

List of variables

Ifo Business Survey Trade

Data: 1/1990-12/2019

As of February 2020

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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_ranknexp_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

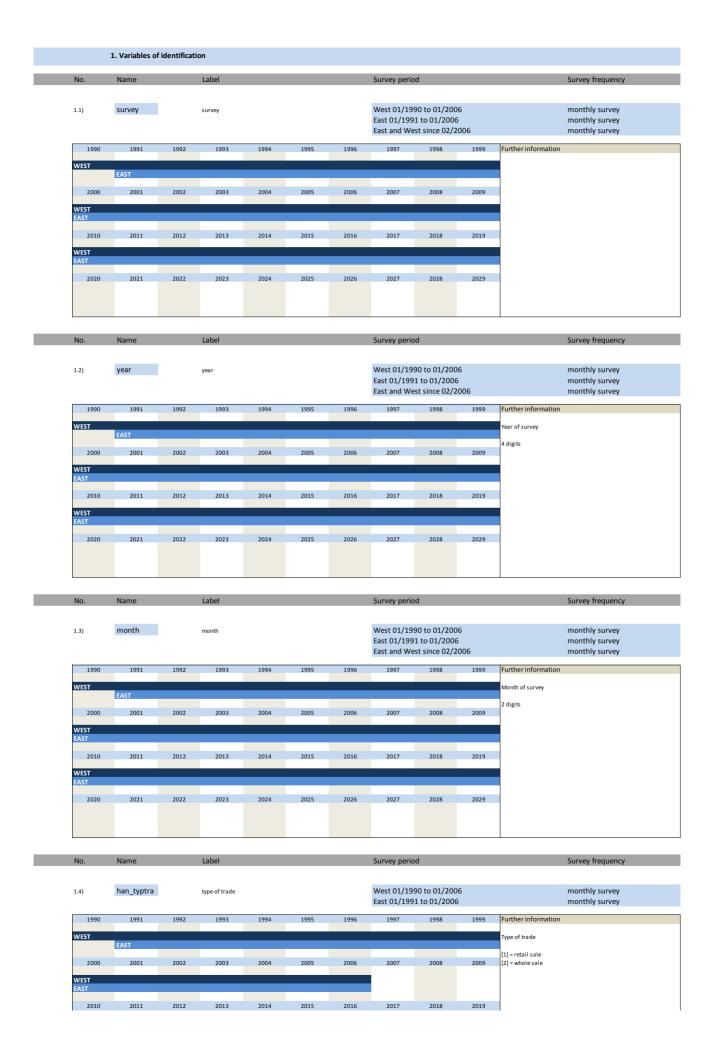
Section Process Proc	3.82)	han_negint_agree	negative interest actions: bank agreements	Verhandlungen mit Bank
Page	3.83)			-
An pegist present action control of the control of	3.84)		-	Erhöhung der Bargeldhaltung
Section Company Control Cont	3.85)		negative interest actions: redeployment in other	
Page	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. D. Gerk postion - questionnaire completed by offeror Postion - Tragebopen augediti in Controlling Jang Do. Clerk postion - questionnaire completed by offeror Postion - Tragebopen augediti von Abreilungsleitung Jang Do. Clerk postion - questionnaire completed by offeror Postion - Tragebopen augediti von Sarchardsteitung Jang Do. Clerk postion - questionnaire completed by offeror Postion - Tragebopen augediti von Abreilungsleitung Jang Do. Clerk postion - questionnaire completed by offeror Postion - Tragebopen augediti von Abreilungsleitung Jang Do. Clerk postion - questionnaire completed by offeror Postion - Tragebopen augedit			impact economic development on business situation	Einfluss allg. Konjunkturentwicklung auf Geschäftslage
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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 completed by clark position - questionnaire completed by clark position - questionnaire completed by clark position - pustionnaire completed by clark position - pustionnaire completed by clark position - pustionnaire completed by clark position - questionnaire completed by clark position - pustionnaire position - pustionnaire	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 charman exemple of the position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and the position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - questionaire completed by charman exemple of the position - fragebogen augefulliv on Sandaper and position - fragebog	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 Phindert durch Logistikdienstleistungen für Lieferungen: Qualität Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Geschäftstätigkeit behindert durch Logistikdienstleistungen für Lieferungen: Qualität Universites only stationary stationär Investment in Software/database last year Investitionen Software/Datenbanken letztes jahr				
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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

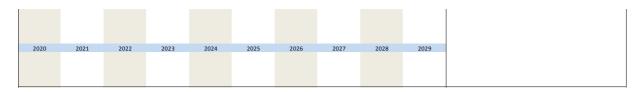
3.149)	han_csal_lq_v	values: percentage change of sales in field xy - last quarter	Wertangaben: Umsatzveränderung im letzten Quartal in Bereich XY				
3.150)	han_csal_nqbc	best case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (best case)				
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				
3.172)	han_uncert_tax	uncertainty in future demand due to: tax	Unsicherheit der Nachfrageentwicklung durch: Steuern				
3.173)	han_uncert_trade	uncertainty in future demand due to: trade war	Unsicherheit der Nachfrageentwicklung durch: Handelskrieg				
3.174)	han_uncert_exc	uncertainty in future demand due to: exchange rate	Unsicherheit der Nachfrageentwicklung durch: Wechselkurs				
3.175)	han_uncert_econ	uncertainty in future demand due to: general economic development	Unsicherheit der Nachfrageentwicklung durch: Allgemeine Wirtschaftsentwicklung				
3.176)	han_uncert_unempl	uncertainty in future demand due to: unemployment rate	Unsicherheit der Nachfrageentwicklung durch: Arbeitslosenquote				
3.177)	han_uncert_inflation	uncertainty in future demand due to: inflation	Unsicherheit der Nachfrageentwicklung durch: Inflation				
3.178)	han_uncert_intrate	uncertainty in future demand due to: interest rate	Unsicherheit der Nachfrageentwicklung durch: Zins/EZB Geldpolitik				

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 satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen
4.4)	han guestpercansw21	% to busvoly higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vorjahr ist
4.5)	han guestpercansw22	% 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_questpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als "zu klein" beurteilen
4.11)	han_questpercansw42	% 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
4.42)	han guastnavaansuuF1		December 1 - Warner 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1
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_questpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert " haben
4.21)	han questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" 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



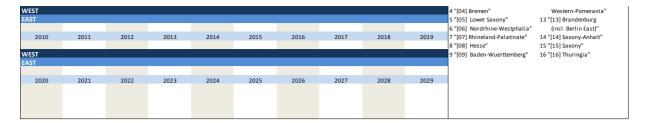


N	No.	Name		Label				Survey perio	od		Survey frequency
1.	.5)	han_idlar		special id for fi	rms with detaile	d answers		West 01/1990 to 01/2006			monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
W	VEST										Special id for firms with detailed answers
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 4. Standard questions of department stores in percentage
W	VEST										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	d		Survey frequency
			_							
1.6)	han_weight		weight				West 01/19	90 to 01/200	16	monthly survey
							East and We	st since 02/2	1006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Weight
WEST										weight
										West 01/1990 to 01/2006
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Weight from [1] to [99]
A4507										
WEST						OST				East and West since 02/2006 Weight from [1] to [12]
						031				weight from [1] to [12]
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST OST										
USI										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Survey frequency
			_							
1.7)	han_westea	st	western eastern	1			West 01/19	90 to 01/200	06	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										Difference between Western and Eastern survey
WEST	EAST									billerence between western and castern survey
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST EAST										
LASI										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Surv	ey frequency		
1.8)	fedstaifo		federal state (if	o-code)			West 01/19	90 to 01/200	06	mon	monthly survey		
							East 01/199	1 to 01/200	6	mon	thly survey		
							East and West since 02/2006			monthly survey			
							Edst dild TT	250 511100 027	2000		ciny survey		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information			
WEST										Federal state according to ifo-	ode		
	EAST												
										1 "[01] Berlin West"	10 "[10] Bavaria"		
										- 1172 - 11			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 "[02] Schleswig-Holstein"	11 "[11] Saarland"		

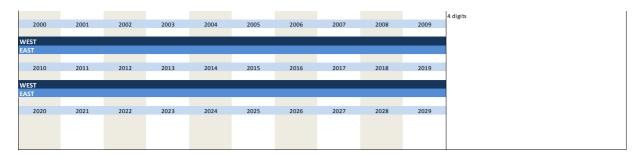


No.	Name		Label				Survey perio	od			Survey frequency
1.9)	sector_id		sector id				West 01/19	90 to 01/200	06		monthly survey
							East 01/199	91 to 01/200	6		monthly survey
							East and West since 02/2006				monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
1330	1331	1332	1333	1334	1333	1330	133,	1330	1333	r di circi illi di lilidadi	
WEST											
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2040	2044	2042	2042	2044	2045	2045	2047	2040	2040		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029		

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
1330	1551	1552	1555	1334	1333	1330	1337	1556	1555	Tartier information
WEST										identification number (part2)
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 digits
2000	2001	2002	2003	2004	2003	2000	2007	2000	2003	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	d		Survey frequency
1.11)	han_id3		identification n	umber (part3)			West 01/19	90 to 01/200	6	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Identification number (part3)
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 digits
WEST						_				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Survey frequency
1.12)	runnum		running number	of plant			West 01/19 East 01/199 East and We	1 to 01/2006	5	monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	EAST									Running number of plant

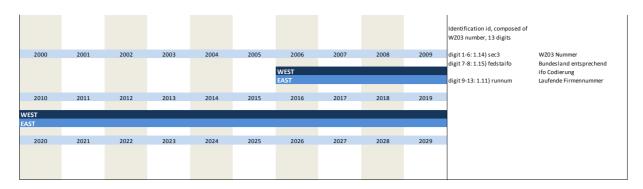


No.	Name		Label				Survey perio	od	Survey period			
1.13)	idnum		firm X adress f	ileid			West 03/19	94 to 01/20	06		monthly survey	
							East 04/199	92 to 01/200	6		monthly survey	
							East and West since 02/2006				monthly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
				WEST						Firm adress file id		
		EAST								- P 10		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	7 digits		
WEST EAST												
EAST												
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
WEST												
EAST												
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029			

No.	Name		Label				Survey perio	od		Survey frequency		
1.14)	han plantni	umkt	KT information	id			West 01/19	90 to 01/200	06	mor	nthly survey	
	_							8 to 01/200		monthly survey		
											,,	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST								EAST		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	
										digit 6-7: 1.15) fedstaifo	federal state according to	
WEST											ifo-code	
EAST										digit 8-12: 1.11) runnum	running number of plant	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
2010	2011	2012	2015	2014	2015	2010	2017	2010	2015			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029			

No.	Name		Labei				Survey period			Survey frequency
			_							
1.15)	han_plantnu	umeast	information id	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,
	E A CIT									formed with sector number for East Germany
	EAST									01/1991 to 02/1992:
2000	2001	2002	2003	2004	2005	2006	2007	2008		digit 1-4: 1.22) sec1 digit 5-6: 1.15) fedstaifo
2000	2001	2002	2003	2004	2003	2000	2007	2008		digit 7-11: 1.11) runnum
										03/1992 to 06/1998
										digit 1-3: 1.22) sec1, digit 4-5: 1.15) fedstaifo
										digit 6-10: 1.11) runnum
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	d		Survey frequency		
1.16)	han_plantnur	nwz03	WZ03 information id				East and We	st since 02/2	006		monthly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		

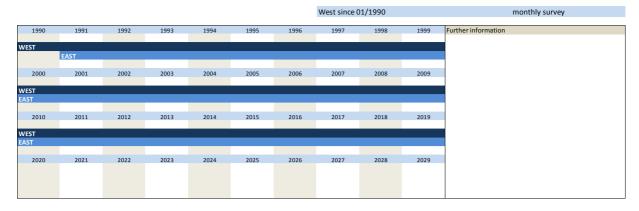


No.	Name		Label	Label				d	Survey frequency	
1.17)	sector_wz03		sector number \	WZ03			West 01/19 East 07/199 East and We	8 to 01/200	5	monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										ifo-internal classification, which is based 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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Survey frequency
1.18)	sector_ifo		KT sector numb	er			West 01/19	90 to 01/200	16	monthly survey
							East 07/199	8 to 01/2006	5	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										KT sector number
WLJI								EAST		Ki Sector Humber
										5 digits KT number
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

	No.	Name		Label				Survey period			Survey frequency	
	1.19)	sector_east		ifo sector numb	er for east germa	any		East 01/199	1 to 06/1998		monthly survey	
ĺ	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.	
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	101 550.	

No.	Name	Label	Survey period	Survey frequency
1.20)	sector_total	sector name trade	East since 01/1991	monthly survey



No.	Name		Label				Survey period			Survey frequency
1.21)	han_typequ		type of question	naire			East 07/199	98 to 01/2006	5	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
								EAST		Type of questionnaire 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!" ∈ [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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

NO.	ivame		Labei				Survey perio	Ju		Survey frequency
1.22)	han_latecom	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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[N] 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

	Name		Label				Survey peri	oa		Survey frequency
1.23)	online		online				West since			monthly survey
							East since C	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	2003	2000	2007	2000	2003	[2] online
WEST EAST										[5] manually collected
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
2020	2021	2022	2023	2024	2023	2020	2027	2020	2023	

Survey frequency

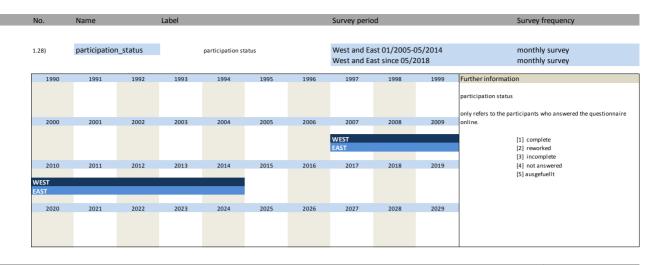
No. Name Label

1.24)	survey_start		survey_start				West since 07/2007 East since 07/2007			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Start 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										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey period			Survey frequency
1.25)	survey_end		survey_end				West since (monthly survey
							East since 0	1/2005		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										End of the survey
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	only refers to the participants who answered the questionnaire online.
							WEST EAST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey period			Survey frequency
1.26)	participatio	n_date	participation d	ate			West since 01/2005 East since 01/2005			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	2008		online.
							WEST EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST 2020	2021	2022	2023	2024	2025	2026	2027	WEST EAST 2028	2029	

No.	Name		Label			Survey period				Survey frequency
1.27)	participation_hour participation hour						ast 01/2005-0 ast since 05/2		monthly survey	
							west and E	ast since 05/2	.010	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	
WEST EAST	2021	2022	2023	2024	2025	2026	2027	WEST EAST	2029	

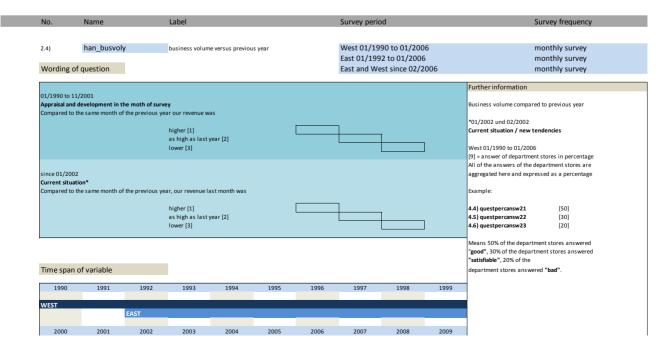


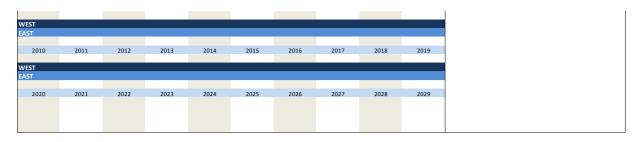
No.	Name		Label				Survey period			Survey frequency
1.29)	han particip	ant		participation in	this survey		West since (1/1990		monthly
							East since 0:	1/1991		monthly
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										introduced in 04/2018
WEST										
	EAST									Participation in this survey:
2000	2004	2002	2002	2004	2005	2005	2007	2000	2000	(0) 11
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[0] No [1] Yes
WEST										[1] Yes
EAST										Calculation of varaible:
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	1, if data of online and statebus or comexp exists, 0 otherwise
										1991-03/2018 variable=1, since 04/2018 variable can be 0 or 1
WEST										(due to a change in delievered data)
EAST										
										07 & 08/2018 only data of participants was delievered
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
L										+

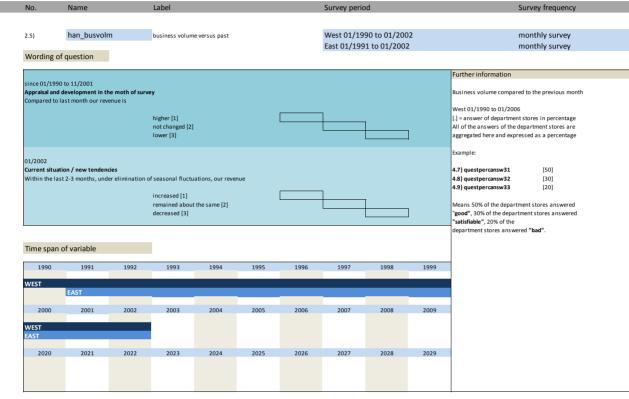
2. Standard questions Name Label Survey frequency West 01/1990 to 01/2006 monthly survey han_statebus 2.1) state of business (appraisal) East 01/1991 to 01/2006 monthly survey Wording of question East and West since 02/2006 monthly survey Further information 01/1990 to 11/2001 Appraisal of the state of business Appraisal and development in the moth of survey We rate our current state of business to be *01/2002 and 02/2002 good [1] satisfiable) [2] bad [3] Current situation / newest tendencies [9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage Current situation*
We rate our state of business (previous month/ new tendencies) to be good [1] satisfiable [2] bad [3] 4.1) questpercansw11 4.2) questpercansw12 4.3) questpercansw13 [50] [30] [20] Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the Time span of variable 1999 1992 1994 1995 1996 1997 1998 1990 1991 1993 2003 2007 2009 2000 2001 2002 2004 2005 2006 2008 WEST 2019 2010 2011 2012 2013 2014 2015 2016 2017 2018 WEST 2029 2020 2021 2022 2023 2024 2025 2026 2027 2028

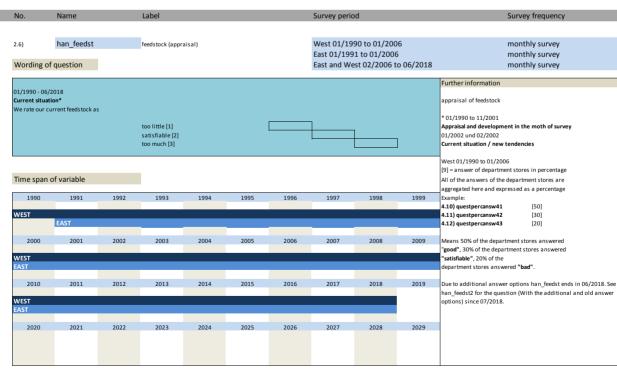
No.	Name		Label				Survey perio	od		Survey frequency
	han statab	·1					East and We	01 /5	2017	as and blooming
!.2)	han_statebu	IS_SI	state of busines	is (VAS)			East and We	est since 01/2	2017	monthly survey
Wording of	question									
										Further information
ince 01/2017										Appraisal of the state of business (slider)
	on ate of business (p	revious month/	new tendencies)	to be						Appraisal of the state of business (singer)
										online only
	0		50		10	00				· ·
	bad			satis	fiable			good		
										The presentation of the online-Slider changed over the last yea
Time span o	of variable									(e.g. sometimes a dash was displayed in the middle of the slide the exact numer that was clicked). Therefore an accumulation
										and other round figures is observeable. Without these features
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	displayed the distribution is smoother.
										01/2017-12/2018: presentation with dash in the middle, with t
										exact numer clicked and label in the middle of the slider
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	since 01/2019 presentation without dash in the middle, withou
										the exact numer clicked but with label in the middle of the slide
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST			
							EAST			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
										The state of the s

No.	Name		Label				Survey perio	od		Survey frequency
2.3)	han_statebu	ıs_clicks	state of busines	s (clicks)			East and West since 01/2017			monthly
Time span o	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										amount of clicks for question 2.2) han_statebus_sl
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
										onli ne only
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST	_		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

