



List of variables

Ifo Business Survey Industry

Data: 1/1980-12/2016

As of January 2017

| | |
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List of variables - test of economic cycle - manufacturing industry

1. Variables of identification

2. Standard questions

3. Special questions

1. Variables of identification

| No. | Name | Label | German description |
|--|----------------------|---------------------------------------|--|
| 1.1) | survey | survey | Umfrage |
| 1.2) | year | year | Erhebungsjahr |
| 1.3) | month | month | Erhebungsmonat |
| 1.4) | idnum | KT and INNO firm adressfile id | Firmenidentifikationsnummer |
| 1.5) | runnum | running number of plant | Laufende Firmenummer |
| 1.6) | vg_plantnum | KT and INNO information containing id | 11-stellige Identifikationsnummer |
| 1.7) | vg_fedstaifo | federal state (ifo-code) | Bundesland entsprechend ifo Codierung |
| 1.8) | vg_westeast | western eastern | Unterscheidet zwischen West- und Ost- Erhebung |
| 1.9) | vg_weight | weight | Gewicht |
| 1.10) | vg_latecomer | latecomer | Nachzügler |
| 1.11) | sector_id | sector id | Sektor ID |
| 1.12) | sector_ifo | ifo sector classification | ifo Sektorklassifikation |
| 1.13) | vg_sypro | sypro sector classification | sypro Sektorklassifikation |
| 1.14) | sector_wz93 | wz93 sector classification | wz93 Sektorklassifikation |
| 1.15) | sector_wz08 | wz08 sector classification | wz08 Sektorklassifikation |
| 1.16) | sector_total | ebdc sector classification | EBDC Sektorklassifikation |
| Variables regarding the survey process | | | |
| 1.17) | online | online | Fragebogen online beantwortet |
| 1.18) | survey_start | survey start | Umfragebeginn |
| 1.19) | survey_end | survey end | Umfrageende |
| 1.20) | participation_date | participation date | Teilnahmedatum |
| 1.21) | participation_hour | participation hour | Teilnahmestunde |
| 1.22) | participation_status | participation status | Teilnahmestatus |

2. Standard questions

| No. | Name | Label | German description |
|-------|----------------|---|--|
| 2.1) | vg_statebus | state of business (appraisal) | Beurteilung der Geschäftslage |
| 2.2) | vg_provpm | production versus previous month | Produktion im Vergleich zum Vormonat |
| 2.3) | vg_stin | stock of inventories | Beurteilung des Bestand an Fertigwaren |
| 2.4) | vg_demand | situation of demand | Nachfragesituation gegenüber dem Vormonat |
| 2.5) | vg_ordvpm | orders versus previous month | Auftragsbestand gegenüber dem Vormonat |
| 2.6) | vg_orders | orders (appraisal) | Beurteilung des aktuellen Auftragsbestands |
| 2.7) | vg_pricevpm | domestic prices of sale versus previous month | Inländische Verkaufspreise |
| 2.8) | vg_proexp | expected production | Erwartete Inländische Produktionstätigkeit |
| 2.9) | vg_priceexp | expected domestic prices | Erwartete inländische Verkaufspreise |
| 2.10) | vg_expexp | expected export trade | Erwarteter Exporthandel |
| 2.11) | vg_comexp | expected commercial operations | Erwarteter Geschäftslage |
| 2.12) | vg_foreord | foreign orders (appraisal) | Bestand an Auslandsaufträgen |
| 2.13) | vg_saleexp | sales expectancy | Erwarteter Umsatz |
| 2.14) | vg_emplexp* | expected employees | Erwartete Entwicklung der Gesamtbeschäftigtenzahl |
| 2.15) | vg_pro_vpq | production vs. previous 2-3 months | Produktionstätigkeit in den vorangegangenen Monaten |
| 2.16) | vg_demand_vpq | situation of dmand vs. previous 2-3 months | Nachfragesituation in den vorangegangenen Monaten |
| 2.17) | vg_ord_vpq | orders vs. previous 2-3 months | Auftragsbestand in den vorangegangenen Monaten |
| 2.18) | vg_price_vpq | domestic prices of sale vs. previous 2-3 months | Inlandsverkaufspreise in den vorangegangenen Monaten |
| 2.19) | vg_credit** | credit allocation | Kreditvergabe |
| 2.20) | vg_statebus_sl | state of business (VAS) | Beurteilung der Geschäftslage (VAS) |
| 2.21) | vg_comexp_sl | expected commercial (VAS) | Erwartete Geschäftslage (VAS) |

*special question until 06/1997. See 3.13)

