1
52432	52.43.2
52440	52.44
52441	52.44.1
52443	52.44.3
52444	52.44.4
52447	52.44.7
52451	52.45.1
52452	52.45.2
52460	52.46
52471	52.47.1
52472	52.47.2 & 52.47.3
52485	52.48.5
52486	52.48.6
52491	52.49.1 & 52.49.2
52493	52.49.3 & 52.49.4
52495	52.49.5
52496	52.49.6
52497	52.49.7
52498	52.49.8
52499	Teil von 52.49.9
52600	52.6
52800	Teil von 52.49.9