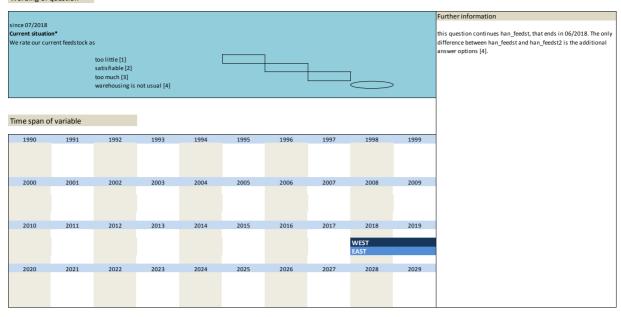


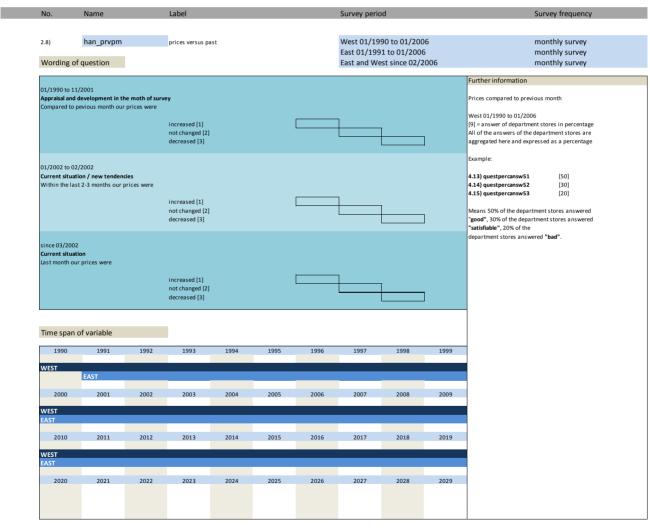




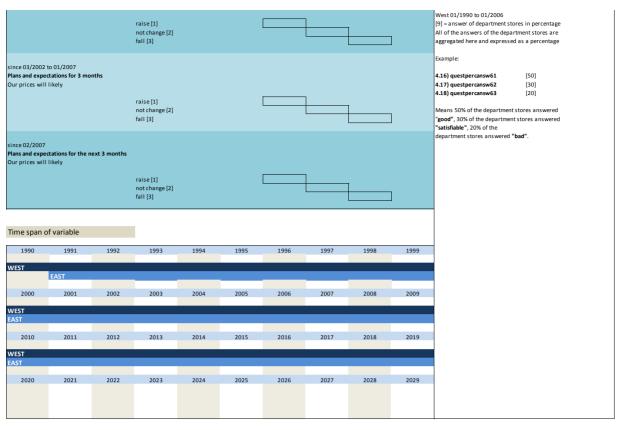


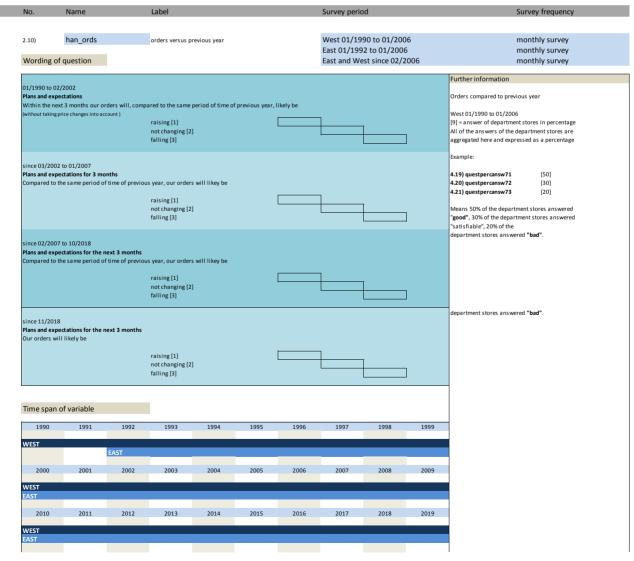
No.	Name	Label	Survey period	Survey frequency
2.7)	han_feedst2	feedstock (appraisal)	West since 07/2018	monthly survey
			East since 07/2018	monthly survey

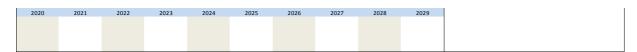


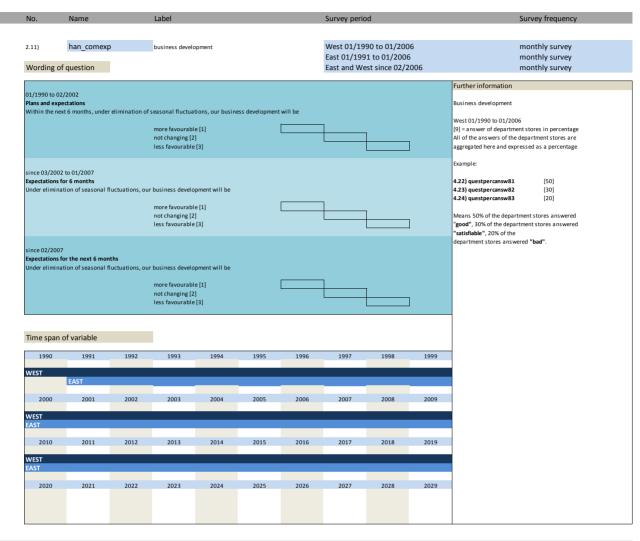


No.	Name	Label	Survey period	Survey frequency
2.9)	han_exppr	expected prices	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
Wording	of question		East and West since 02/2006	monthly survey
			Furtr	ner information
01/1990 to 0				
Plans and ex			Expec	ted prices
Within the n	ext 3 months our prices v	will likely		





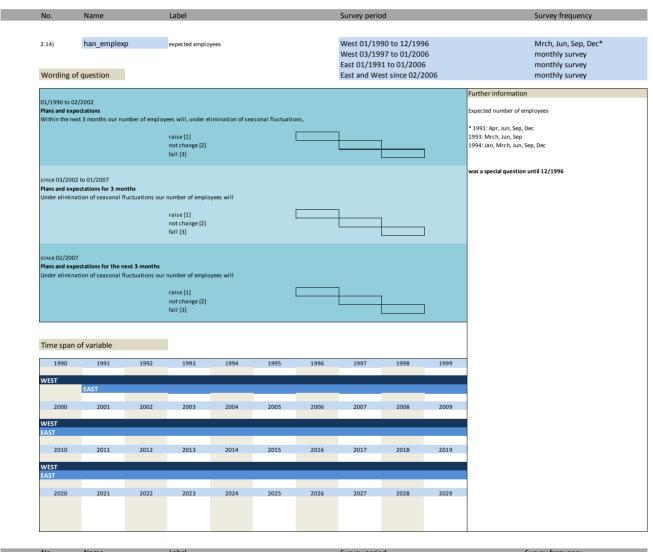




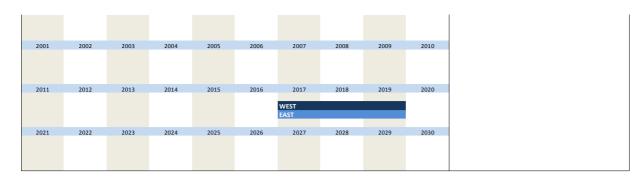
No.	Name	Label	Survey period	Survey frequency
2.12)	han_comexp_sl	business development (VAS)	East and West since 01/2017	monthly survey

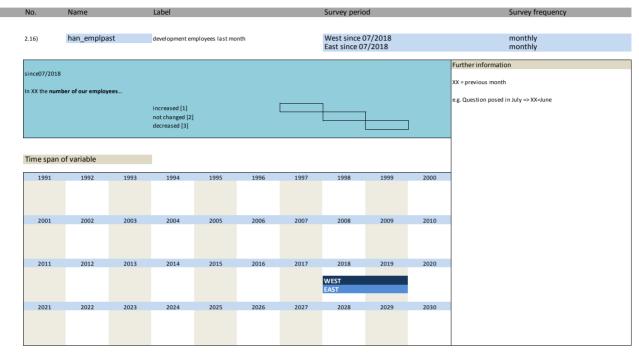
										Further information
	r the next 6 mon		business develo	oment will be						business development (slider)
	0less favourable		50	not ch	10	10		more favourable	2	online only
me span o	of variable									The presentation of the online-Slider changed over the last years (e.g. sometimes a dash was displayed in the middle of the slider the exact numer that was clicked). Therefore an accumulation at
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	and other round figures is observeable. Without these features displayed the distribution is smoother.
										01/2017-12/2018: presentation with dash in the middle, with the exact numer clicked and label in the middle of the slider
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	since 01/2019 presentation without dash in the middle, without
										the exact numer clicked but with label in the middle of the slide
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
2020	2321	2022	2023	2024	2023	2320	2321	2028	2323	

No.	Name		Label				Survey period			Survey frequency	
2.13)	han_comex	p_clicks	business development (clicks)			East and We	est since 01/2	2017	monthly		
Time sna	n of variable										
Time spa	II OI Vallable										
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				
							WEST EAST				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029		
2020	2021	_0	2025	2027		2020	2027	2320			



NO.	Name		Labei				Survey perio	α		Survey frequency
2.15)	han come	xp unc	uncertainty w.r.t	. commercial o	peration		West since 0	7/2017		monthly
	_						East since 07	/2017		monthly
										Further information
since 07/201	7									
We assess th	ne uncertainty co	nguarding our co	nmercial operation	n in the next 6 i	month as					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
		I								the exact numer that was clicked). Therefore an accumulation at 50
		0-low		50-mediur	n/seasonal		100-high			and other round figures is observeable. Without these features
										displayed the distribution is smoother.
										07/2017-12/2018: presentation with dash in the middle, with the
Time snan	of variable									exact numer clicked and label in the middle of the slider
Time span	OI VAIIADIC									exact numer cricked and raber in the middle of the stider
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	since 01/2019 presentation without dash in the middle, without
										the exact numer clicked but with label in the middle of the slider





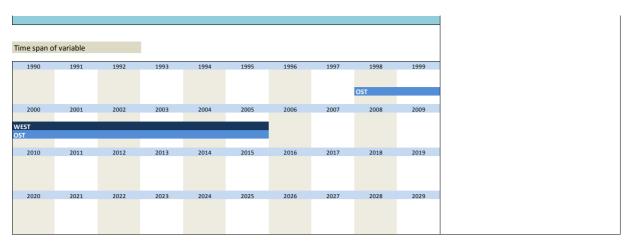
NO.	Name	Labei		Survey period	Survey frequency
2.17)	han prestatebus unc		uncertainty: prediction of business situation	West and East 04/2019	monthly
				-	·

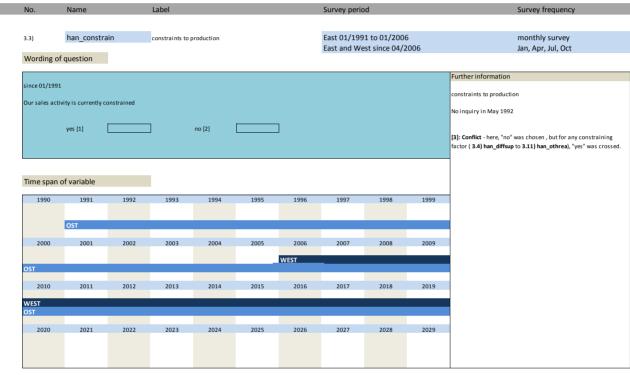


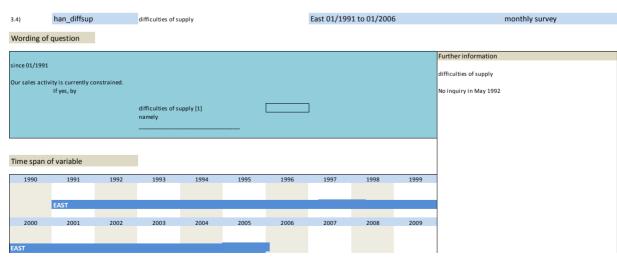
		3. Sonderfragen			
ı	No.	Name	Label	Survey period	Survey frequency
	3.1)	han_empl	employees	West von 10/2001 to 10/2005	annual survey, Oct

Wording of	question						East von 10, East and We			annual survey, Oct* annual survey, Nov**
	loyed persons (ir ut			rentices, tempor	ary employees)*	**:				Further information employees *East 2001: monthly survey **since 02/2006 Even though the data is only inquired annually, they appear in the dataset monthly. The reason forr this is that the annual data is transmitted to every month manually
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	The data of the current survey are generally transmitted two to three months after the inquiry
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Example: for November and December 2007 the variable empl contains the value of the inquiry from November 2006. Since January 2008 the variable
	WEST									empl contains the value of the survey from November 2007.
OST										***East 07/1998 to 01/2006 State: end of the month of the survey
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	State. end of the month of the survey
WEST OST										
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name Label		Survey period	Survey frequency
3.2) Wording o	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
	<u> </u>			Further information
West 10/200	00			Total turnover
Last year our	r total turnover was	less than 1/2 MM DM 1/2 - 1 " " 1 - 2 " " 2 - 5 " " 5 - 10 " " 50 - 100 " " more than 100 " "	[1] [2] [3] [4] [5] [6] [7] [8]	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 10/1998	B to 10/2000			
Last year the	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 M	[1] [2] [3] [4] [5] [6]	
10/2001				
Last business	s year our total turnover was (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] [6] [7] [8] [9]	
since 10/200	02 to 10/2005, since 11/2006 to 11/2008			
Last business	s year our total turnover was (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]	
since 11/200	09			
Last busines:	s year our total turnover was (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]	







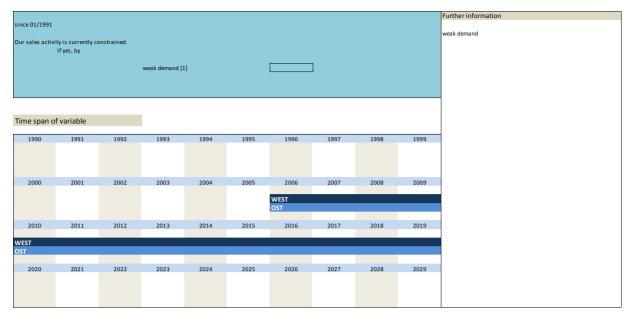
Survey frequency

No. Name Label Survey period Survey frequency

3.5) han_weakdem weak demand East and West since 04/2006 Jan, Apr, Jul, Oct

Wording of question

No. Name

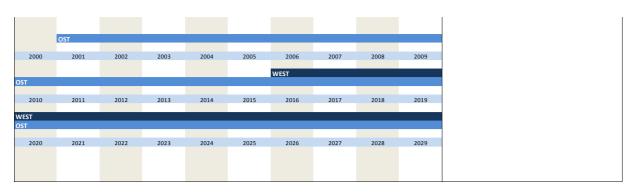


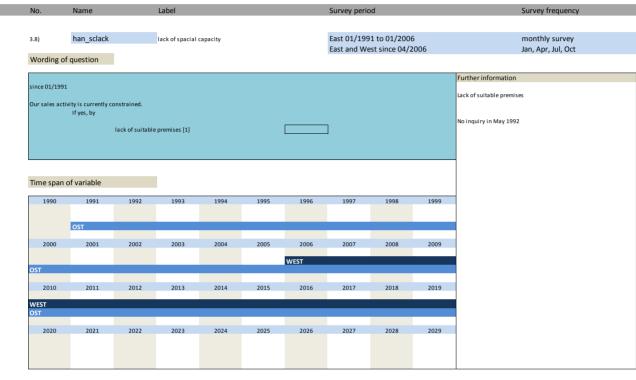
No.	Name		Label				Survey perio	od		Survey frequency
3.6)	han_difffin		difficulties in f	inancing			East 01/199	91 to 01/200	6	monthly survey
	_							est since 04/		Jan, Apr, Jul, Oct
Wording o	f question									
										Further information
since 01/199	1									
Our calor act	ivity is currently co	anstrained								difficulties in financing
Our sales act	If yes, by	onstrained.								No inquiry in May 1992
	,,.,						_			
			difficulties in f	inancing [1]						
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1330	1331	1332	1333	1334						
							1557	1550	1999	
							1337	1550	1999	
	OST						1337	1338	1999	
2000		2002	2002	2004	2005					
2000	OST 2001	2002	2003	2004	2005	2006	2007	2008	2009	
		2002	2003	2004	2005					
		2002	2003	2004	2005	2006				
OST	2001					2006 WEST	2007	2008	2009	
		2002	2003	2004	2005	2006				
OST 2010 WEST	2001					2006 WEST	2007	2008	2009	
OST 2010 WEST	2001					2006 WEST	2007	2008	2009	
OST 2010 WEST OST	2001	2012	2013	2014	2015	2006 WEST 2016	2007	2008	2009	
OST 2010 WEST	2001					2006 WEST	2007	2008	2009	
OST 2010 WEST OST	2001	2012	2013	2014	2015	2006 WEST 2016	2007	2008	2009	
OST 2010 WEST OST	2001	2012	2013	2014	2015	2006 WEST 2016	2007	2008	2009	

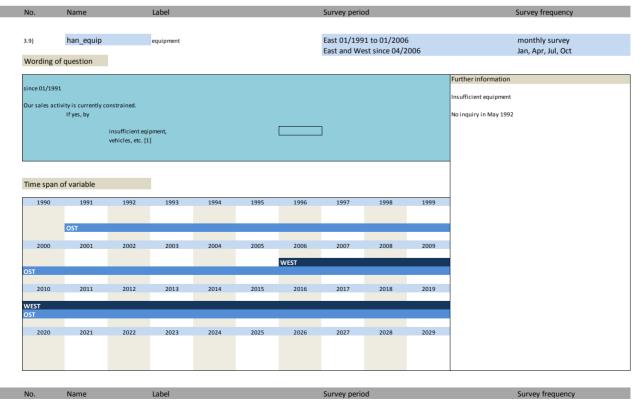
3.7)	han_skilllack	constraints: lack	of skilled labour			East 01/1991	to 01/2006	monthly survey
						East and West	since 04/2006	Jan, Apr, Jul, Oct
Wording of	question							
								Further information
01/1991 to 01/2	2006							
Our calos activi	ty is currently constraine	vd.						Lack of manpower
	If yes, by	ru.						No inquiry in May 1992
	lack of g	qualified manpower [1]						
since 04/2006								
STILE 04/2000								
	ty is currently constraine If yes, by	ed.						
	11 yes, by							
	lack of s	killed labor [1]						
Time span o	f variable							
1990	1991 199	92 1993	1994	1995	1996	1997	1998 1999	

Survey frequency

No. Name Label

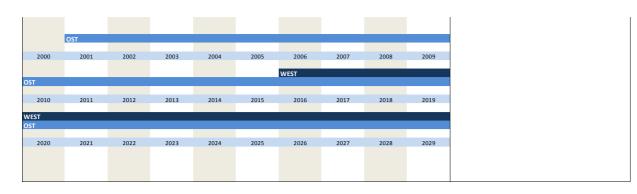






3.10) Wording (han_weathe	r	unfavourable v	veather				94 to 01/200 est since 04/2		monthly survey Jan, Apr, Jul, Oct
since 02/199										Further information Unfavourable weather
Our sales ac	tivity is currently co	onstrained.	unfavourable v	veather [1]						No inquiry in May 1992
Time spar	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	OST 2004	2005	2006	2007	2008	2009	
OST						WEST	_	_	_	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST OST	_		_	_			_	_		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
No.	Name		Label				Survey perio	od		Survey frequency
NO.	Name		Label				Survey perio	5u		Survey frequency
3.11) Wording (bau_mplack		constraints: la	ck of manpower			West since 0	07/2018 7/2018		Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct
since 07/201	10									Further information
	tion activity/ execu If yes, due to:	tion of orders i	is currently/ was	constrained.*						Lack of manpower
		lack of manpo	ower [1]							
Time spar	of variable									

	2021	2022	2023	2024	2025	2026	2027	2028	2029		
No.	Name		Label				Survey perio	od		Survey	frequency
3.12)	han_othrea		other reasons				East 01/199	1 to 01/200	5	month	ly survey
,								est since 04/2			or, Jul, Oct
Wording o	f question							,		. , ,	
										Further information	
01/1991 - 06	/2018										
01/1991 - 06,	/2018									Other reasons	
	ivity is currently co	onstrained.									
		onstrained.								Other reasons No inquiry in May 1992	
	ivity is currently co	onstrained. other reasons,	namely [1]]				
	ivity is currently co		namely [1]]				
	ivity is currently co		namely [1]		-]				
	ivity is currently co If yes, by		namely [1]		_]				
Our sales act	ivity is currently co If yes, by	other reasons,	namely [1]		_]				
Our sales act	ivity is currently co If yes, by	other reasons,	namely [1]		-]				
Our sales act	ivity is currently co If yes, by 8 ivity is currently co If yes, by	other reasons,]				
Our sales act	ivity is currently co If yes, by 8 ivity is currently co If yes, by	other reasons,			_]				
Our sales act	ivity is currently co If yes, by 8 ivity is currently co If yes, by	other reasons,			_]				
Our sales act	ivity is currently co If yes, by 8 ivity is currently co If yes, by	other reasons,			_]				
Our sales act	ivity is currently co If yes, by 8 ivity is currently co If yes, by	other reasons,			-]				



No.	Name		Label				Survey perio	d			Survey frequency
3.13)	han_credit		credit allocatio	n			West 06/20	03 to 08/20	05		Mrch, Aug*
	_						East and We				Mrch, Aug
							East and We	st from 11/	2008 to 12/2	016	monthly survey
Wording of	question										
										Further information	
since 06/2003											
Haw da yayara	unto the willing	ness of banks to	grant loans to be	urinocros 2						Credit allocation	
now do youevai	uate the willing	iless of ballks to	grant loans to bi	usiliesses:						*in 2003: June, August	
		accommodating									
		normal/usual [2 reserved/ restrict					_				
		reserveu/ resum	cuve [5]				_				
Time span o	fyariahla										
Time span o	i variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
			WEST								
						OST					
2040	2044	2042	2042	2011	2045	2046	2047	2040	2040		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
OST											
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029		
2020	2021	LULL	2023	2024	2323	2020	2027	2320	2323		
										1	