**special question until 08/2008. See 3.48)

3. Special questions

| No. | Name | Label | German description |
|-------|-----------------|--|--|
| 3.1) | vg_ranord | range of orders in months | Reichweite der Auftragsbestände in Monaten |
| 3.2) | vg_uticappc | capacity utilization in % | Auslastung der Anlagen in % |
| 3.3) | vg_uticapap | capacity utilization (appraisal) | Beurteilung der technischen Kapazität |
| 3.4) | vg_constrain | constraints to production | Behinderung der Produktionstätigkeit |
| 3.5) | vg_ordlack | lack of orders | Auftragsmangel |
| 3.6) | vg_mplack | lack of manpower | Arbeitskräftemangel |
| 3.7) | vg_matlack | lack of material | Materialknappheit |
| 3.8) | vg_techcap | technical capacity | Technische Kapazität |
| 3.9) | vg_bastlack | lack of back staff | Mangel an Hilfskräften |
| 3.10) | vg_diffin | difficulties of financing | Produktionsbehinderung durch Finanzierungsengpässe |
| 3.11) | vg_weather | weather conditions | Produktionsbehinderung durch Wetterlage |
| 3.12) | vg_skellack | lack of skilled employees | Mangel an Fachkräften |
| 3.13) | vg_othrea | other reasons | Sonstige Faktoren / Andere Ursachen |
| 3.14) | vg_proexpn | product too expensive | Produkte zu teuer |
| 3.15) | vg_proqual | quality of products | Produktqualität |
| 3.16) | vg_propro | program of products | Produktprogramm |
| 3.17) | vg_ovtime | overtime | Überstunden |
| 3.18) | vg_ovtimemo | overtime more than customary | Mehr Überstunden als betriebsüblich |
| 3.19) | vg_stwork | short-time work | Kurzarbeit |
| 3.20) | vg_stworkexp | expected short-time work | Erwartete Kurzarbeit |
| 3.21) | vg_emplexp* | expected employees | Erwartete Entwicklung der Gesamtbeschäftigtenzahl |
| 3.22) | vg_empl | employees 12 month | Beschäftigte Erwartungen |
| 3.23) | vg_prof | profit situation | Ertragsituation derzeit |
| 3.24) | vg_profch | change of profit situation | Ertragsituation gegenüber dem Vorquartal |
| 3.25) | vg_hcount | headcount | Entwicklung des Personalbestands |
| 3.26) | vg_fest | feedstock | Rohstoff- und Vormaterialbestände |
| 3.27) | vg_proenl | enlargement of production | Produktionserweiterung |
| 3.28) | vg_priceinc | increase in price | Preiserhöhung |
| 3.29) | vg_fincolow | low costs of financing | Niedrige Finanzierungskosten |
| 3.30) | vg_diffsup1 | difficulties of supply | Versorgungsschwierigkeiten |
| 3.31) | vg_weaken | weakening | Abschwächung |
| 3.32) | vg_prored | reduction of production | Produktionsabschwächung |
| 3.33) | vg_pricedec | price decrease | Preisrückgänge |
| 3.34) | vg_fincohi | high costs of financing | Hohe Finanzierungskosten |
| 3.35) | vg_diffsup2 | difficulties of supply | Versorgungsschwierigkeiten |
| 3.36) | vg_strength | strengthening | Verstärkte Produktion |
| 3.37) | vg_festwe | feedstock in weeks | Rohstoff- und Vormaterialbestände in Wochen |
| 3.38) | vg_stinwe | stock of inventories in weeks | Fertigwarenbestände in Wochen |
| 3.39) | vg_emppro2 | employees in production | Produktionsbeschäftigte für XY |
| 3.40) | vg_emplinc | increase of employees in % | Zunahme der Beschäftigten in % für die Produktion von XY |
| 3.41) | vg_empldec | decrease of employees in % | Abnahme der Beschäftigten in % für die Produktion von XY |
| 3.42) | vg_compos1 | national competitive position | Wettbewerbsposition Inland |
| 3.43) | vg_compos2 | EU competitive position | Wettbewerbsposition innerhalb der EU |
| 3.44) | vg_compos3 | competitive position abroad | Wettbewerbsposition außerhalb der EU |