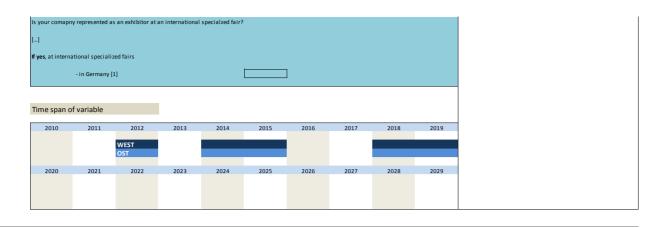
Is your company represented as an exhibitor at an international specialized fair? yes [1] no [2] Exhibitor at an international specialized fair?	INO.	Ivallic		Label				Julyey perio	,u		Julyey frequency
Wording of question 06/2012 Is your company represented as an exhibitor at an international specialized fair? yes [1]	3.14)	han fairxh		exhibitor at an i	nternational sp	ecialized fair		East and We	est since 06/2	012	irregularly, Jun
Further information											.0 //
06/2012 Is your company represented as an exhibitor at an international specialized fair? Wes [1]	Wording of	question									1
Syour company represented as an exhibitor at an international specialized fair? yes [1]	06/2012										
Time span of variable 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST OST	s your compan	ny represented	as an exhibitor at	an international	specialized fair	?					Exhibitor at an international specialized fair
Time span of variable 2010		ves [1]		l I	no [2]						
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST OST				_							
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST OST											
WEST OST	Time span o	of variable									
ОСТ	2010	2011		2013	2014	2015	2016	2017	2018	2019	
2020 2021 2022 2023 2024 2025 2026 2027 2028 2029						_					
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No. Name Label Survey period Survey frequency

3.15) han_fairxh_g exhibitor at an international specialized fair in Germany East and West since 06/2012 irregularly, Jun

Wording of question

06/2012 Further information
Exhibitor at an international specialized fair in Germany



Wording of	question		whibitor at an international specialized fair in a foreign Last and West since 06/2012 uropean country							irregularly, Jun
6/2012										Further information
6/2012										Exhibitor at an international specialized fair in a foreign Europ
your comapr	ny represented a	an exhibitor at a	n international	specialzed fair?						country
]										
yes, at intern	ational speciali	ed fairs								
	- in a foreign E	uropean country	[1]							
ime span c	of variable									
		2012	2013	2014	2015	2016	2017	2018	2019	
ime span o	of variable 2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST	2013	2014	2015	2016	2017	2018	2019	
2010			2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
3.17)	han_fairxh_ne	exhibitor at an international specialized fair in a country	East and West since 06/2012	irregularly, Jun
		outside Europe		
Wording o	of question			

Further information 06/2012 Exhibitor at an international specialized fair in a country outside of Europe Is your comapny represented as an exhibitor at an international specialzed fair? [...] If yes, at international specialized fairs - in a country outside of Europe [1] Time span of variable WEST

No.	Name	Label	Survey period	Survey frequency
3.18)	han_fairxhexp	exhibitor at an international specialized fair during next 2-3	East and West 06/2012	once
		years		

Wording of question

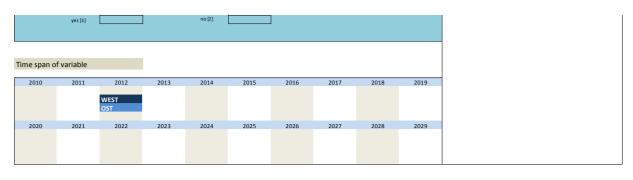
Further information

06/2012

Exhibitor at an international specialized fair during the next 2-3 years?

Exhibitor at an international specialized fair during the next 2-3 years?

years



No.	Name		Label				Survey perio	od		Survey frequency
3.19)	han_fairxhe	xp_g	exhibitor at an i	nternational sp	ecialized fair in (Germany during	East and We	est 06/2012		once
			next 2-3 years							
Wording of	question									
										Further information
6/2012										Exhibitor at an international specialized fair in Germany during
your compa	ny going to be rep	resented as an I	xhibitor at an in	ternational spec	ialized fair durir	ng the next 2-3 ye	ears?			the next 2-3 years
,										
.]										
f yes, at interi	national specializ	ed fairs								
	- in Germany [1	1]								
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST OST								
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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
		Furopean country during next 2-3 years		

Further information 06/2012 Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years? [...] If yes, at international specialized fairs - in a foreign European country [1] Time span of variable WEST

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

Wording of question

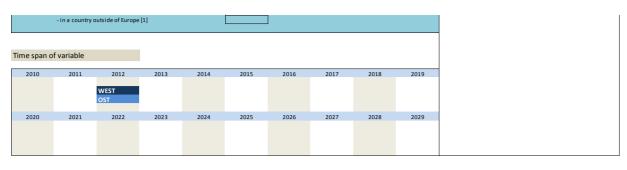
Further information

66/2012

Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years?

[...]

If yes, at international specialized fairs



No.	Name		Label				Survey perio	od		Survey frequency
3.22)	han_flight_g	ger	Importance of f	light connection	s in Germany		East and We	est 03/2013		once
Wording o	f question									
03/2013										Further information
33/2013										Importance of flight connections in Germany
ow importar	nt for your compar	ny is a flight cor	nnection in							
iermany		very importan	+ (41)				1			
		important [2]								
		less important [-								
		unimportant (4]				J			
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012		2014	2013	2010	2017	2016	2015	
			WEST OST							
			USI							
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

INO.	ivaille	Label Survey period							Survey frequency	
3.23)	han_flight_e	eur	Importance of fl	ight connection	s in Europe		East and We	est 03/2013		once
Wording of	auestion									
	4									Further information
03/2013				Further information						
How important	for your compa	ny is a flight con	nection in							Importance of flight connections in Europe
now important	ioi youi compa	iy is a migne con	necuon m							
Europe							_			
		very important important [2]	[1]							
		less important								
		unimportant [4	1]				J			
Time span o	f variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			MECT							
			WEST OST							
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

IVO.	Name	Label	Survey period	Survey frequency
3.24)	han_flight_world	Importance of flight connections worldwide	East and West 03/2013	once
Wording of	question			
	4			Further information
03/2013				
How important	for your company is a flight con	nection in		Importance of flight connections worldwide
worldwide				
	very important important [2]	[1]	_	
	less important			
	unimportant [4	1		

Tim	ne span o	f variable		1						
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST OST						
	2020	2024			2024	2025	2026	2027	2028	2020
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name		Label				Survey perio	od		Survey frequency
			_							
3.25)	han_fambu	S	family busines	is			East and We	est 02/2014		once
Wording o	fquestion									
02/2014										Further Information
D) For research	h nurnoses?									
	on yourself as a for company whose			tely by one or mo	re families that a	are connected)				
		yes[1]		no[2]						
			<u> </u>							
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
									1333	
									1333	
									1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008		
2000	2001	2002	2003	2004	2005	2006	2007	2008		
2000	2001	2002	2003	2004	2005	2006	2007	2008		
				2014					2009	
									2009	
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2009	
				2014 WEST					2009	
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2009	

No.	Name		Label				Survey perio	d		Survey frequency
3.26)	han_minim1	L	minimum wage	q1			East and We	st 11/2014		once
Wording of	auestion									
Wording or	question									
11/2014										Further information
	the general minir any affected by th		y will be impleme	ented.						
is your compa	any affected by tr	115 f								
		l(a)		l(2)						
		yes[1]		no[2]						
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	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				14/50=						
				WEST EAST						
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

	Name		Label				Survey perio	od		Survey frequency
3.27)	han_minim2	!	minimum wag	e q2			East and We	est 11/2014		once
Wording o	f auestion									
	4									Further information
11/2014										a dici momodon
	he general minimu		vill be implemer	ited.						
is your compe										
	<u> </u>	yes	<u> </u>	no						
2. If yes: With	which measures v	vill you likely re	act to the minin	num wage?						
		[1] No measure	s neccessary or	scheduled						
		1-1								
T:	-fi-hl-									
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	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
				2014 WEST						
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2019	
				2014 WEST						
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2019	

3.28)	han_minim3	3	minimum wage	q3			East and We	st 11/2014		once
Wording o	f question									
										Further information
11/2014										
	ne general minimu iny affected by this		vill be implemen	ted.						
	<i>\ </i>	yes		no						
2. If yes: With	which measures v	vill you likely re	act to the minim	um wage?						
		[1] personnel c	uts							
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						
2020	2021	2022	2022		2025	2026	2027	2020	2020	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

Survey frequency

No. Name Label

11/2014										Further information
11/2014										
	e general minimu		vill be implemen	ted.						
	<i>\(\)</i>	yes		no						
2. If yes: With	which measures	will you likely rea	act to the minim	um wage?						
		[1] reduction of	working hours							
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	
1990	1991	1552	1993	1554	1555	1550	1997	1556	1555	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST						
				EAST						
2020	2024	2022	2022	2024	2025	2025	2027	2020	2020	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
										<u> </u>

NO.	Name		Labei				Survey perio	u		Survey frequency
3.30)	han_minim5	5	minimum wage	q5			East and We	est 11/2014		once
Wording of	guestion									
	.,									Further information
11/2014										Further information
01/01/2015 the	general minimu	m wage policy w	vill be implemen	ted.						
	y affected by this									
	1 77777777		******	n						
		yes		no						
2. If yes: With w	hich measures v	vill you likely rea	act to the minim	um wage?						
		1								
		[1] increase in [prices							
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						
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

NO.	Name	Label	Survey period	Survey frequency
3.31)	han_minim6	minimum wage q6	East and West 11/2014	once
Wording of	question			
				Further information
11/2014				
01/01/2015 the	general minimum wage n	olicy will be implemented.		

Is your compan	y affected by this	?							
		yes		no					
2. If yes: With v	vhich measures v	vill you likely rea	act to the minim	ium wage?					
		[1] reduction of	investment						
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
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST EAST					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name		Label				Survey perio	d		Survey frequency
3.32)	han_minim7	7	minimum wage	q7			East and We	st 11/2014		once
Wording of	question									
wording or	question									
11/2014										Further information
	e general minimu	m wago policy w	ill ba implaman	tod						
	ny affected by this		iii be iiipieiieii	ieu.						
		yes		no						
2. If yes: With v	which measures v	will you likely rea	act to the minim	um wage?						
		[1] reduction of	special paymen	ts						
Time span o	of variable		l							
Time span o	oi 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						
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label	Survey period	Survey frequency
3.33)	han_minim8	minimum wage q8	East and West 11/2014	once
Wording	of question			
44 /2044				Further information
11/2014				
	5 the general minimum wage npany affected by this?	policy will be implemented.		
	//////////////////////////////////////	/////////////////////////////////////		
2. If yes: Wi	ith which measures will you l	ikely react to the minimum wage?		

			[1] other							
Tim	e 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 WEST EAST	2015	2016	2017	2018	2019
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name		Label				Survey perio	od		Survey frequency
3.34)	han_turnexp	ס	expected turnov	er this year			East and We	est since 05/2	2015	annual survey
Wording of	question									
										Further information
05/2015										Tartier morniador
Investments an	d revenue									
3) compared to	last year our tot	tal revenue this y	ear will likely							
	increase [1]									
	not change [2]									
	decrease [3]									
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1300	1501	1302	1505	1304	1505	1360	1507	1300	1303	
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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

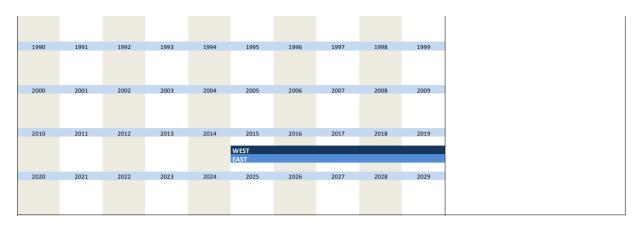
	NO.	Name	Label	Survey period	Survey frequency
	3.35)	han invest lj	total investment last year	East and West since 05/2015	annual survey
	,	,			,
	Wording of	question			
	0	4			
					Further information
	05/2015				
	Investments an				
	1) Last year (20	YY* compared to 20WW**) our i	nvestments were		*20YY means last year
			Total investments		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]			20WW=2013
		uecreaseu [5]			20WW-2013
,					

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		2015 WEST EAST	2016	2017	2018	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No. Name Label						Survey perio	od		Survey frequency	
3.36)	han_invcon_	nvcon lj investment in construction last year East and West since 05/2015				2015	annual survey			
3.30)	nan_mvcon_	.1)	vesanenem en	311341 4041011 1431	yeur		East allu W	est since 03/	2013	aiiiluai sui vey
Wording o	f question									
										Further information
05/2015										
Investments a		20WW**) our ir	nvestments were							
1) Last year (20YY* compared to 20WW**) our investments were										*20YY means last year
			Total investment reof in: construc							e.g.: If the question was posed in 2015: 20YY=2014
	increased [1]									
				1						*20WW means two years ago e.g.: If the question was posed in 2015:
	not changed [2]									e.g.: If the question was posed in 2015: 20WW=2013
	decreased [3]									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005 2015 WEST	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005 2015 WEST	2006	2007	2008	2009	
2000	2001	2002	2003 2013	2004	2005 2015 WEST EAST	2006	2007	2008	2009	

3.37)	han_inveq_lj		investment in eq	uipment last ye	ear		East and We	est since 05/20	015	annual survey	
Wording of question											
										Further information	
	and revenue (20YY* compared to 2	0WW**) our i	nvestments were								
										*20YY means last year	
			Total investments ereof in: equipme							e.g.: If the question was posed in 2015: 20YY=2014	
		ui	ereoriii. equipiiie	iiic						2011-2014	
	increased [1]									*20WW means two years ago	
	not changed [2]									e.g.: If the question was posed in 2015:	
										20WW=2013	
	decreased [3]										
Time spar	of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989		
1										ı	

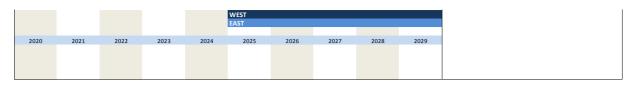


No.	Name		Label				Survey perio	od		Survey frequency
3.38)	han_invest_o	dj	total investmen	t this year			East and We	est since 05/	2015	twice a year (May, Nov.)
Wording o	of question									
05/2015										Further information
Investments										
1) In the curr	ent year (20XX* cor		*) our investmen Total investment							*20XX means current year e.g.: If the question was posed in 2015:
	increase [1]		Total investment	,						20XX=2015
	not change [2]									**20YY means last year
	decrease [3]									e.g.: If the question was posed in 2015: 20YY=2014
since 11/201										
	Special question (only in May and No						7			20XX = last year 20WW = this year
						estments [1]				
	In the current		tments (20WW**	compared to		[2]	1			Label in data set: + = increased [1]
		20X	(X**)			[3]	_			= = not changed [2] - = decreased [3]
						[9]	J			
Time span	of variable									
1980	1981	1982	1983	1984	1985					
				1984	1985	1986	1987	1988	1989	
				1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1984	1985	1986	1987	1988	1989 1999	
1990	1991	1992								
			1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992								
2000	2001	2002	1993 2003	1994	1995	1996	1997	1998	1999	
			1993	1994	1995 2005 2015	1996	1997	1998	1999	
2000	2001	2002	1993 2003	1994	1995	1996	1997	1998	1999	
2000	2001	2002	1993 2003	1994	1995 2005 2015 WEST	1996	1997	1998	1999	

No.	Name	Label	Survey period	Survey frequency
3.39)	han_invcon_dj	investment in construction this year	East and West since 05/2015	twice a year (May, Nov.)
Mording	of augstion			
wording	of question			
				Further information
05/2015				
Investment	s and revenue			
1) In the cu	rrent year (20XX* compared to 2	0YY**) our investments will likely		
				*20XX means current year
		Total investments,		e.g.: If the question was posed in 2015:
		thereof in: construction		20XX=2015
	increase [1]			
	increase [1]			**20YY means last year
	not change [2]			e.g.: If the question was posed in 2015:

	decrease [3]]						20YY=2014
since 11/2018	Special question (only in May and N									20XX = last year 20WW = this year
					Total inv	estments				
					- Const	ruction				Label in data set: +=increased [1]
					+	[1]				= = not changed [2] - = decreased [3]
	In the curren	t year our investi 20X		compared to	=	[2]				
					-	[3]				
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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Survey frequency
3.40)	han_inveq_c	lj	investment in e	quipment this ye	ar		East and We	est since 05/2	2015	twice a year (May, Nov.)
Wording o	of question									
05/2015										Further information
	and revenue									
1) In the curr	ent year (20XX* cor	1	*) our investmer Fotal investment ereof in: equipm	s,						*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 11/201	.8									
	Special question									20XX = last year
	(only in May and N	ovember)			Total inv	vestments	7			20WW = this year
					- Equi	pment				Label in data set:
					_	[1]				+ = increased [1] = = not changed [2]
	In the surrent	t waar our invost	ments (20WW**	compared to		[-]				- = decreased [3]
	in the current		X**)	compared to	=	[2]				
					-	[3]				
Time spar	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990										
1990										
1990	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2001	2002	2003	2004	2005	2006	2007	2008	2009	



No.	Name		Label				Survey perio	od		Survey frequency
							e		2045	
3.41)	han_invest_i	nj	total investmen	t next year			East and We	est since 11/	2015	annual survey
Wording o	of question									
11/2015										Further information
Investments a 1) In the next	and revenue year (20ZZ* compa	red to 20XX**)	our investments	will likely						*20ZZ means next year
			Total investment	s						e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1]			l						
)]						**20XX means current year
	not change [2]									e.g.: If the question was posed in 2015: 20XX=2015
	decrease [3]									
since 11/201										
	Special question (only in May and No									
					Total inv	estments				
					+	[1]				Label in data set:
	Next year our		l likely be (20NN	** compared to	=	[2]				+=increased [1]
		20W	'W**)							= = not changed [2] - = decreased [3]
					-	[3]				decreased [5]
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		WEST	2016	2017	2018	2019	
					WEST EAST					
2010	2011	2012	2013		WEST	2016	2017	2018	2019	
					WEST EAST					

No.	Name	Label		Survey period	Survey frequency
3.42)	han_invcon_nj	investment in construction next	year	East and West since 11/2015	annual survey
Wording	g of question				
05/2015					Further information
Investment	ts and revenue ext year (20ZZ* compared to 20	DXX**) our investments will likely Total investments, thereof in: construction			*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1] not change [2]				**20XX means current year e.g.: If the question was posed in 2015:
	decrease [3]				20XX=2015
since 11/2	018				
	Special question investme	ents			
	(only in May and November)		Total investments		
			-Construction		Label in data set: += increased [1]
			+ [1]		= = not changed [2] - = decreased [3]
	Next year our investme	ents will likely be (20NN** compared to 20WW**)	= [2]		

					-	[3]			
Time span of	fvariable								
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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

	Name		Label				Survey perio	od		Survey frequency
3.43)	han_inveq_n	i	investment in e	qui pment next y	rear		East and We	est since 11/2	2015	annual survey
Wording o	of question									
										Further information
05/2015										
Investments 1) In the next	and revenue : year (20ZZ* compai	1	our investments v Fotal investment ereof in: equipm	s,						*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1]]						**20XX means current year
	not change [2]]						e.g.: If the question was posed in 2015: 20XX=2015
	decrease [3]]						2000-2013
since 11/201	Special question (only in May and No				Total inv	estments]			Label in data set: + = increased [1] = = not changed [2]
					- Equi	oment				- = decreased [3]
					+	[1]				
	Next year our i		l likely be (20NN 'W**)	** compared to	=	[2]				
					-	[3]				
							J			
							1			
	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986 1996	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 2001	1992	1993	1994	1995 2005	1996	1997 2007	1998	1999	
1980	1981 1991 2001	1992	1993	1994	1995 2005 2015 WEST	1996	1997 2007	1998	1999	

No.	Name	Label	Survey period	Survey frequency
		_		
3.44)	han_ref1	refugees question 1	East and West 10/2015	once

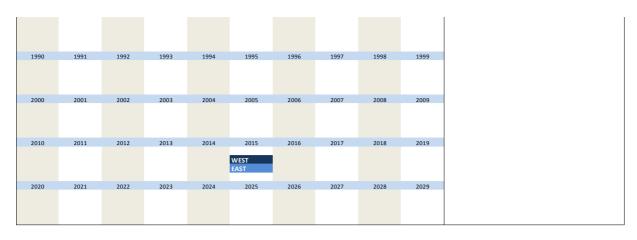
1. How large o										
	do you assess the	potential of asy	/lum seekers to be	employed in ti	he following positi	ons?				
			[1] small		[2] large					
	trainees]						
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
2020	2024	2022	2022	2024		2025	2027	2020	2020	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
										1
No.	Name		Label				Survey perio	od		Survey frequency
3.45)	han_ref2		refugees questi	on 2			East and We	est 10/2015		once
Wording o								., .		
										Further Information
10/2015										
1. How large o	do you assess the	potential of asy	/lum seekers to be	employed in t	he following positi	ons?				
			[1] small		[2] large					
	unskilled aid w	orkers	[1] small]	[2] large					
		vorkers	[1] small]	[2] large					
	of variable]		1				
Time span		vorkers 1982	[1] small	1984	[2] large	1986	1987	1988	1989	
	of variable			1984		1986	1987	1988	1989	
	of variable			1984		1986	1987 1997	1988	1989	
1980	of variable	1982	1983		1985					
1980	of variable	1982	1983		1985					
1980	of variable 1981 1991	1982	1983	1994	1985	1996	1997	1998	1999	
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983	1994	1985 1995 2005	1996	1997 2007	1998 2008	1999 2009	
1980	of variable 1981 1991	1982	1983	1994	1985 1995 2005	1996	1997	1998	1999	
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983	1994	1985 1995 2005	1996	1997 2007	1998 2008	1999 2009	
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983	1994	1985 1995 2005	1996	1997 2007	1998 2008	1999 2009	
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004 2014	1985 1995 2005 2015 WEST	1996 2006 2016	1997 2007 2017	1998 2008 2018	1999 2009 2019	
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004 2014	1985 1995 2005 2015 WEST	1996 2006 2016	1997 2007 2017	1998 2008 2018	1999 2009 2019	
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004 2014	1985 1995 2005 2015 WEST	1996 2006 2016	1997 2007 2017	1998 2008 2018 2028	1999 2009 2019	Survey frequency
1980 1990 2000 2010	of variable 1981 1991 2001 2011 Name	1982 1992 2002	1983 1993 2003 2013 2023	1994 2004 2014 2024	1985 1995 2005 2015 WEST	1996 2006 2016	2007 2017 2027 Survey perio	1998 2008 2018 2028	1999 2009 2019	
1980 1990 2000 2010 2020 No.	of variable 1981 1991 2001 2011 Name han_ref3	1982 1992 2002	1983 1993 2003 2013	1994 2004 2014 2024	1985 1995 2005 2015 WEST	1996 2006 2016	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency
1980 1990 2000 2010 2020	of variable 1981 1991 2001 2011 Name han_ref3	1982 1992 2002	1983 1993 2003 2013 2023	1994 2004 2014 2024	1985 1995 2005 2015 WEST	1996 2006 2016	2007 2017 2027 Survey perio	1998 2008 2018 2028	1999 2009 2019	
1980 1990 2000 2010 2020 No.	of variable 1981 1991 2001 2011 Name han_ref3	1982 1992 2002	1983 1993 2003 2013 2023	1994 2004 2014 2024	1985 1995 2005 2015 WEST	1996 2006 2016	2007 2017 2027 Survey perio	1998 2008 2018 2028	1999 2009 2019	
1980 1990 2000 2010 2020 No. 3.46) Wording o	of variable 1981 1991 2001 2011 2021 Name han_ref3 f question	1982 1992 2002 2012	1983 1993 2003 2013 2023 Label	1994 2004 2014 2024	1985 1995 2005 2015 WEST	2006 2016 2026	2007 2017 2027 Survey perio	1998 2008 2018 2028	1999 2009 2019	once
1980 1990 2000 2010 2020 No. 3.46) Wording o	of variable 1981 1991 2001 2011 2021 Name han_ref3 f question	1982 1992 2002 2012	1983 1993 2003 2013 2023 Label	1994 2004 2014 2024	1985 1995 2005 2015 WEST EAST 2025	2006 2016 2026	2007 2017 2027 Survey perio	1998 2008 2018 2028	1999 2009 2019	once
1980 1990 2000 2010 2020 No. 3.46) Wording o	of variable 1981 1991 2001 2011 2021 Name han_ref3 f question	1982 1992 2002 2012 2022	1983 1993 2003 2013 2023 Label refugees question	1994 2004 2014 2024	1985 1995 2005 2015 WEST EAST 2025	2006 2016 2026	2007 2017 2027 Survey perio	1998 2008 2018 2028	1999 2009 2019	once

1980 1981

1982

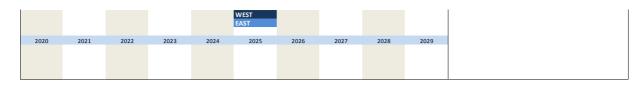
1983

1984



No.	Name		Label				Survey perio	od		Survey frequency
3.47)	han_ref4		refugees questi	on 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	um seekers to be	employed in th	e following position	ons?				
			[1] small		[2] large					
	leading position	s								
				•						
	6									
Time span	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	1996	1997	1998	1999	
1990	1991 2001	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
					2005					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005 2015 WEST EAST	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005 2015 WEST	2006	2007	2008	2009	

No.	Name		Label				Survey perio	od		Survey frequency
3.48)	han_ref5		refugees questio	on 5			East and We	est 10/2015		once
Wording o	f question									
worumg c	question									
10/2015										Further Information
1. How large	do you assess the p	ootential of asyl	um seekers to be	employed in the	following positi	ons?				
			[1] small		[2] large					
	other positions			1		1				
	other positions		-		-					
Time span	of variable									
	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 1992	1983 1993	1984 1994	1985 1995	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980 1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980 1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	



No.	Name	Name		Label		Survey period			Survey frequency	
3.49)	han_ref6		refugees questi	on 6			East and West	10/2015		once
Wordin	g of question									
										Further Information
10/2015										Tuttler information
2. how mu	uch of an obstacle	to employing asyl	um seekers do you	consider the fo	llowing factors to	be in your brai	nch:			
			[1] little		[2] much					
	lahas lawa	elated provisions		1						
	labor law-r	erated provisions								
Time sp	oan 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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

50)	han_ref7		refugees quest	on 7			East and We	est 10/2015		once
ording (of question									
0/2015										Further Information
. now mucn	n of an obstacle to e	npioying asylui	n seekers do you		illowing factors t		cn:			
				[1] little	_	[2] much	_			
	unfit level of qu	alification								
ime spar	n 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					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

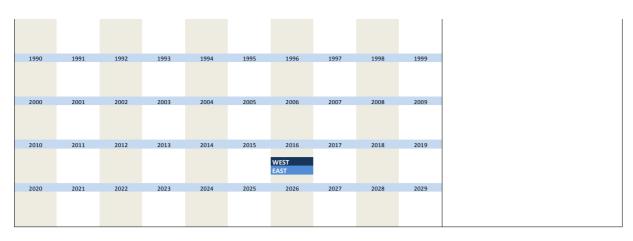
Survey frequency

No.	Name	Label	Survey period	Survey frequency
3.51)	han_ref8	refugees question 8	East and West 10/2015	once

10/2015										
										Further Information
2. how much o	of an obstacle to er	mploying asylu	m seekers do you	consider the fo	ollowing factors to	be in your bra	nch:			
			[1] little		[2] much					
	minimum wage									
Time span (of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1332	1993	1554	1993	1990	1337	1336	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
No.	Name		Label				Survey perio	od		Survey frequency
3.52)	han_ref9		refugees question	on 9			East and We	est 10/2015		once
Nording of	f question									
0/2045										Further Information
10/2015 2. how much o	of an obstacle to er	mploving asylu	m seekers do vou	consider the fo	ollowing factors to	be in vour bra	nch:			
		, , , , , ,								
			[1] little		[2] much					
	lack of language	e skills	[1] little]	[2] much					
	lack of language	e skills	[1] little]	[2] much					
	of variable]						
Fime span o		e skills 1982	[1] little	1984	[2] much	1986	1987	1988	1989	
	of variable			1984		1986	1987	1988	1989	
	of variable			1984		1986	1987	1988	1989	
1980	of variable	1982	1983		1985					
1980	of variable	1982	1983		1985					
1980	of variable 1981 1991	1982	1983	1994	1985	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1983	1994	1985	1996	1997	1998	1999	
1980	1981 1991 2001	1982 1992 2002	1983	1994 2004	1985 1995 2005	1996	1997 2007	1998 2008	1999 2009	
1990 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004 2014	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009 2019	
1990	1981 1991 2001	1982 1992 2002	1983	1994 2004	1985 1995 2005	1996	1997 2007	1998 2008	1999 2009	
1990 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004 2014	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009 2019	
1980 1990 2000 2010	of variable 1981 1991 2001 2011	1982 1992 2002	1983 1993 2003 2013	1994 2004 2014	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency
1980 1990 2000 2010	of variable 1981 1991 2001 2011 Name	1982 1992 2002 2012	1983 1993 2003 2013 2023	1994 2004 2014 2024	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency
1980 1990 2000 2010 2020	of variable 1981 1991 2001 2011 2021 Name han_minim_	1982 1992 2002 2012	1983 1993 2003 2013	1994 2004 2014 2024	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency
1980 1990 2000 2010 2020	of variable 1981 1991 2001 2011 2021 Name han_minim_	1982 1992 2002 2012	1983 1993 2003 2013 2023	1994 2004 2014 2024	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019 2029	once
1990 2000 2010 2020 No. 3.53)	of variable 1981 1991 2001 2011 2021 Name han_minim_	1982 1992 2002 2012	1983 1993 2003 2013 2023	1994 2004 2014 2024	1985 1995 2005 2015 WEST EAST	1996 2006	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019 2029	
1990 2000 2010 2020 No. 3.53) Wording of	of variable 1981 1991 2001 2011 2021 Name han_minim_ f question	1982 1992 2002 2012 2022	1983 1993 2003 2013 2023 Label affected by min	2004 2014 2024	1985 1995 2005 2015 WEST EAST	2006 2016 2026	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019 2029	once
2000 2010 2020 No. 3.53) Wording of	of variable 1981 1991 2001 2011 2021 Name han_minim_ f question	1982 1992 2002 2012 2022	1983 1993 2003 2013 2023 Label affected by min	2004 2014 2024	1985 1995 2005 2015 WEST EAST 2025	2006 2016 2026	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019 2029	once

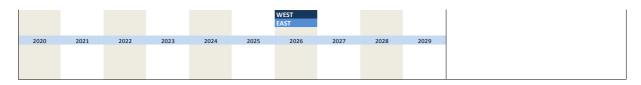
Time span of variable

1980 1981 1982 1983



No.	No. Name Label							od		Survey frequency
	has actain		no minimum wa				F4 1 14/-	-+ 02/2016		
3.54)	han_minim_	postz	no minimum wa	ige measures			East and We	est 03/2016		once
Wording o	of question									
										Further information
03/2016										
	ne universal minim	um wage was ir	nplemented. Is yo	ur company affe	cted by this reg	ulation?				
If yes, What measu	res did you utilize?									
			none		[1]					
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										
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	
2010	2001	2002	2003	2004	2005	2006	2007	2008	2009	
						2016				
2010						2016 WEST EAST				
	2011	2012	2013	2014	2015	2016 WEST	2017	2018	2019	

	Name		Label				Survey perio	od		Survey frequency
							5 · 114	. 02/2016		
3.55)	han_minim_	post3	measures: empl	oyee reduction			East and We	est 03/2016		once
Wording o	f question									
										Further information
03/2016										
01.01.2015 th	e universal minim	um wage was im	nplemented. Is vo	ur company affe	cted by this regu	lation?				
If yes,				. , , ,	,					
What measur	es did you utilize?									
		employee reduc	tion		[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	1988	1989	
		1982	1983 1993	1984 1994	1985 1995	1986 1996	1987 1997	1988	1989 1999	
1980	1981									
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	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	



	Name		Label				Survey perio	od		Survey frequency
3.56)	han_minim	_post4	measures: wor	king hour reducti	ion		East and We	est 03/2016		once
Wording of	question									
										Further information
03/2016										
	e universal minin	num wage was in	nplemented. Is y	our company affe	ected by this reg	ulation?				
If yes, What measure	es did you utilize?	,								
	,		-44:		7(4)					
		working hour re	eduction		[1]					
Time span	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	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993 2003	1994	1995	1996	1997 2007	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 2016 WEST	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006 2016 WEST EAST	2007	2008	2009	

No.	Name Label						Survey perio	a		Survey frequency
3.57)	han_minim	_post5	measures: incre	ased prices			East and We	st 03/2016		once
Wording of	auestion									
Troi ding of	question									
03/2016										Further information
01.01.2015 the	universal minim	num wage was im	nlemented. Is you	ur company affe	ected by this reg	ulation?				
If yes,			,,,	,						
wnat measure	s did you utilize?		r		,					
		increased price	s		[1]					
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1300	1301	1302	1303	1304	1303	1300	1307	1300	1303	
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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

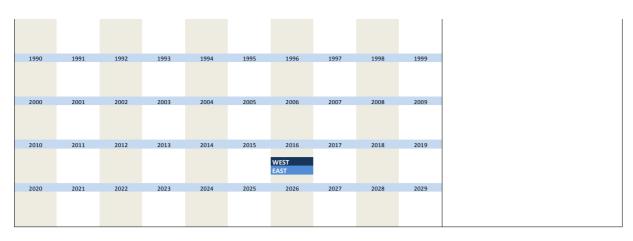
No.	Name	Label	Survey period	Survey frequency
3.58)	han_minim_post6	measures: decreased investment	East and West 03/2016	once

Wording of	question								
If yes,	universal minims did you utilize?			our company affe	cted by this reg	gulation?			
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
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

59)	han_minim_	post7	measures: decre	ased special pa	yments		East and We	st 03/2016		once
ording of	question									
										Further information
/2016										
es,	universal minim	um wage was im	plemented. Is yo	ur company affe	ected by this reg	gulation?				
	decresed specia	I payments	[[1]					
me 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 WEST EAST	2017	2018	2019	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

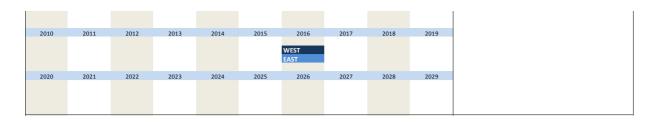
3.60)	han_minim_po	ost8	less minijobs				East and We	st 03/2016		once
Wording o	f question									
										Further information
03/2016										
01.01.2015 th	e universal minimum	ı wage was im	plemented. Is yo	ur company affe	cted by this regu	ılation?				
Has there bee	n a change in employ	ment in your	company?							
	less minijobs				[1]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	

Survey period Survey frequency



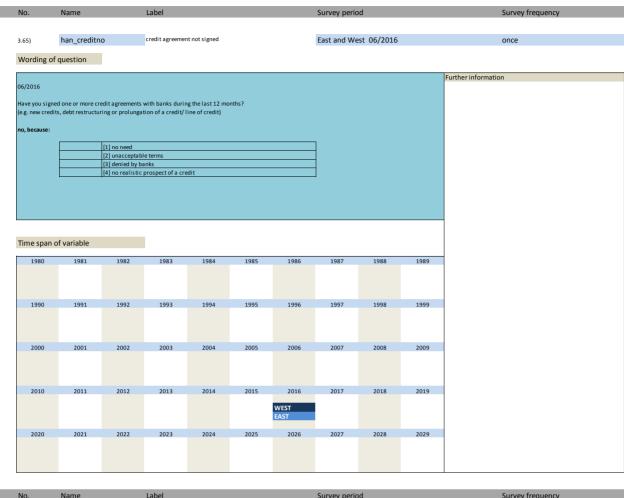
No.	Name		Label				Survey perio	bd		Survey frequency
3.61)	han_minim_	post9	minijobs trans	formed into insu	rable employm	ent	East and We	est 03/2016		once
Wording o	of question									
03/2016										Further information
	ne universal minim	um wago was i	malamented is well	our company office	estad by this sas	ulation?				
				our company and	cted by this reg	urations				
Has there be	en a change in emp	loyment in your	company?		-					
	minijobs were t	transformed int	o insurable	[1]						
	employment									
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1500	1561	1302	1363	1304	1383	1300	1567	1300	1565	
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				
		2022	2023	2024	2025	2026	2027	2028	2029	
2020	2021	2022								
2020	2021	2022								

	Name		Label				Survey perio	d		Survey frequency
2)	han_minim_	post10	new insurable e	mployment			East and We	st 03/2016		once
ording of	question									
	4									
/2016										Further information
01 2015 the	universal minim	ım wana was im	nlemented Is you	ır company affe	cted by this rea	lation?				
				ar company and	cted by this regu	nation:				
s there been	a change in empl	oyment in your o	ompany?							
	new insurable e	mployment was	gonorated	[1]						
	new insurable e	mproyment was	generated	[1]						
					,					
me span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987	1988	1989	
	1981									
1980		1982	1983	1984	1985 1995	1986	1987	1988	1989	
	1981									
	1981									
	1981									
1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	



No.	Name		Label				Survey perio	d		Survey frequency
	har minin		employment rel	ationships did n	at change		Foot and Mile	02/2016		
3.63)	han_minim_	post11	emproyment rei	ationsnips did n	ot cnange		East and We	st 03/2016		once
Wording o	f guestion									
03/2016										Further information
01.01.2015 th	e universal minim	um wage was in	nplemented. Is yo	ur company affe	cted by this reg	gulation?				
Has there bee	n a change in empl	oyment in your	company?							
	employment rela	ationships did n	ot change	[1]						
Time span	of variable									
Time span	OI Vallable									
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	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	
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 2016 WEST EAST	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006 2016 WEST	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006 2016 WEST EAST	2007	2008	2009	

No.	Name		Label				Survey perio	d		Survey frequency
.64)	han creditye	NC	credit agreemer	nt signed			East and We	c+ 06/2016		once
		.5					Last and we	31 00/2010		once
Nording of	question									
6/2016										Further information
	d one or more cre s, debt restructuri				nths?					
'es:										
		[1] amount and o								
		[2] amount as ex [3] conditions as								
				ditions than exp	ected					
		1097	1002	1094	1005	1095	1097	1000	1090	
Fime span o	of variable	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 1991	1992	1993	1994	1995	1996	1997	1998	1999	
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 2003	1994 2004	1995	1996	1997	1998	1999 2009	
1980	1981 1991 2001	1992	1993 2003	1994 2004	1995	1996 2006 2016 WEST	1997	1998	1999 2009	



No.	Name		Label				Survey perio	a		Survey frequency
3.66)	han_creditu	se1	financing of ong	oing operating	resources		East and We	st 06/2016		once
Wording of	question									
										Further information
06/2016										
What was the u	usage of your last	t negotiated cred	it?							
	f:if			[1]]					
	illiancing of	ongoing operation	ng resources	[±]						
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
2020	2021	2022	2023	2024	2023	2020	2027	2020	2023	

3.67)	_									
Wording of	f question									
06/2016										Further information
What was the	usage of your last	negotiated cre	dit?							
	finan	cing of an inves	stment	[1]						
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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
No.	Name	_	Label	_	_	_	Survey perio	Ч	_	Survey frequency
110.	Nume		Lubei				Survey perio	u		Survey nequency
3.68)	han_creditu	se3	other financing				East and We	st 06/2016		once
Wording of	f question									
Wording of	f question									Further information
06/2016	f question	negotiated cre	dit?							Further information
06/2016			dit?	[1]]					Further information
06/2016		negotiated cre others	dit?	[1]						Further information
06/2016 What was the	usage of your last		dit?	[1]						Further information
06/2016 What was the	usage of your last	others			1005	1095	1007	1000	1000	Further information
06/2016 What was the	usage of your last		dit? 1983	[1]	1985	1986	1987	1988	1989	Further information
06/2016 What was the Time span	usage of your last	others	1983	1984						Further information
06/2016 What was the	usage of your last	others			1985	1986	1987	1988	1989	Eurther information
06/2016 What was the Time span	usage of your last	others	1983	1984						Further information
06/2016 What was the Time span	usage of your last	others	1983	1984						Further information
06/2016 What was the Time span 1980	of variable 1981	others 1982 1992	1983	1984	1995	1996	1997	1998	1999	Further information
06/2016 What was the Time span 1980	of variable 1981	others 1982 1992	1983	1984	1995	1996	1997	1998	1999	Further information
06/2016 What was the Time span 1980	of variable 1981 1991	1982 1992 2002	1983	1984 1994 2004	1995 2005	1996 2006	1997 2007	1998	1999 2009	Further information
06/2016 What was the Time span 1980	of variable 1981 1991	1982 1992 2002	1983	1984 1994 2004	1995 2005	1996 2006 2016 WEST	1997 2007	1998	1999 2009	Further information
06/2016 What was the Time span 1980 1990 2000	of variable 1981 2001	others 1982 1992 2002	1983 1993 2003	1984 1994 2004	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009 2019	Further information
06/2016 What was the Time span 1980 1990 2000	of variable 1981 2001	others 1982 1992 2002	1983 1993 2003	1984 1994 2004	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009 2019	Further information
06/2016 What was the Time span 1980 1990 2000	of variable 1981 2001	others 1982 1992 2002	1983 1993 2003	1984 1994 2004	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018 2028	1999 2009 2019	Further information Survey frequency
06/2016 What was the Time span 1980 1990 2000 2010	of variable 1981 2001 2011 Name	others 1982 1992 2002 2012	1983 1993 2003 2013	1984 1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	
06/2016 What was the Time span 1980 1990 2000 2010 No. 3.69)	of variable 1981 2001 2011 Name han_ontrad	others 1982 1992 2002 2012	1983 1993 2003 2013 2023	1984 1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency
06/2016 What was the Time span 1980 1990 2000 2010 2020 No. 3.69) Wording of	of variable 1981 2001 2011 Name han_ontrad	others 1982 1992 2002 2012	1983 1993 2003 2013 2023	1984 1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency
06/2016 What was the Time span (1980 1990 2000 2010 2020 No. 3.69) Wording of (08/2016 2016 2016 2016 2016 2016 2016 2016	of variable 1981 2001 2011 2021 Name han_ontrad	others 1982 1992 2002 2012 2022	1983 1993 2003 2013 2023	1984 1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017 2027	1998 2008 2018 2028	1999 2009 2019	Survey frequency once
06/2016 What was the Time span 1980 2000 2010 2020 No. 3.69) Wording of	of variable 1981 2001 2011 Name han_ontrad	others 1982 1992 2002 2012 2022	1983 1993 2003 2013 2023 Label online trade: tra	1984 1994 2004 2014 2024	1995 2005 2015 2025	1996 2006 2016 WEST EAST 2026	2007 2017 2027 Survey period East and We	1998 2008 2018 2028	1999 2009 2019	Survey frequency once
06/2016 What was the Time span 1980 2000 2010 2020 No. 3.69) Wording of	of variable 1981 2001 2011 2021 Name han_ontrad f question on regarding onlinitionary business	others 1982 1992 2002 2012 2022	1983 1993 2003 2013 2023 Label online trade: tra	1984 1994 2004 2014 2024	1995 2005 2015 2025	1996 2006 2016 WEST EAST 2026	2007 2017 2027 Survey period East and We	1998 2008 2018 2028	1999 2009 2019	Survey frequency once