| 3.45) | vg_ranord2 | range of orders in months (end of prev. month) | Reichweite der Auftragsbestände in Monaten |
| 3.46) | vg_uticappc2 | capacity utilization in % (end of prev. month) | Kapazitätsauslastung in % |
| 3.47) | vg_emppro | employees | Im Unternehmen beschäftigte Personen |
| 3.48) | vg_credit** | credit allocation | Kreditvergabe |
| 3.49) | vg_j1 | Japan crisis q1 | Japankrise Frage1 |
| 3.50) | vg_j2 | Japan crisis q2 | Japankrise Frage2 |
| 3.51) | vg_j3 | Japan crisis q3 | Japankrise Frage3 |
| 3.52) | vg_j4 | Japan crisis q4 | Japankrise Frage4 |
| 3.53) | vg_j5 | Japan crisis q5 | Japankrise Frage5 |
| 3.54) | vg_j6 | Japan crisis q6 | Japankrise Frage6 |
| 3.55) | vg_fairhx | exhibitor at an international specialized fair | Aussteller auf einer internationalen Fachmesse |
| 3.56) | vg_fairhx_g | exhibitor at an international specialized fair in Germany | Aussteller auf einer internationalen Fachmesse in Deutschland |
| 3.57) | vg_fairhx_e | exhibitor at an international specialized fair in a foreign European country | Aussteller auf einer internationalen Fachmesse im europäischen Ausland |
| 3.58) | vg_fairhx_ne | exhibitor at an international specialized fair in a country outside Europe | Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland |
| 3.59) | vg_fairhxexp | exhibitor at an international specialized fair during next 2-3 years | Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren |
| 3.60) | vg_fairhxexp_g | exhibitor at an international specialized fair in Germany during next 2-3 years | Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren |
| 3.61) | vg_fairhxexp_e | exhibitor at an international specialized fair in a foreign European country during next 2-3 years | Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren |
| 3.62) | vg_fairhxexp_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 in den nächsten 2-3 Jahren |
| 3.83) | vg_inf_heat | influence of heatwaves on value added | Auswirkung von Hitzewellen auf die Wertschöpfung |
| 3.84) | vg_inf_cold | influence of cold waves on value added | Auswirkung von Kältewellen (inkl. Eis & Schnee) auf die Wertschöpfung |
| 3.85) | vg_inf_drou | influence of drought on value added | Auswirkung von Trockenheit auf die Wertschöpfung |
| 3.86) | vg_inf_rain | influence of heavy rainfall on value added | Auswirkung von Starkniederschlag auf die Wertschöpfung |
| 3.87) | vg_inf_storm | influence of storms on value added | Auswirkung von Stürmen auf die Wertschöpfung |
| 3.88) | vg_einf_pur | expected influence of climate change on purchases | Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf |
| 3.89) | vg_einf_prod | expected influence of climate change on production | Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion |
| 3.90) | vg_einf_sal | expected influence of climate change on sales | Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz |
| 3.91) | vg_einf_wast | expected influence of climate change on waste management | Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung |
| 3.92) | vg_einf_log | expected influence of climate change on logistics | Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik |
| 3.93) | vg_einf_inno | expected influence of climate change on innovations | Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation |
| 3.94) | vg_einf_pers | expected influence of climate change on personnel | Erwartete Auswirkungen des Klimawandels auf den Bereich Personal |
| 3.95) | vg_flight_ger | importance of flight connections in Germany | Bedeutung von Flugverbindungen zu Zielen in Deutschland |