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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

	Name		Label				Survey perio	od		Survey frequency
3.70)	han ontrad	nlat	online trade pla	itform			Fast and W	est 08/2016		once
		_piat	,				Last and W	231 00/2010		Office
Wording o	fquestion									
										Further information
08/2016										
	on regarding online		e vour goods via	an own onlines	hon or other th	ird narty platforn	ns?			
	idonary business	ao you aiso a aa	c your goods via	un own onnine s	nop or other th	and party places				
If yes:			,							
			[1] own online s	hop						
			[2] own online s	hop as well as o	ther online pla	tforms				
			[3] exclusively o	other online plat	forms (no own	online shop existi	ng)			
Time snan	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	1996	1997			
								1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997			
								1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	1998	1999	
						2006		1998	1999	
2000	2001	2002	2003	2004	2005	2006 2016 WEST	2007	1998	1999	
2000	2001	2002	2003	2004	2005	2006 2016 WEST EAST	2007	1998 2008 2018	1999 2009 2019	
2000	2001	2002	2003	2004	2005	2006 2016 WEST	2007	1998	1999	
2000	2001	2002	2003	2004	2005	2006 2016 WEST EAST	2007	1998 2008 2018	1999 2009 2019	

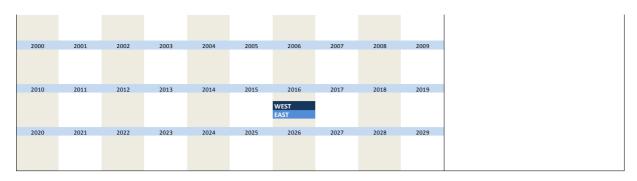
3.71)	han_ontrad_share	online trade share online trade of total revenue	East and West 08/2016	once
\A/=	ing of question			
word	ing of question			
				Further information
08/201	6			
	question regarding online trade			
Aside fr	rom stationary business do you also tr	ade your goods via an own online shop or other third party pla	tforms?	
If yes:				
Compa	rod to your total rayonyo what do you	consider the share of your online trade to be?		
Compa	rea to your total revenue, what do you	consider the share of your offine trade to be:		
		[1] <20%		
		[1] <20%		
		[2] 20-40%		
		[3] 40-60%		
		[4] 60-80%		
		[5] >80%		

Survey frequency

1980	n of variable	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	2017	2018	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name		Label				Survey perio	d		Survey frequency
.72)	han_ontrac	l_plan	online trade: pla	nned within 12	2 months		East and We	est 08/2016		once
Wording o	f question									
g o	- question									
08/2016										Further information
special guesti	on regarding onli	ne trade								
			de your goods via	an own online	shop or other th	ird party platfor	ms?			
f no:										
Are you plann	ing to introduce	online trade with	in the next 12 mo	nths?						
		yes [1]			no [2]		1			
		yes [1]			110 [2]		_			
Time snan	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
4000	4004	4000	4000	4004	4005	4005	4007	4000	4000	
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				
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

U.	Ivaille		Label				Survey perio	-		Survey frequency
'3)	han_midma	nager	mid tier: more th	nan 4 managers			East and We	st 09/2016		once
ording of	question									
										Further information
2016										
d tier										
			- 2							
es your com	npany have more t	nan 4 managers	• :							
es your com			, ·		(2)		l			
es your com		yes [1]			no [2]]			
es your com				l	no [2]]			
es your com					no [2]					
					no [2]]			
me span c	of variable	yes [1]								
			1983	1984	no [2]	1986	1987	1988	1989	
me span c	of variable	yes [1]				1986	1987	1988	1989	
me span c	of variable	yes [1]				1986	1987	1988	1989	
me span c	of variable	yes [1]				1986	1987	1988	1989	



No.	Name		Label				Survey perio	d		Survey frequency
3.74)	han_midma	nshare	mid tier: at leas	t one manager h	as shares		East and We	est 09/2016		once
Wording o	of question									
										Further information
09/2016										
nid tier	one of your manag	zorc hold charo	of your company							
ioes at reast			or your company				1			
		yes [1]			no [2]					
	6									
	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2001	2002	2003	2004	2005					
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	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019	
						2016 WEST				
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019	

No. Name

5)	han_midyes		mid tier: compar	iy i ateu as mid	uei		tast and We	est 09/2016		once
ording of	question									
										Further information
/2016										
id tier										
ould you rate	e your company as	a "mid tier" co	ompany?							
	1	res [1]			no [2]					
mo cnan	of variable									
ille spali (oi variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1551	1332	1555	1334	1555	1550	1337	1336	1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
		2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011		2013	2014	2013		2017	2010	2013	
2010	2011	2012								
2010	2011	2012				WEST				
2010	2011	2012				EAST				
2010	2011	2012	2023	2024	2025		2027	2028	2029	

Survey period

Survey frequency

	Name		Label				Survey perio	od		Survey frequency
3.76)	han_ontrad	inf	online trade: in	fluence on busin	ess		Fast and We	est 10/2016		once
							Last and We	20, 2010		one.
Wording o	of question									
10/2016										Further information
Online trade										
	ssess the influenc	e of online trade	on your busines	s?						
			[1] positive infl	uence						
			[2] no influence							
			[3] business red							
			[4] business en	dangering						
Time span	of variable									
Time span	or variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987 1997	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993 2003	1994 2004	1995	1996 2006	1997 2007	1998	1999 2009	
1990	1991	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1990	1991	1992	1993 2003	1994 2004	1995	1996 2006	1997 2007	1998	1999 2009	
1990 2000 2010	1991 2001 2011	1992 2002 2012	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009 2019	
1990	1991	1992	1993 2003	1994 2004	1995	1996 2006 2016 WEST	1997 2007	1998	1999 2009	
1990 2000 2010	1991 2001 2011	1992 2002 2012	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009 2019	
1990 2000 2010	1991 2001 2011	1992 2002 2012	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016 WEST	1997 2007 2017	1998 2008 2018	1999 2009 2019	

3.77)	han_credit2	2_1	credit seeking				East and We	st since 03/	2017	March, June, September, December
Wording of	question									
03/2017										Further information
credit allocatior We had credit t		during the last 3	months							
			7			1				
			[1] yes			[2] no				
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	
2010	2011	2012	2013	2014	2015	2016		2018	2019	
							WEST EAST			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

NO.	Name	Labei	Survey period	Survey frequency
3.78)	han credit2 2	credit allocation	East and West since 03/2017	March, June, September, December

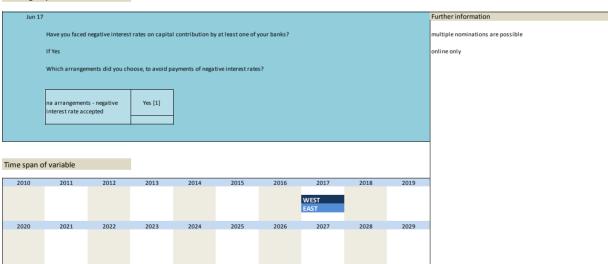
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015		2017 WEST EAST	2018	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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
Wording o	f question									
03/2017 - 06	/2018									Further information
credit allocati										
	t talks with banks d	uring the last 3	months							
	2		no							
	_		7							
	L		[1] no need							
	L		[2] other reasor	ıs						
since 09/201										
credit allocati We had credi	on t talks with banks d	uring the last 3	months							
f no:										
	Γ		[1] no need							
	-		[2] other reason	ne.						
	L		Jizjotner reasor	13						
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1500	1301	1382	1363	1504	1363	1360	1307	1300	1383	
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		
							WEST EAST		_
2020	2021	2022	2023	2024	2025			2028	2029
2020	2021	2022	2023	2024	2025		EAST	2028	2029
2020	2021	2022	2023	2024	2025		EAST	2028	2029
2020	2021	2022	2023	2024	2025		EAST	2028	2029

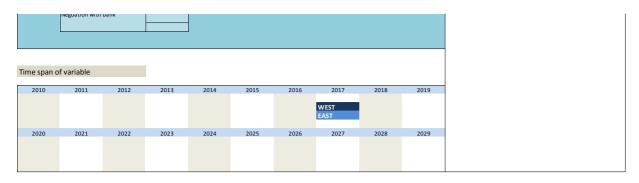
No.	Name		Label				Survey perio	d		Survey frequency
							, ,			, · ,
3.80)	han_negint			confronted with	negative interes	st rates	East and We	st since 06/	2017	once
Wording o	f question									
Jun 1	.7									Further information
	Have you faced	negative interest	t rates on capita	l contribution by	at least one of	your banks?				online only
			Yes [1]	No [2]						
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

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

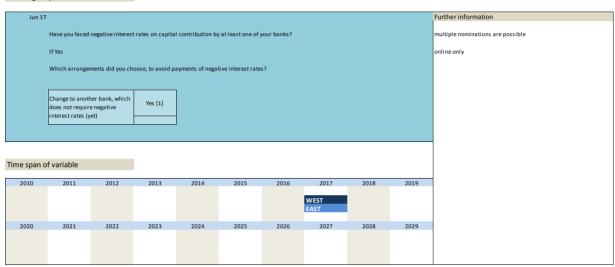


No.).	Name	Label		Survey period	Survey frequency
3.82	2)	han_negint_agree		negative interest actions: bank agreements	East and West since 06/2017	once
Wo	ording of q	uestion				

Jun 17 Have you faced negative interest rates on capital contribution by at least one of your banks? If Yes Which arrangements did you choose, to avoid payments of negative interest rates? Yes [1]

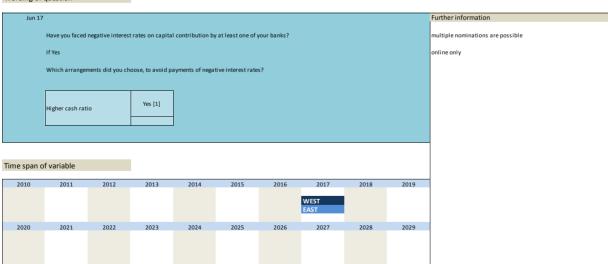


No.	Name	Label		Survey period	Survey frequency
3.83)	han negint change		negative interest actions: change of bank	East and West since 06/2017	once



No.	Name	Label		Survey period	Survey frequency
3.84)	han_negint_inc		negative interest actions: increase of cash	East and West since 06/2017	once

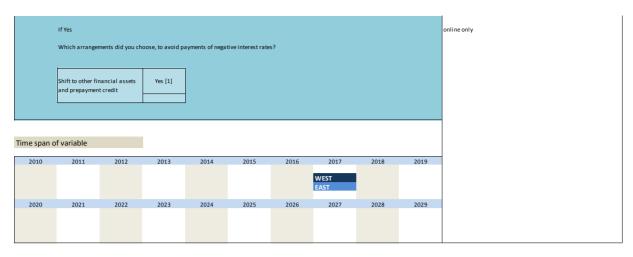
Wording of question



No.	Name	Label		Survey period	Survey frequency
3.85)	han negint redas		negative interest actions: redeployment in	East and West since 06/2017	once
,	0		other financial assets and settlement of credits		

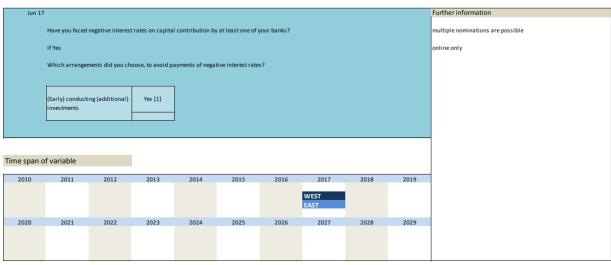
Wording of question

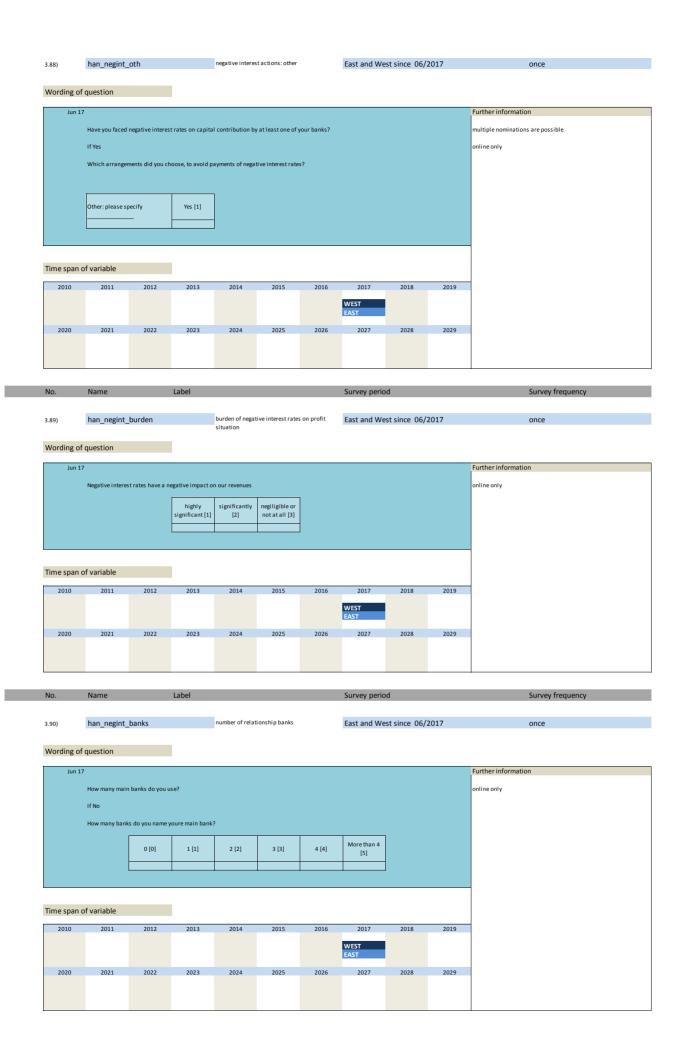
Jun 17	Further information
Have you faced negative interest rates on capital contribution by at least one of your banks?	multiple nominations are possible



No.	Name		Label				Survey perio	od		Survey frequency
3.86)	han_negint_r	redasint		negative interes	st actions: redeplo	oyment of	East and We	est since 06/	2017	once
Wording	of question									
Jui	n 17									Further information
	Have you faced r	negative interes	t rates on capita	Il contribution by	y at least one of y	rour banks?				multiple nominations are possible
	If Yes									online only
	Which arrangements other segments of	of funds to	Yes [1]	payments of nega	tive interest rates	s?				
	other segments o	or the company		_						
Time spa	an of variable									
Time spa	an of variable	2012	2013	2014	2015	2016	2017	2018	2019	
	an of variable			2014	2015	2016	2017 WEST EAST	2018	2019	

No.	Name	Label	Survey period	Survey frequency
3.87)	han_negint_inv	negative interest actions: investing o	East and West since 06/2017	once
		preponing (additional) investments		
Word	ling of question			





Survey period Survey frequency tax reform: percentage sales in US 3.91) han_ustax_sales East and West since 03/2018 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 WEST Label Survey period 3.92) han_ustax_competition tax reform: competition with US-companies East and West since 03/2018 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 WEST Survey period Survey frequency 3.93) han_ustax_shortterm tax reform: tax burden short term East and West since 03/2018 once Wording of question

Further Information

Mrz 18

	Tax reform in th	e USA							
	Due to the tax re	eform the tax bur	rden of your com	npany will on the					
	short	term	decrease [1]	stay the same [2]	increase [3]				
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
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

Survey frequency

Survey frequency

	han_ustax_l				ourden long term			est since 03/		once
rding o	f question									
Mrz 1	0									Further Information
14112.1	Tax reform in ti	ha USA								Turci momaton
	Due to the tax r	eform the tax bu	rden of your com	pany will on the						
			decrease [1]	stay the same	increase [3]					
	iong	term		[2]						
ne snan	of variable		1							
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1000	1991	1997	1992	1004	1005	1996	1997	1008	1000	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008 2018 WEST	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008 2018 WEST	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008 2018 WEST	2009	

3.95)	han_ustax_export	tax reform: read	tion export	East and West since 03/2018	once
Wording of	question				
Mrz 18					Further Information
	Tax reform in the USA				
	How will you (as a company) rea	act to the US-tax refom?			
	Exports to the USA	decrease [1] no change [2]	increase [3]		

Survey period

	1				T				
Time span o	fyariablo								
Time span o	i 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

No.	Name		Label				Survey peri	od		Survey frequency
3.96)	han_ustax_i	mport		tax reform: rea	ction import		East and W	est since 03/	2018	once
Wording o	f auestion									
Mrz 1										Further Information
	Tax reform in ti	he USA								
	How will you (a	s a company) re	act to the US-tax	refom?						
			decrease [1]	no change [2]	increase [3]					
	Imports fr	om the USA	decrease [1]	no change [2]	merease [5]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	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		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label		Survey period	Survey frequency
3.97)	han_ustax_invus	tax reform: re	action investment in US	East and West since 03/2018	once
Wording	of question				
Mrz	: 18				Further Information
	Tax reform in the USA				
	How will you (as a company) r	eact to the US-tax refom?			
		decrease [1] no change [2] increase [3]		
	Investment in the US		, , , , , , , , , , , , , , , , , , , ,		
Time spar	n of variable				

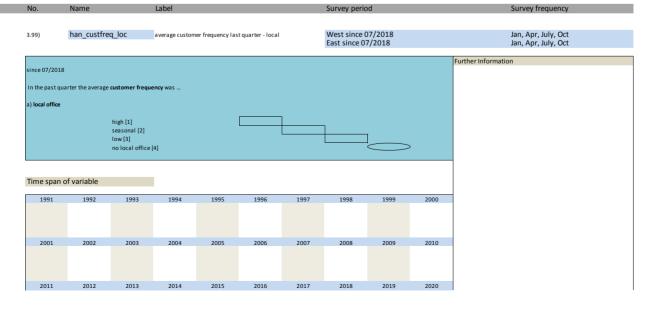
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	
								LAST	
2020	2024	2022	2022	2024	2025	2025	2027	2020	2020
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

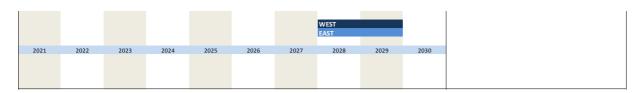
No. Name

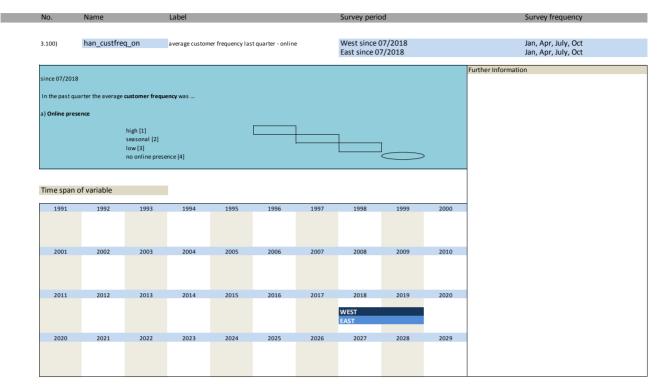
3.98)	han_ustax_i	nvger		tax reform: read	tion investment	in Germany	East and W	est since 03/	2018	once
Wording of	fquestion									
Mrz 1	8									Further Information
	Tax reform in th	ne USA								
	How will you (a	s a company) rea	act to the US-tax	refom?						
	Investment	in Germany	decrease [1]	no change [2]	increase [3]					
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	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
								WEST EAST		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

Survey period

Survey frequency







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

Further information XX= current year YY= previous year e.g. in 2018: 20XX=2018, 20YY=2017 By how many percent do you think the real GDP in Germany will change in 20XX compared to the previous year (20YY)? related to gdp3 gdp4 Time span of variable WEST

No.	Name	Label		Survey period	Survey frequency
3.102)	han_gdp2		impact economic development on buisness	West and East 08/2018	once
			situation		
Wording	of question				
Aus	g 18				Further information

	How important	is the general ec	onomic develop	ment in German	y for your buisne	ess situation?			
		very important [1]	important [2]	not as important [3]	less important [4]	un-important [5]			
Ti									
1980	n of variable	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	2006	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018 WEST EAST	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

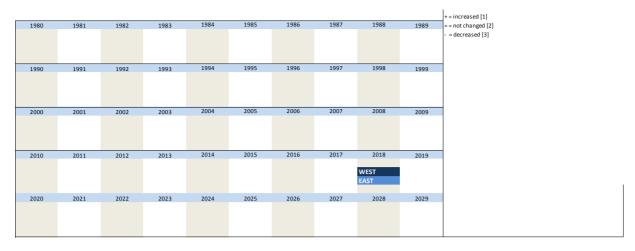
3.103)	han_found			founding year			West and E	ast 09/2018		once
Wording o	f question									
	10									Further information
Sep 1	18									Further information
	In which year wa	as your compan	y / business fou i	nded?						
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
4000	1991	4000	1993	4004	1995	4005	1997	4000	1999	
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		
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Survey frequency
3.104)	han_forsales			sales: % in forei	gn country		West and Ea	ast 09/2018		once
Wording o	f question									
										- · · · · · · · · · · · · · · · · · · ·
Sep :	.8									Further information
	How many perce	ent of your sales	does your com	oany / business m	nake abroad?					
-	6									
Time span	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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

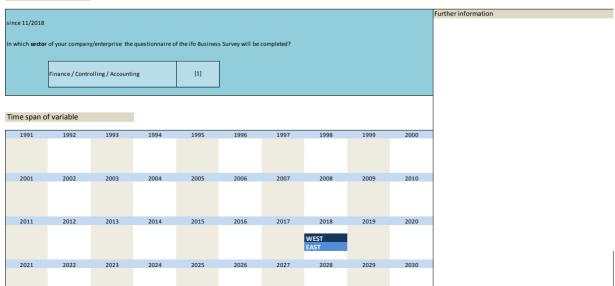
No.	Name		Label				Survey per	iod			Survey frequency
3.105)	han_invit_dj			investment in S	oftware/databas	se this year	West and e	east since 11/2	2018		May, Nov.
Wording of	question										
Nov 18	8									Further informati	on
	Special question	investments								20XX = last year	
	(only in May and No	ovember)			Total inv	estments	1			20WW = this year	
					-Software/	Datenbases				3.35)	han_invest_lj
					+	[1]				3.36) 3.37)	han_invest_ij han_invcon_lj han_inveq_lj
	In the current		ments (20WW*: X**)	* compared to	=	[2]				3.38) 3.39)	han_invest_dj han_invcon_dj
					-	[3]				3.40)	han_inveq_dj han_invest_nj
										3.42) 3.43)	han_invcon_nj han_inveq_nj
Time span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	Label in data set: += increased [1] == not changed [2] -= decreased [3]	
										accreased (5)	
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			
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029		

3.106)	han_invit_nj	stment in Software/database next year	West and east since 11/2018		Nov.
Wording o	of question				
Nov :	18			Further informa	tion
	Special question investments			20YY = next	
	(only in May and November)	Total investments		20WW = this year	
		-Software/ Datenbases		3.35)	han_invest_lj
		+ [1]		3.36) 3.37)	han_invcon_lj
	Next year our investments will likely be (20YY** con	npared to = [2]	_	3.38)	han_inveq_lj han_invest_dj
	20WW**)	- [3]	_	3.39) 3.40)	han_invcon_dj han_inveq_dj
		[-1]		3.41) 3.42)	han_invest_nj han invcon nj
				3.43)	han_inveq_nj
				3.147)	han_invit_lj
me span	of variable			Label in data set:	



han_sec_mar			onnaire complete	d in: managemei	nt	West and ea	ast since 11/2		once
	/enterprise the	e questionnaire c	of the ife Business						
	/enterprise the	e questionnaire c	of the ife Business						
	/enterprise the	e questionnaire c	of the ife Bus!						Further information
			or the HO Busines	s Survey will be	completed?				
management			[1]						
of variable									
1992	1993	1994	1995	1996	1997	1998	1999	2000	
2002	2003	2004	2005	2006	2007	2008	2009	2010	
2012	2013	2014	2015	2016	2017	2018	2019	2020	
						WEST EAST			
2022	2023	2024	2025	2026	2027	2028	2029	2030	
	of variable 1992 2002	of variable 1992 1993 2002 2003 2012 2013	of variable 1992 1993 1994 2002 2003 2004 2012 2013 2014	of variable 1992 1993 1994 1995 2002 2003 2004 2005 2012 2013 2014 2015	of variable 1992 1993 1994 1995 1996 2002 2003 2004 2005 2006 2012 2013 2014 2015 2016	of variable 1992 1993 1994 1995 1996 1997 2002 2003 2004 2005 2006 2007 2012 2013 2014 2015 2016 2017	of variable 1992 1993 1994 1995 1996 1997 1998 2002 2003 2004 2005 2006 2007 2008 2012 2013 2014 2015 2016 2017 2018 WEST EAST	of variable 1992 1993 1994 1995 1996 1997 1998 1999 2002 2003 2004 2005 2006 2007 2008 2009 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST	of variable 1992 1993 1994 1995 1996 1997 1998 1999 2000 2002 2003 2004 2005 2006 2007 2008 2009 2010 2012 2013 2014 2015 2016 2017 2018 2019 2020 WEST EAST

No.	Name	Label	Survey period	Survey frequency
3.108)	han_sec_controlling	sector - questionnaire completed in: controlling	West and east since 11/2018	once



No.	Name		Label				Survey perio	d		Survey frequency
3.109)	han_sec_ma	arketing	sector - questic	nnaire complete	d in: marketing		West and ea	st since 11/2	2018	once
Wording o	f question									
										Further information
since 11/201										
In which sect	or of your compan	y/enterprise tl	ne questionnaire o	of the ifo Busines	s Survey will be	completed?				
	Sale / Marketin	g		[1]						
Time span	of 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	WEST	2019	2020	
							EAST			
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	
No.	Name		Label	_			Survey perio	d		Survey frequency

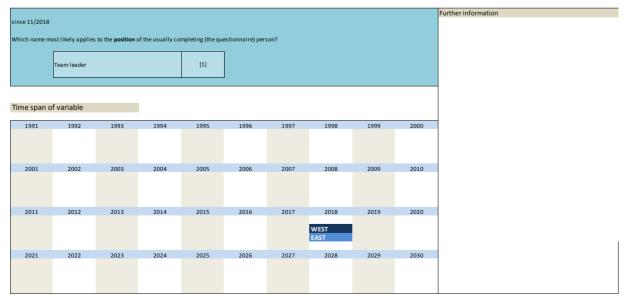
3.110)	han_sec_oth	ner	sector - questio	nnaire complete	d in: other		West and eas	t since 11/2	2018	once
Wording of	fauestion									
										Further information
ince 11/2018	3									These comments are not part of the KT-Dataset. For access they
which secto	or of your compan	y/enterprise the	questionnaire o	f the ifo Busines:	s Survey will be	completed?				have to be requested at EBDC, seperately.
]					
	Other, descripti	on:		[1]						
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	
2011	2012	2013	2014	2013	2010	2017	WEST	2013	2020	
							EAST			
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	

3.111)	han_pos_director	position - questionnaire completed by: director	West and east since 11/2018	once
Wording o	of question			
since 11/201	8			Further information
		of the usually completing (the questionnaire) person	?	
	Owner / Director / Authorised member	officer / Board [1]		
Time span	of variable			

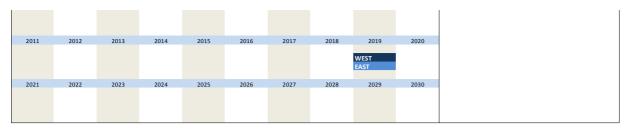
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
1991	1992	1993	1994	1995	1990	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018 WEST EAST	2019	2020
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

	Name		Label				Survey perio	od		Survey frequency
3.112)	han_pos_ma	anager	position - quest	tionnaire comple	ted by: manager		West and ea	st since 11/2	018	once
Wording o	f question	l								
. 44/204										Further information
since 11/201	5									
Which name	most likely applies	to the position of	of the usually co	mpleting (the que	estionnaire) pers	son?				
	manager / head	d of department		[1]						
]
Time snan	of variable									
	of variable									
Time span	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
1991	1992									
1991	1992									
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008 2018 WEST	2009	2010	

Wording of question

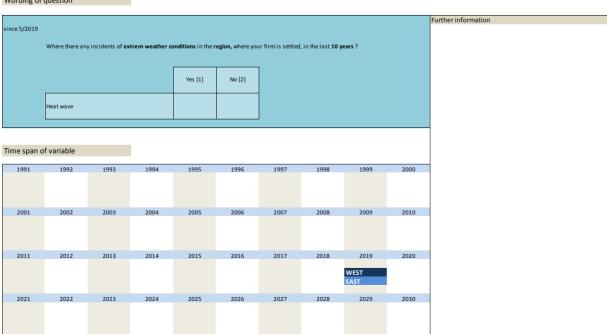


han_pos_clerk position - questionnaire completed by: clerk West and east since 11/2018 once 3.114) Wording of question Further information since 11/2018 Which name most likely applies to the **position** of the usually completing (the questionnaire) person? [1] Time span of variable WEST West and east since 11/2018 3.115) han_pos_other once 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 frequency No. Survey period real gdp: % change comp. last year (2019 vs 2018) han_gdp3 West and East 03/2019 03/2019 and 08/20219 3.116) 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



	Name		Label				Survey peri	od		Survey frequency
3.117)	han_gdp4			real gdp: % chan 2019)	ige comp. last ye	ar (2020 vs	West and E	East 03/2019		03/2019 and 08/20219
Wording o	of question									
since 3/2019)									Further information
	previous year?			in Germany will c	hange in the yea	ar listed below	compared to the	respective		related to gdp1 gdp3
Time span	of variable		ı							
1001	1002	1002	1004	1005	1006	1007	1009	1000	2000	
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	
2001	1992	1993 2003	1994	1995	1996 2006	1997	1998	1999	2000	
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	

No.	Name Label			Survey period	Survey frequency	
3.118)	han_heat_occ	v	veather - occurance: heat wave	West and East 05/2019	once	



No.	Name Label			Survey period	Survey frequency
3.119)	han_cold_occ		weather - occurance: cold wave	West and East 05/2019	once

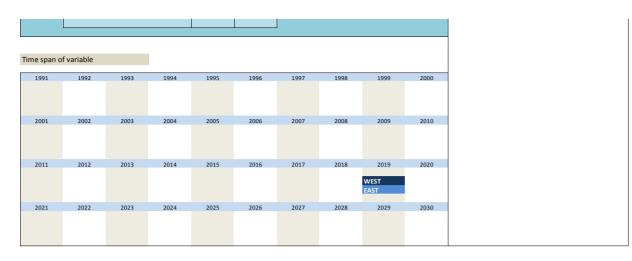
										Further information
since 5/2019										
	Where there an	y incidents of ex	trem weather o	onditions in the i	egion, where yo	our firm is settled, in the last 10 years?				
						ī				
				Yes [1]	No [2]					
				,						
	Cold wave									
Time span	of variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
								WEST		
								EAST		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	
			,_,					,		

No.	Name	Label		Survey period	Survey frequency
3.120)	han_drought_occ	weather - occura	ince: Drought	West and East 05/2019	once
Wording	g of question				
					Further information
since 5/20	19				Tuttler information
	with a self-control of the self-control	of extrem weather conditions in the re			
	What calcreamy mercents o			s secues, in the last 10 years .	
	What calculate any medicine c			s scales, in the last 20 years .	
	macaacca, maaaac	Yes [1]	No [2]	s secure, in the last 20 Jeans .	
	medices, medical			s center, in the native pairs.	

				Yes [1]	No [2]				
	Drought								
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 WEST EAST	2020
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
3.121)	han_rain_occ	weather - occurance: heavy rain	West and East 05/2019	once

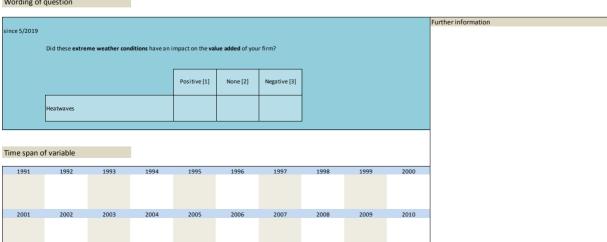


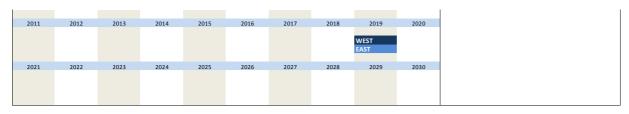


No.	Name	Label	Survey period	Survey frequency
3.122)	han_storm_occ	weather - occurance: storms	West and East 05/2019	once
Wording of	f question			
				Further information
since 5/2019				Further information
	Where there any incidents of e	xtrem weather conditions in the region, where your fir	m is settled, in the last 10 years?	

				Yes [1]	No [2]				
	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
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

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





No.	Name	Label	Survey period	Survey frequency
3.124)	han_cold_imp	weather - impact: coldwaves	West and East 05/2019	once
Wording	of question			
				Further information
since 5/2019	9			
	Did these autrems weather s	onditions have an impact on the value added of your fir	m3	
	Did tilese extreme weather o	onuncions have an impact on the value added or your in	:	

311100 3/2013									
	Did these extre	me weather cond	ditions have an	impact on the val	ue added of you	r firm?			
				Positive [1]	None [2]	Negative [3]			
	Coldwaves								
	,								
Time span of variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
1551	1331	1333	1334	1333	1550	1557	1330	1333	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label		Survey period	Survey frequency
3.125)	han_drought_imp		weather - impact: drought	West and East 05/2019	once



No. Name Label Survey period Survey frequency

han_rain_imp weather - impact: heavy rain West and East 05/2019 3.126) once Wording of question Further information since 5/2019 Did these **extreme weather conditions** have an impact on the **value added** of your firm? Positive [1] None [2] Negative [3] Time span of variable WEST Survey period han_storm_imp weather - impact: storms West and East 05/2019 once 3.127) Wording of question Further information since 5/2019 Did these **extreme weather conditions** have an impact on the **value added** of your firm? Positive [1] None [2] Negative [3] Time span of variable 1991 1992 WEST No. Survey period Survey frequency weather - incidence and intensity: heatwaves West and East 05/2019 han_heat_inc 3.128) once Wording of question Further information since 5/2019

Increase [1] No change [2] Decrease [3]

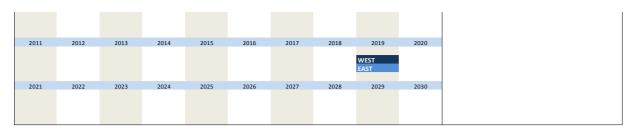
	Heatwaves								
Time span o	of variable								
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
								WEST EAST	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

Survey period Survey frequency

	han_cold_in							ast 05/2019		
rding of	question									
	4									
e 5/2019										Further information only online
										·
	Does your firm	expect any chang	e in the frequen	cy or intensity o	f certain extrem	e weather condi	tions?			
							1			
				Increase [1]	No change [2]	Decrease [3]				
	Coldwaves									
ne span o	of variable									
-	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
ne span o		1993	1994	1995	1996	1997	1998	1999	2000	
-		1993	1994	1995	1996	1997	1998	1999	2000	
-		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992							2009		
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	
2001	1992 2002 2012	2003	2004	2005	2006 2016	2007	2008	2009 2019 WEST EAST	2010 2020	

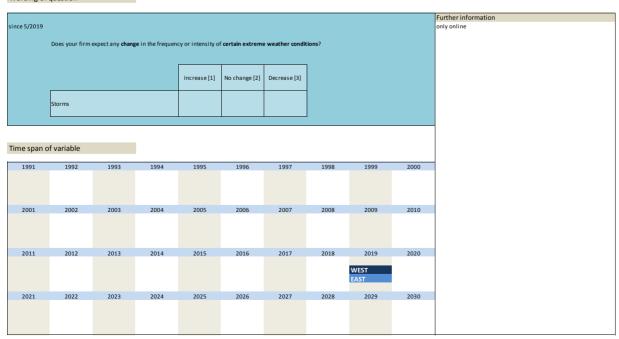
30)	han_drought	_inc		weather - incid	ence and intensi	ty: drought	West and Ea	st 05/2019		once
ording c	of question									
										Further information
ce 5/2019	1									only online
,2013										only online
	Does your firm e	expect any chang	e in the frequen	cy or intensity o	certain extrem	e weather condi	tions?			
				Increase [1]	No change [2]	Decrease [3]				
	Drought									
							=!			
ime span	of variable									
4004	4000	1003	4004	4005	4005	4007	4000	4000	2000	
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	
2001	2002	2002	2004	2005	2005	2007	2000	2000	2040	

No. Name Label Survey period Survey frequency



).	Name		Label				Survey perio	od		Survey frequency
	han rain inc			weather - incide	ance and intensit	v heavy rain	West and E	net 05 /2010		once
31)	nan_rain_inc			weather - microe	nice and intensit	y. Heavy Faili	west and E	ast 05/2019		once
ording of	question									
										Further information
ce 5/2019										only online
	Does your firm e	expect any chang	e in the frequen	cy or intensity of	certain extreme	weather condi	tions?			
							1			
				Increase [1]	No change [2]	Decrease [3]				
	Heavy rain									
ne span c	of variable									
ne span c	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
	1992	1993		1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992							2009		
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	
2001	1992 2002 2012	2003	2004	2005	2006 2016	2007	2008	2009 2019 WEST EAST	2010	

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



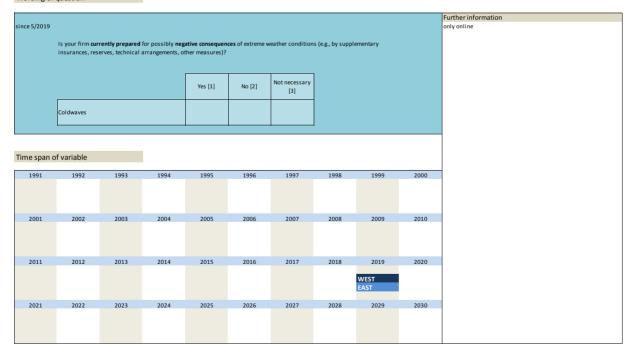
	Name		Label				Survey peri	ou		Survey frequency
.33)	han_heat_pr	ер		weather - prepa	red: heatwaves		West and E	ast 05/2019		once
Vording o	f question									
	. 4000000									
										Further information
nce 5/2019										only online
	Is your firm curr					veather condition	ıs (e.g., by suppl	lementary		
	insurances, rese	erves, technical	arrangements, o	ther measures)?						
					/->	Not necessary				
				Yes [1]	No [2]	[3]				
	Heatwaves									
						1	J			
ime span	of variable		ı							
		1993	1994	1995	1996	1997	1998	1999	2000	
ime span	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996 2006	1997	1998	1999	2000	
1991	1992									
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991 2001 2011	1992 2002 2012	2003	2004	2005	2006	2007	2008	2009 2019 WEST EAST	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	
1991 2001 2011	1992 2002 2012	2003	2004	2005	2006	2007	2008	2009 2019 WEST EAST	2010	
1991 2001 2011	1992 2002 2012	2003	2004	2005	2006	2007	2008	2009 2019 WEST EAST	2010	

Name Label

weather - prepared: coldwaves

han_cold_prep

No.



Survey period

West and East 05/2019

Survey frequency

Survey frequency

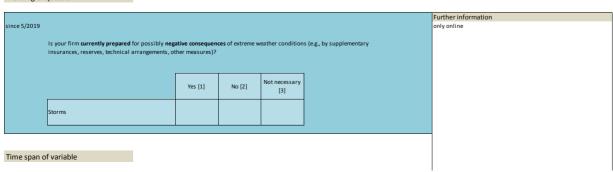
once

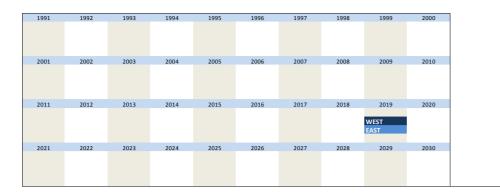
3.135)	han drought prep	weather - prepared: drought	West and East 05/2019	once
3.133)	man_arought_prep		West and East 03/2013	once
Wording o	f question			
				Further information
since 5/2019				only online
	Is your firm currently prepared for insurances, reserves, technical are	possibly negative consequences of extreme weather angements, other measures)?	r conditions (e.g., by supplementary	

				Yes [1]	No [2]	Not necessary [3]			
	Drought								
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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name		Label				Survey peri	od		Survey frequency
3.136)	han_rain_pro	ер		weather - prepa	red: Heavy rain		West and E	ast 05/2019		once
Wording o	f question									
since 5/2019										Further information only online
SIIICE 3/2013										only online
						veather conditions	s (e.g., by supp	lementary		
	insurances, rese	erves, technical	arrangements, o	ther measures)?						
				Yes [1]	No [2]	Not necessary				
				163 [1]	140 [2]	[3]				
	Heavy rain									
	Heavy rain									
	Heavy rain									
Time span										
	of variable									
Time 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			1995					2000	
	of variable	1993	1994		1996	1997	1998	1999		
1991	of variable									
1991	of variable									
1991	of variable									
1991	of variable 1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	of variable 1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	of variable 1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	

No.	Name	Label		Survey period	Survey frequency
3.137)	han_storm_prep		weather - prepared: storms	West and East 05/2019	once





No.	Name			Label			Survey Peri	od		Survey Frequency
3.138)	han_log_ser	vices_avail			ties hindered by	logistics	West and E	ast 06/2019		once
				services: availa	bility					
Wording of	f auestion									
	4									
since 6/2019										Further information
STILE 0/2019										
	How strongly w (1=not at all, 2=	as your business			ng characteristic	s of logistics se	rvices in the last	: 12 month?		
	(1-1101 at all, 2-	very mae, 5-ma	ie, 4-30 ong, 5-4	er y su origi						
				1 [1]	2 [2]	3 [3]	4 [4]	5 [5]		
				- (-1	- (-)	2 [3]	4 (4)	2 [3]		
	Availability									
	, wand binney									
Time span	of 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	2005	2006	2007	2008	2009	2010	
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
								WEST		
								EAST		
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	

No.	Name	Label	Survey Period	Survey Frequency
3.139)	han_log_services_prices	business activities hindered by logistics	West and East 06/2019	once
		services: prices		

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) not at all [1] very little [2] little [3] strong [4] very strong [5] Prices Time span of variable

No.	Name	Label	Survey Period	Survey Frequency	
3.140)	han_log_services_punct	business activities hindered by logistics	West and East 06/2019	once	
3.140)	nan_log_services_punct		West and East 00/2019	Office	
		services: punctuality			

e 6/2019										Further information	
		as your business very little, 3=littl			ng characteristic	s of logistics ser	rvices in the last	12 month?			
				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]			
	Punctuality										
ne span c	of variable										
ne span o	of variable	1993	1994	1995	1996	1997	1998	1999	2000		
		1993	1994	1995	1996	1997	1998	1999	2000		
		1993	1994	1995	1996	1997	1998	1999	2000		
1991	1992										
1991	1992										
2001	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010		

No.	Name	Label	Survey Period	Survey Frequency
3.141)	han_log_services_qual	business activities hindered by logistics	West and East 06/2019	once
		services: quality		

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) not at all [1] very little [2] little [3] strong [4] very strong [5] Time span of variable WEST EAST

No.	Name	Label	Survey Period	Survey Frequency	
3.142)	han_deliv_services_avail	business activities hindered by logistics	West and East 06/2019	once	
		services for deliveries: availability			
Wording o	of question				
				Further information	

since 6/2019												
	If you are also selling your products online: How strongly was your business activity 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)											
				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]				
	Availability											
_												
Time span o												
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	2020			
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030			

	Name		Label		Survey Period			Survey Frequency		
.143)	han_deliv_se	ervices_prices	;	business activities hindered by logistics services for deliveries: prices			West and East 06/2019			once
Wording o	f question									
ince 6/2019										Further information
7	If you are also se			strongly was you st 12 month? (1=n						
				not at all [1]	very little [2]	little [3]	strong [4]	very strong [5]		
	Prices									
Time span	of variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	
1991		1993	1994	1995	1996	1997	1998	1999	2000	
1991		1993	1994	1995	1996	1997	1998	1999	2000	
	1992									
	1992									
2001	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
2001	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	
2001	1992 2002 2012	2003	2004	2005	2006	2007	2008	2009 2019 WEST EAST	2010	

3.144)	han_deliv_services_punct		business activities hindered by logistics services for deliveries: punctuality		West and East 06/2019		once	
Wording	of question							
since 6/201	.9 If you are also selling your products online: logistics services for customer delivery in the	he last 12 month? (1=no					Further information	
	Punctuality							
	n of variable							

Survey Period

Survey Frequency

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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

han daliv convices gual his inest activities hindered by logistics West and East 06/2019 once	N	lo.	Name	Label	Survey Period	Survey Frequency
services for delivers: quality	3.1	.145)	han_deliv_services_qual		West and East 06/2019	once

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) not at all [1] very little [2] little [3] strong [4] very strong [5] Time span of variable WEST EAST

No.	Name	Label	Survey Period	Survey Frequency
3.146)	han_deliv_services_stat	business activities hindered by logistics	West and East 06/2019	once



2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
2021	LULL	2023	2024	2023	2020	2027	2020	2023	2030

No.	Name		Label				Survey perio	d			Survey frequency
3.147)	han_invit_lj			investment in So	oftware/databas	e last year	West and ea	st since 05/	2019		May
Wording of	f question										
May 2019										Further informati	on
	Special question									20YY = previous yea 20WW = prepreviou	
						Datenbases					in 2019: 20YY=2018 and 20WW=2017
					+	[1]	_			3.35) 3.36) 3.37)	han_invest_lj han_invcon_lj han_inveq_lj
	Last year our in	ivestments were	(20YY** compar	ed to 20WW**)	=	[2]				3.38)	han_invest_dj han_invcon_dj
					-	[3]				3.40) 3.41) 3.42)	han_inveq_dj han_invest_nj han invcon nj
										3.43) 3.105)	han_inveq_nj han_invit_dj
Time span	of variable									3.106) Label in data set:	han_invit_nj
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	+ = increased [1] = = not changed [2] - = decreased [3]	
										decreased [5]	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	decreased [3]	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	- uecreased [5]	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	ueu easeu [5]	
										ueu easeu (s)	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	- ueu easeu (3)	

No.	Name	Label	Survey period	Survey frequency
3.148)	han_csal_lq	percentage change of sales in field xy - last quarter	West and East since 01/2019	quarterly survey

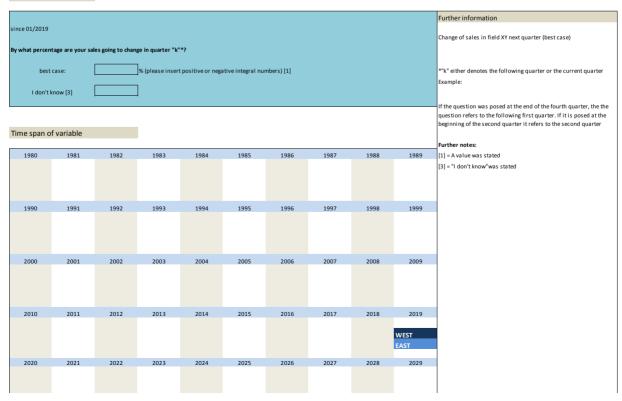
since 01/2019										Further information Percentage change of sales in field XY - last quarter
By what percen	tage did your sa	les change in qua	Percentage change of Sales III field X1 - Tast quarter							
	ge by: know [3]		% (please insert	positive or nega	tive integral nui	mbers) [1]				*";" either denotes the previous quarter or the current quarter Example:
Time span o	f 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 the end of the second quarter, it refers to the second quarter
										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	WEST EAST	

2020	2021	2022	2023	2024	2025	2026	2027	2028	2029

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

. 04/2040										Further information
since 01/2019										Values: percentage change of sales in field XY - last quarter
By what perce	ntage did your sa	les change in qua	rtal "i"*							
			1							
chai	nge by:		% (please insert	t positive or nega	itive integral nui	mbers)				*"i" either denotes the previous quarter or the current quarter Example:
										example.
-	6									If the question was posed at the beginning of the fourth quarter the
Time span	of variable									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
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	are end of the second quarter, 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	2019	
									WEST	
									EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label	Survey period	Survey frequency
3.150)	han_csal_nqbc	best case//percentage change of sales in field xy - next quarter	West and East since 01/2019	quarterly survey



By what percentage are your sales going to change in quarter "K"*? best case: % (please insert positive or negative integral numbers) *"k" either denotes the following quarter or the current quexample: Time span of variable ff the question was posed at the end of the fourth quarter, question refers to the following first quarter. If it is posed								Common point			22112) 112422111)
Wording of question Further information	3.151)	han_csal_nq	lpc_v		e//percentage c	hange of sales in	n field xy - next	West and Ea	st since 01/2	019	quarterly survey
best case: % (please insert positive or negative integral numbers) Time span of variable	Wording of	question		quarter							
Denotion of values: Change of sales in field XY next quarte case) **K either denotes the following quarter or the current question refers to the following first quarter. If it is posed beginning of the second quarter it refers to the second quarter it refers to the second quarter it refers to the second quarter. If 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 Denotion of values: Change of sales in field XY next quarter case) **K* either denotes the following quarter or the current 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 quar											Further information
best case: **(c) please insert positive or negative integral numbers) **(c) please integral numbers) **(c) please insert positive or negative integral numbers) **(c) please integ			los going to show	ngo in guarter "k"	*2						Denotion of values: Change of sales in field XY next quarter (becase)
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 quarter it			es going to chai	-		ative integral nui	mbers)				*"k" either denotes the following quarter or the current quarter
Time span 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 1996 1997 1998 1999	Time span o	of variable									If the question was posed at the end of the fourth quarter, the t 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	
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009	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	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

Survey frequency

No.	Name	Label	Survey period	Survey frequency
3.152)	han_csal_nqac	average case//percentage change of sales in field xy - next	West and East since 01/2019	quarterly survey
		quarter		

WEST EAST

Wording of question

										Further information
since 01/2019										Change of sales in field XY next quarter (average case)
By what perce	ntage are your sa	ales going to chan								
avera	age case:		% (please inser	t positive or nega	tive integral nur	nbers) [1]				*"k" either denotes the following quarter or the current quarter Example:
I don'	t know [3]]							Example.
Time span	af									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
rime span	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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No. Name Label Survey period Survey frequency

3.153)	han_csal_no	qac_v	values: average	case//percentag	e change of sale	es in field xy -	West and Ea	st since 01/	2019	quarterly survey
Wording of	question		·							
										Further information
since 01/2019										Denotion of values: Change of sales in field XY next quarter
By what perce	ntage are your sa	les going to char	nge in quarter "k"	*?						(average case)
avera	ige case:		% (please insert	t positive or nega	tive integral nu	mbers)				*"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
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	beginning of the second quarter it refers to the second quarter
							200.			
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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No. Name Label Survey period Survey frequency

3.154)	han_csal_no	qwc	worst case//per quarter	centage change	of sales in field >	y - next	West and Ea	st since 01/	2019	quarterly survey
Wording of	question									
ince 01/2019										Further information
y what percen	tage are your sa	les going to chan	ge in quarter "k"	*?						Change of sales in field XY next quarter (worst case)
wors	t case:		% (please insert	positive or nega	tive integral nur	nbers) [1]				*"k" either denotes the following quarter or the current quarter
I don't l	know [3]]							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
Time span o	f variable									beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes: [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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label	Survey period	Survey frequency
3.155)	han_csal_nqwc_v	values: worst case//percentage change of sales in field xy - next	West and East since 01/2019	quarterly survey
		quarter		

										Further information
since 01/2019										
										Denotion of values: Change of sales in field XY next quarter (worst case)
By what percen	itage are your sa	ales going to chan	ge in quarter "k'	'*?						casej
wors	t case:		% (please inser	t nocitive or near	ative integral nu	mhars)				*"k" either denotes the following quarter or the current quarter
WOIS	ccase.		J/o (prease miser	t positive of flego		Example:				
_			If the question was posed at the end of the fourth quarter, the the							
Time span o	if 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
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1551	1332	1555	1554	1333	1330	1557	1336	1555	
2000	2004	2002	2002	2004	2005	2005	2007	2000	2000	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	
2020	2024	2022	2022	2024	2025	2025	2027	2020	2020	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
										1

Survey frequency

3.156)	han_psalinc		probability of s	ales increase - n	ext quarter		West and Ea	st since 01/	2019	quarterly survey
Wording o	f question									
										Further information
since 01/2019	9									Probability of sales increase next quarter
How do you e	valuate the proba	bility that the sal	noods my or street mercase mercagainer							
		probability is	*"k" either denotes the following quarter or the current quarter							
	probab	ility is between		% and		% (please enter	integral numbers	r) [2]		Example:
] <i>70</i> and]		70 (prease enter	mtegrar number.	,, [2]		If the question was posed at the end of the fourth quarter, the the
	l c	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
										Further notes:
Time span	of variable									[1] = A single value was stated
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[2] = range of values 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
2020	2021	2022	2023	2024	2025	2020	2027	2028	2029	

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

since 01/2019 How do you ev		bility that the sal	les in your field i	ncrease in quart	er "k"*					Denoted lower bound: probability of sales increase next quarter
	probab	ility is between		% and		% (please enter	integral number	s)		*"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 lower one of the two denoted values
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1551	1552	1333	1334	1555	1330	1337	1556	1555	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	
										1

NO.	wame		Labei				Survey perio	u		Survey frequency
3.158)	han_psalinc	_max	upper bound: p	robability of sal	es increase - next	t quarter	West and Ea	st since 01/2	2019	quarterly survey
Wording of	auestion									
wording or	question									
since 01/2019										Further information
Since 01/2013			Denoted upper bound: probability of sales increase next quarter							
How do you eva	aluate the proba	bility that the sal								
	probab	ility is between		% and		% (please enter	integral number	5)		*"k" either denotes the following quarter or the current quarter
										Example:
_			ı							If the question was posed at the end of the fourth quarter, the the
Time span o	t 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: The variable indicates the higher one of the two denoted values
										The variable fluctures 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	
2000	2001	2002	2003	2004	2003	2000	2007	2000	2003	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label	Survey period	Survey frequency
3.159)	han_psalinc_sv	single value: probability of sales increase - next quarter	West and East since 01/2019	quarterly survey
Wording o	of question			
				Further information
since 01/201	9			Single value: probability of sales increase next quarter
How do you e	evaluate the probability that	the sales in your field increase in quarter "k"*		

										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: 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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

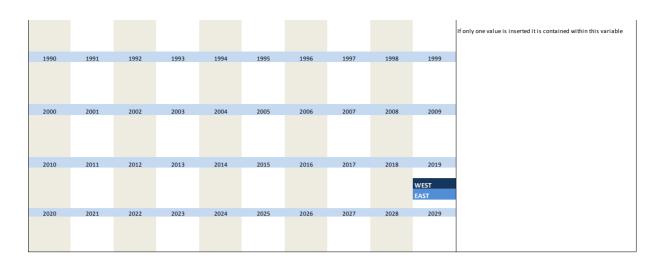
No.	Name		Label				Survey perio	od		Survey frequency
3.160)	han_psalste	ead	probability of st	eady sales - nex	t quarter		West and Ea	st since 01/	2019	quarterly survey
Wording of	auestion									
wording or	question									
since 01/2019										Further information
										Probability of steady sales next quarter
How do you ev	aluate the proba	bility of steady sa	iles in your field i	n quarter "k"*?						
		probability is		*"k" either denotes the following quarter or the current quarter Example:						
	probab	ility is between		% and		% (please enter	integral number	s) [2]		example.
	10	don'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
										Further notes:
Time span o	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	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

Name	Label	Survey period	Survey frequency
han_psalstead_min	lower bound: probability of steady sales - next quarter	West and East since 01/2019	quarterly survey
question			
			Further information
			Denoted lower bound: Probability of steady sales next quarter
			benoted tower bound. Probability of Steady sales flext quarter
valuate the probability of steady	sales in your field in quarter "k"*?		
probability is between	% and % (please enter	integral numbers)	*"k" either denotes the following quarter or the current quarter
probability is between	70 and 70 (prease enter		Example:
			Example.
	han_psalstead_min question raluate the probability of steady	han_psalstead_min lower bound: probability of steady sales - next quarter question aluate the probability of steady sales in your field in quarter "k"*?	han_psalstead_min lower bound: probability of steady sales - next quarter West and East since 01/2019 question aluate the probability of steady sales in your field in quarter "k"*?

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	
									WEST EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	od		Survey frequency
2.162)	han psalste	and may	unner hound: pr	ohahility of cto	ady sales - next o	auarter.	West and Ea	est since 01 /	2010	quarterly survey
3.162)	nan_psaiste	ead_max	upper bound: pr	obability of ste	ady sales - flext t	quarter	west and Ea	ist since 01/.	2019	quarterly survey
Wording	of question									
										Further information
since 01/20	19									Denoted upper bound: Probability of steady sales next quarter
How do you	evaluate the proba	ability of steady sa	Scholad apper Sound. 1105051111, 01 steady suites here quarter							
		, ,								
	probab	oility is between		% and		% (please enter	integral number	s)		*"k" either denotes the following quarter or the current quarter
										Example:
Time spa	n 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
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	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label			Survey perio	oa		Survey frequency
3.163)	han_psalstead_sv	single value: probabilit	y of steady sales - next qua	rter	West and Ea	st since 01/20	19	quarterly survey
Wording of	question							
								T.
								Further information
since 01/2019								
								Single value: Probability of steady sales next quarter
How do you ev	aluate the probability of stea	dy sales in your field in quarte	er "k"*?					
	probabili	ty is% (plea	se enter integral numbers)					*"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
Time span c	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 19	84 1985	1986	1987	1988	1989	beginning of the second quarter it refers to the second quarter
1300	1502	1303	1303	1300	1367	1330	1303	Further notes:
								artici notes



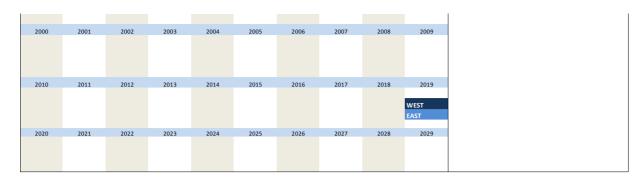
No.	Name		Label				Survey perio	od		Survey frequency
.164)	han_psalded	:	probability of s	ales decrease - I	next quarter		West and Ea	ast since 01/	2019	quarterly survey
ording of	question									
nce 01/2019										Further information
	valuate the probal	hilitu that your c	alos doszoaco in e	wartor "k"*						Probability of sales decrease next quarter
ow do you et	valuate the proba	probability is			integral number	·~\ [1]				*"k" either denotes the following quarter or the current quart
					integral number	1		1.60		Example:
		ility is between		% and]% (please enter	integral number	's) [2]		If the question was posed at the end of the fourth quarter, the
	I d	lon't know [3]								question refers to the following first quarter. If it is posed at beginning of the second quarter it refers to the second quarter
										Further notes:
me 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	
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	2017	2018		
									WEST EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name	Label			Survey perio	od		Survey frequency
3.165)	han_psaldec_min	lower bound: pi	robability of sales decrease	- next quarter	West and Ea	ast since 01/201	9	quarterly survey
Wording o	f question							
								Further information
since 01/2019	9							Denoted lower bound: Probability of sales decrease next quarter
How do you e	valuate the probability that	your sales decrease in	quarter "k"*					
	probability is bet	tween	% and	% (please ent	er integral number	rs)		*"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
	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 198	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
									WEST
									EAST
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
2020	2021	2022	2023	2024	2023	2020	2027	2020	2029

No.	Name		Label				Survey perio	od		Survey frequency
	han psalded		upper bounds r	arobability of cal	es decrease - nex	et augestar	West and Ea	01	/2010	and the second
3.166)	nan_psaided	c_max	apper bound.	nobability of sai	es decrease - ne	it quarter	west and Ea	ast since 01	/2019	quarterly survey
Wording o	f question									
										Further information
since 01/2019	9									Denoted upper bound: Probability of sales decrease next q
How do you e	valuate the proba	bility that your	sales decrease in	quarter "k"*						
	nrohah	ility is between		% and		% (nlease enter	r integral number	·c)		*"k" either denotes the following quarter or the current qua
	рговав	my is between				70 (prease circa	The Grant Hamber	<i>3</i> ,		Example:
Time span	of variable									If the question was posed at the end of the fourth quarter, to question refers to the following first quarter. If it is posed to the following first quarter.
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	beginning of the second quarter it refers to the second qua
1360	1301	1302	1303	1304	1383	1580	1567	1500	1585	Further notes:
										The variable indicates the higher one of the two denoted va
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2040	2011	2042	2042	2044	2045	2045	2047	2040	2040	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
									WEST	
									EAST	
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	

No.	Name		Label				Survey perio	d		Survey frequency
3.167)	han_psalde	c_sv	single value: pr	obability of sale	s decrease - next	quarter	West and Ea	st since 01/2	1019	quarterly survey
Wording o	f question									
since 01/2019										Further information Single value: Probability of sales decrease next quarter
How do you e	evaluate the proba	bility that your s		quarter "k"* % (please enter	integral number	s)				*"k" either denotes the following quarter or the current quarter Example:
Time span	of variable		ı							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: If only one value is inserted it is contained within this variable
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	

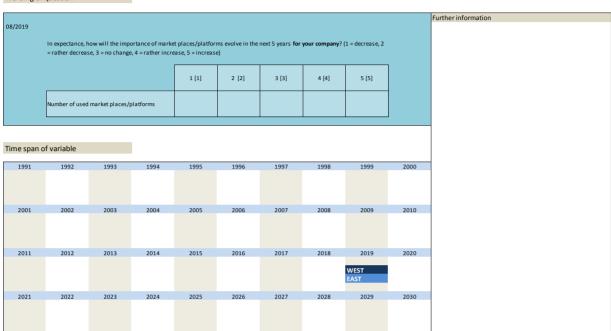


No.	Name			Label			Survey perio	od		Survey	requency
3.168)	han_share_c	online		share of retail o	hannels of total	sales: online	West and Ea	est since 08/2	019	once	
Wording o	f question										
08/2019										Further information	
00/2013	How large is the	e share of the fol	lowing retail ch a	annels of your tot	al sales?						
			<20% [1]	20-40% [2]	41-60% [3]	61-80% [4]	>80% [5]	not in use [6]			
	Online	e shop									
Ti	-f i - b.l -										
Time span	of variable										
Time span 1991	of variable	1993	1994	1995	1996	1997	1998	1999	2000		
		1993	1994	1995	1996	1997	1998	1999	2000		
1991	1992										
1991	1992						2008	2009			
1991 2001	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010		
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010		

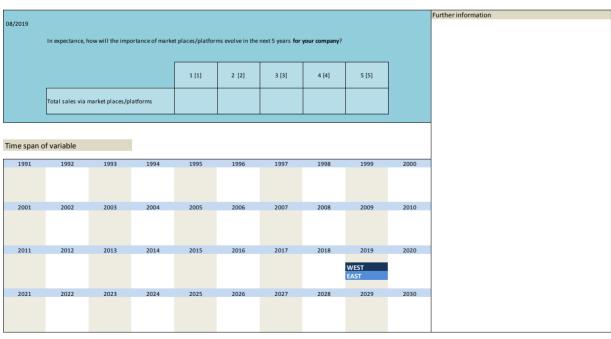
69)	han_share_r	nrktpl		share of retail c	hannels of total	sales: market	West and Ea	st since 08/20	19	once
ording o	of question									
2019										Further information
	How large is the	share of the fol	lowing retail ch a	annels of your tot	al sales?					
			<20% [1]	20-40% [2]	41-60% [3]	61-80% [4]	>80% [5]	not in use [6]		
	Market place	es/platform								
							•	-		
me span	of variable									
me span	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	

Survey frequency

No.	Name	Label	Survey period	Survey frequency
3.170)	han_mrktpl_num	developement of importance of market places:	West and East since 08/2019	once
		number		



No.	Name	Label	Survey period	Survey frequency
3.171)	han_mrktpl_sales	developement of importance of market places:	West and East since 08/2019	once
		sales		



No.	Name	Label	Survey period	Survey frequency
3.172)	han_uncert_tax	uncertainty in future demand due to: tax	West and East 12/2019	once
Wording o	f question			
				Further information

08/2019									
	Demand in your matter make it o			actors. Please evand:	aluate to which	extent uncertain	ties regarding th	e following	
				no relevance [1]				high relevance [5]	
	Тах								
Time span	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	
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

Survey frequency

Survey frequency

3)	han_uncert_	trade		uncertainty in fo	uture demand du	ie to: trade war	West and E	ast 12/2019		once
rding of	question									
. 0 -	4									I
2019										Further information
	Demand in your	products depen	ds on multiple f	actors. Please ev	aluate to which	extent uncertain	ties regarding t	ne following		
	matter make it o									
				no relevance				high relevance		
				[1]				[5]		
	Trade war									
ne span o	of variable									
ne span o	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
•		1993	1994	1995	1996	1997	1998	1999	2000	
•		1993	1994	1995	1996	1997	1998	1999	2000	
•		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
1991	1992									
1991	1992									
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992 2002	2003	2004	2005	2006	2007	2008	2009 2019 WEST	2010	
2001	1992 2002 2012	2003	2004	2005	2006 2016	2007	2008	2009 2019 WEST EAST	2010	

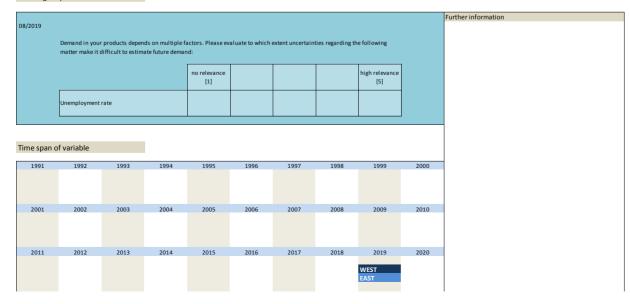
3.174)	han_uncert_exc	uncertainty in future demand due rate	to: exchange	West and East 12/20	19	once
Wording	of question					
08/2019						Further information
	Demand in your products depend matter make it difficult to estimat	s on multiple factors. Please evaluate to which ex te future demand:	tent uncertain	ties regarding the following		
		no relevance [1]		high relev [5]	ance	
	Exchange rate					
Time spa	n of variable					

Survey period

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	2020
2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name			Label			Survey perio	od		Survey frequency
3.175)	han_uncert_	_econ		uncertainty in fu		ue to: general	West and E	ast 12/2019		once
Wording o	f question									
08/2019				actors. Please eva	aluate to which	extent uncertair	nties regarding th	ne following		Further information
	matter make it c	difficult to estima	ate future demai	no relevance [1]				high relevance [5]		
	General econom	nic development								
	General econom									
Time span	of variable									
Time span		1993	1994	1995	1996	1997	1998	1999	2000	
	of variable			1995	1996	1997	1998	1999	2000	
	of variable			1995	1996	1997	1998	1999	2000	
1991	of variable	1993	1994							

No.	Name	Label	Survey period	Survey frequency
3.176)	han_uncert_unempl	uncertainty in future demand due to:	West and East 12/2019	once



2021	2022	2023	2024	2025	2026	2027	2028	2029	2030

No.	Name	Label	Survey period	Survey frequency
			W I.S	
3.177)	han uncert inflation	uncertainty in future demand due to: inflation	West and Fast 12/2019	once

019									
		products dependifficult to estimate		actors. Please eva	luate to which	extent uncertain	ies regarding th	e following	
				no relevance [1]				high relevance [5]	
	Inflation								
e span	of 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	2005	2006	2007	2008	2009	2010
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
							2018		

No.	Name	Label	Survey period	Survey frequency
2 170\	han uncert intrate	uncertainty in future demand due to: intrate	Wost and East 12/2010	once

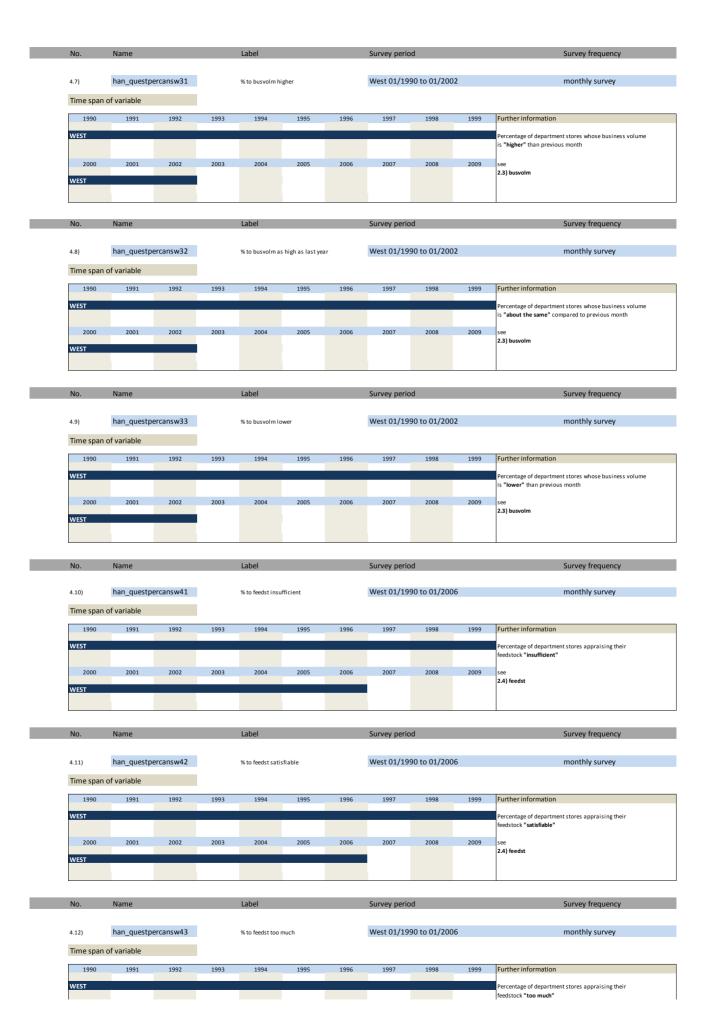
Wording of question

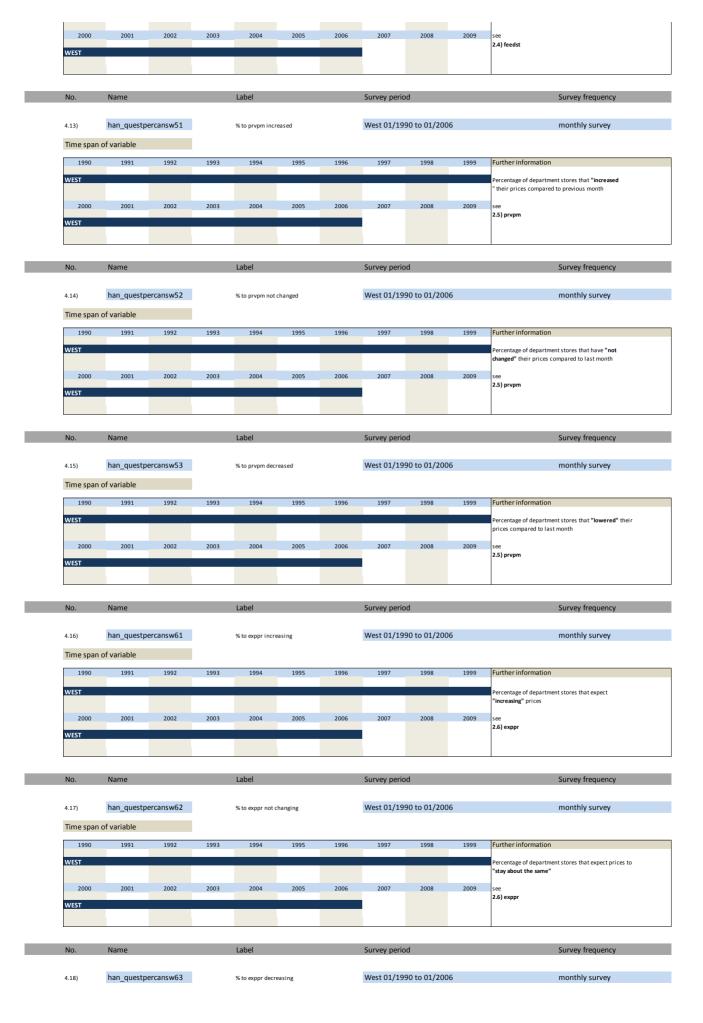
Further information 08/2019 Demand in your products depends on multiple factors. Please evaluate to which extent uncertainties regarding the following matter make it difficult to estimate future demand: no relevance [1] high relevance [5] nterest rate/EZB monetary policy Time span of variable WEST EAST

4. Standard questions for department stores in percentage

No.	Name	Label	Survey period	Survey frequency
4.1)	han_questpercansw11	% to statebus good	West 01/1990 to 01/2006	monthly survey

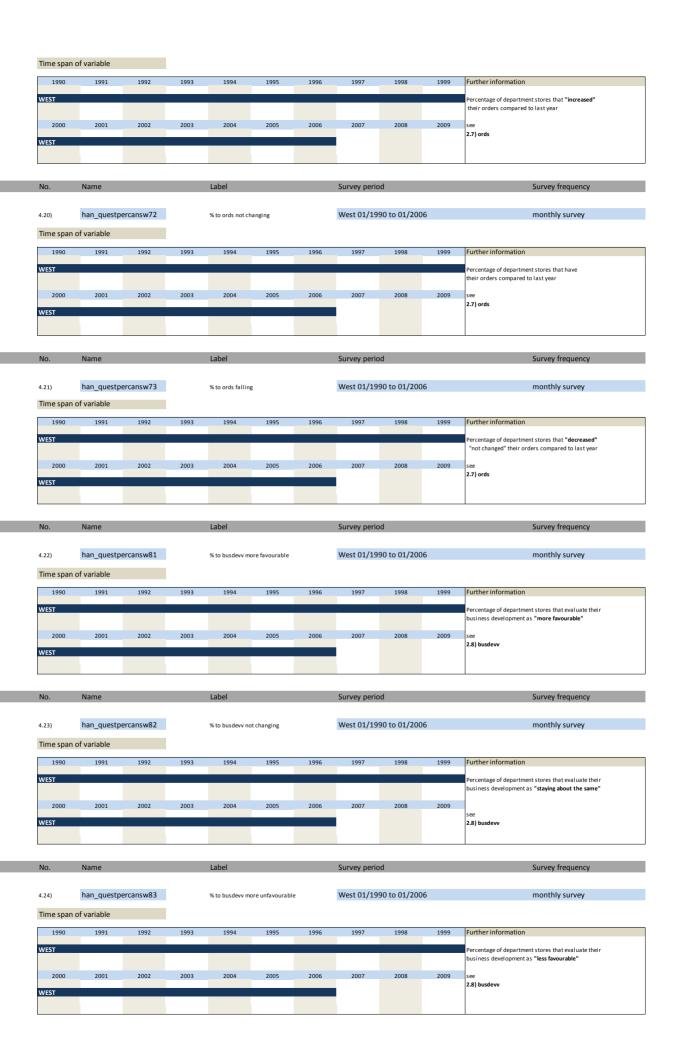
	Time span	of variable									
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST										Percentage of department stores that appraise the state of business "good"
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
	WEST										
	No.	Name			Label			Survey perio	ıd		Survey frequency
											,,
	4.2)	han_questp	ercansw12		% to statebus s	atisfiable		West 01/19	90 to 01/200	06	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 "satisfiable"
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
	WEST										2.1) statebus
	No.	Name			Label			Survey perio	ıd		Survey frequency
								carre, pene	_		
	4.3)	han_questp	ercansw13		% to statebus b	ad		West 01/19	90 to 01/200	06	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	2003	2004	2005	2006	2007	2008	2009	see
	WEST										2.1) statebus
	Ma	Nama			l a b a l			C			Company for a company
	No.	Name			Label			Survey perio	a		Survey frequency
	4.4)	han_questp	ercansw21		% to busvoly hi	gher		West 01/19	90 to 01/200	06	monthly survey
	Time span	of variable									
	Time span	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Further information
			1992	1993	1994	1995	1996	1997	1998	1999	Percentage of department stores whose business volume
	1990		1992	1993	1994	1995	1996	1997	1998	1999	
	1990 WEST	1991									Percentage of department stores whose business volume is "higher" than last year
	1990 WEST	1991									Percentage of department stores whose business volume is "higher" than last year see
	1990 WEST 2000 WEST	1991			2004			2007	2008		Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly
	1990 WEST	1991							2008		Percentage of department stores whose business volume is "higher" than last year see
	1990 WEST 2000 WEST	1991	2002		2004 Label		2006	2007	2008 d	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly
	1990 WEST 2000 WEST No.	1991 2001 Name han_questp	2002		2004 Label	2005	2006	2007 Survey perio	2008 d	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency
	1990 WEST 2000 WEST No. 4.5)	1991 2001 Name han_questp	2002		2004 Label	2005	2006	2007 Survey perio	2008 d	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency
	1990 WEST 2000 WEST No. 4.5)	2001 Name han_questp	2002 Dercansw22	2003	2004 Label % to busvoly as	2005 high as last yea	2006	2007 Survey perio West 01/19	2008 d	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Eurther information Percentage of department stores whose business volume
	No. 4.5) Time span of 1990 WEST	Name han_questp	2002 percansw22	2003	Label % to busvoly as	2005 high as last yea	2006 or 1996	2007 Survey period West 01/19!	2008 d d 90 to 01/200	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year
	1990 WEST 2000 WEST No. 4.5) Time span of 1990 WEST 2000	2001 Name han_questp	2002 Dercansw22	2003	2004 Label % to busvoly as	2005 high as last yea	2006	2007 Survey perio West 01/19	2008 d	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Eurther information Percentage of department stores whose business volume
	No. 4.5) Time span of 1990 WEST	Name han_questp	2002 percansw22	2003	Label % to busvoly as	2005 high as last yea	2006 or 1996	2007 Survey period West 01/19!	2008 d d 90 to 01/200	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see
	1990 WEST 2000 WEST No. 4.5) Time span of 1990 WEST 2000 WEST	Name han_questp	2002 percansw22	2003	2004 Label % to busvoly as 1994	2005 high as last yea	2006 or 1996	2007 Survey period West 01/199 1997	2008 d 90 to 01/200 1998	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly
	1990 WEST 2000 WEST No. 4.5) Time span of 1990 WEST 2000	Name han_questp	2002 percansw22	2003	Label % to busvoly as	2005 high as last yea	2006 or 1996	2007 Survey period West 01/19!	2008 d 90 to 01/200 1998	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see
	1990 WEST 2000 WEST No. 4.5) Time span of 1990 WEST 2000 WEST	Name han_questp	2002 Percansw22 1992	2003	2004 Label % to busvoly as 1994	2005 high as last year 1995 2005	2006 or 1996	2007 Survey period West 01/199 1997	2008 d d 90 to 01/200 1998 2008	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly
	1990 WEST 2000 WEST No. 4.5) Time span of the span	Name han_questp 2001 Name 1991 2001 Name han_questp	2002 Percansw22 1992	2003	2004 Label % to busvoly as 1994 2004	2005 high as last year 1995 2005	2006 or 1996	Survey period West 01/199 1997 2007	2008 d d 90 to 01/200 1998 2008	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly Survey frequency
	1990 WEST 2000 WEST No. 4.5) Time span of the span	Name han_questp 2001 Name 1991 2001 Name han_questp	2002 Percansw22 1992	2003	2004 Label % to busvoly as 1994 2004	2005 high as last year 1995 2005	2006 or 1996	Survey period West 01/199 1997 2007	2008 d d 90 to 01/200 1998 2008	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly Survey frequency
_	1990 WEST 2000 WEST No. 4.5) Time span of the span	Name han_questp of variable Name han_questp	2002 nercansw22 1992 2002	2003 1993 2003	2004 Label % to busvoly as 1994 2004 Label % to busvoly lo	2005 high as last yea 1995 2005	2006 11996 2006	Survey period West 01/199 1997 2007 Survey period West 01/199	2008 d 1990 to 01/200 1998 2008 d 90 to 01/200	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly Survey frequency monthly survey Eurther information Percentage of department stores whose business volume is "about the same" compared to last year see
-	1990 WEST 2000 WEST 1990 WEST 2000 WEST 2000 WEST 2000 WEST 1990 Time span of 1990	Name han_questp of variable Name han_questp	2002 nercansw22 1992 2002	2003 1993 2003	2004 Label % to busvoly as 1994 2004 Label % to busvoly lo	2005 high as last yea 1995 2005	2006 11996 2006	Survey period West 01/199 1997 2007 Survey period West 01/199	2008 d 1990 to 01/200 1998 2008 d 90 to 01/200	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly Survey frequency monthly survey
	1990 WEST 2000 WEST 1990 WEST 2000 WEST No. 4.6) Time span of 1990 WEST	Name han_questp of variable 2001 Name han_questp of variable 1991	2002 ercansw22 1992 2002 rercansw23	2003 1993 2003	2004 Label % to busvoly as 1994 2004 Label % to busvoly lo	2005 high as last year 1995 2005	2006 11996	2007 Survey period West 01/199 1997 2007 Survey period West 01/199 1997	2008 d 1998 2008 d 1998 1998	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Eurther information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "lower" than last year
	1990 WEST 2000 WEST 1990 WEST 2000 WEST 2000 WEST 1990 WEST 2000 WEST 2000	Name han_questp of variable 2001 Name han_questp of variable 1991	2002 ercansw22 1992 2002 rercansw23	2003 1993 2003	2004 Label % to busvoly as 1994 2004 Label % to busvoly lo	2005 high as last year 1995 2005	2006 11996	2007 Survey period West 01/199 1997 2007 Survey period West 01/199 1997	2008 d 1998 2008 d 1998 1998	2009	Percentage of department stores whose business volume is "higher" than last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "about the same" compared to last year see 2.2) busvoly Survey frequency monthly survey Further information Percentage of department stores whose business volume is "lower" than last year see see see see see see see see see se





Time span of	f 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 2.6) exppr
WEST										

No.	Name	Label	Survey period	Survey frequency
4.19)	han questnercansw71	% to ords raising	West 01/1990 to 01/2006	monthly survey



5. Klassifikationsumrechnungstabelle

sector_wz03 auf amtliche WZ2003-Klassifikation

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
50120	50.10.2
50131	50400/15 15 1 4 51 1 1
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