| | | | |
|--------|-----------------|--|--|
| 3.96) | vg_flight_eur | importance of flight connections in Europe | Bedeutung von Flugverbindungen zu Zielen in Europa |
| 3.97) | vg_flight_world | importance of flight connections worldwide | Bedeutung von Flugverbindungen zu Zielen weltweit |
| 3.98) | vg_surp_cat | return on sales: surplus (category) | Jahresüberschuss (Kategorie) |
| 3.99) | vg_ros_surp | return on sales: surplus | Jahresüberschuss |
| 3.100) | vg_loss_cat | return on sales: loss (category) | Jahresverlust (Kategorie) |
| 3.101) | vg_ros_loss | return on sales: loss | Jahresverlust |
| 3.102) | vg_russia1 | Russia/Ukraine conflict q1 | Russland/Ukraine-Konflikt Frage 1 |
| 3.103) | vg_russia2 | Russia/Ukraine conflict q2 | Russland/Ukraine-Konflikt Frage 2 |
| 3.104) | vg_russia3 | Russia/Ukraine conflict q3 | Russland/Ukraine-Konflikt Frage 3 |
| 3.105) | vg_russia4 | Russia/Ukraine conflict q4 | Russland/Ukraine-Konflikt Frage 4 |
| 3.106) | vg_russia5 | Russia/Ukraine conflict q5 | Russland/Ukraine-Konflikt Frage 5 |
| 3.107) | vg_russia6 | Russia/Ukraine conflict q6 | Russland/Ukraine-Konflikt Frage 6 |
| 3.108) | vg_russia7 | Russia/Ukraine conflict q7 | Russland/Ukraine-Konflikt Frage 7 |
| 3.109) | vg_russia8 | Russia/Ukraine conflict q8 | Russland/Ukraine-Konflikt Frage 8 |
| 3.110) | vg_fambus | family business | Familienunternehmen |
| 3.111) | vg_minim1 | minimum wage q1 | Mindestlohn Frage 1 |
| 3.112) | vg_minim2 | minimum wage q2 | Mindestlohn Frage 2 |
| 3.113) | vg_minim3 | minimum wage q3 | Mindestlohn Frage 3 |
| 3.114) | vg_minim4 | minimum wage q4 | Mindestlohn Frage 4 |
| 3.115) | vg_minim5 | minimum wage q5 | Mindestlohn Frage 5 |
| 3.116) | vg_minim6 | minimum wage q6 | Mindestlohn Frage 6 |
| 3.117) | vg_minim7 | minimum wage q7 | Mindestlohn Frage 7 |
| 3.118) | vg_minim8 | minimum wage q8 | Mindestlohn Frage 8 |
| 3.119) | vg_invest_lj | total investment last year | Gesamtinvestitionen letztes Jahr |
| 3.120) | vg_invcon_lj | investment in construction last year | Investitionen in Bauten letztes Jahr |
| 3.121) | vg_inveq_lj | investment in equipment last year | Investitionen in Ausrüstung letztes Jahr |
| 3.122) | vg_invest_dj | total investment this year | Gesamtinvestitionen dieses Jahr |
| 3.123) | vg_invcon_dj | investment in construction this year | Investitionen in Bauten dieses Jahr |
| 3.124) | vg_inveq_dj | investment in equipment next year | Investitionen in Ausrüstung dieses Jahr |
| 3.125) | vg_invest_nj | total investment next year | Investitionen im kommenden Jahr, Insgesamt |
| 3.126) | vg_invcon_nj | investment in construction next year | Investitionen im kommenden Jahr, Bauten |
| 3.127) | vg_inveq_nj | investment in equipment next year | Investitionen im kommenden Jahr, Ausrüstung |
| 3.128) | vg_ref1 | refugees question 1 | Flüchtlinge Frage 1 |
| 3.129) | vg_ref2 | refugees question 2 | Flüchtlinge Frage 2 |
| 3.130) | vg_ref3 | refugees question 3 | Flüchtlinge Frage 3 |
| 3.131) | vg_ref4 | refugees question 4 | Flüchtlinge Frage 4 |
| 3.132) | vg_ref5 | refugees question 5 | Flüchtlinge Frage 5 |
| 3.133) | vg_ref6 | refugees question 6 | Flüchtlinge Frage 6 |
| 3.134) | vg_ref7 | refugees question 7 | Flüchtlinge Frage 7 |
| 3.135) | vg_ref8 | refugees question 8 | Flüchtlinge Frage 8 |
| 3.136) | vg_ref9 | refugees question 9 | Flüchtlinge Frage 9 |
| 3.137) | vg_minim_post1 | affected by minimum wage | von Mindestlohn betroffen |
| 3.138) | vg_minim_post2 | no minimum wage measures | keine Mindestlohn- Maßnahmen |
| 3.139) | vg_minim_post3 | measures: employee reduction | Maßnahmen: Personalabbau |
| 3.140) | vg_minim_post4 | measures: working hour reduction | Maßnahmen: Arbeitszeitreduzierung |
| 3.141) | vg_minim_post5 | measures: increased prices | Maßnahmen: Preiserhöhungen |
| 3.142) | vg_minim_post6 | measures: decreased investment | Maßnahmen: verringerte Investitionen |
| 3.143) | vg_minim_post7 | measures: decreased special payments | Maßnahmen: Kürzungen von Sonderzahlungen |
| 3.144) | vg_minim_post8 | less minijobs | Minijobs weggefallen |
| 3.145) | vg_minim_post9 | minijobs transformed into insurable employment | Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt |
| 3.146) | vg_minim_post10 | new insurable employment | neue soz.vers.pflichtige Besch.verhältnisse |
| 3.147) | vg_minim_post11 | employment relationships did not change | keine veränderten Besch.Verhältnisse |
| 3.148) | vg_credityes | credit agreement signed | Kreditvertrag abgeschlossen |
| 3.149) | vg_creditno | credit agreement not signed | Kreditvertrag nicht abgeschlossen |
| 3.150) | vg_credituse1 | financing of ongoing operating resources | Finanzierung laufender Kreditmittel |
| 3.151) | vg_credituse2 | financing of an investment | Finanzierung einer Investition |
| 3.152) | vg_credituse3 | other financing | Sonstiger Verwendungszweck |
| 3.153) | vg_brexit | expected impact from brexit | Erwartete Auswirkungen von einem Brexit |
| 3.154) | vg_midmanager | mid tier: more than 4 managers | Mittelstand: mehr als 4 Manager |
| 3.155) | vg_midmanshare | mid tier: at least one manager has shares | Mittelstand: Mindestens ein Manager hat Anteile |
| 3.156) | vg_midyes | mid tier: company rated as mid tier | Mittelstand: Als Mittelstand eingeschätzt |

*standard question since 07/1997. See 2.14)

**standard question since 08/2008. See 2.19)

4. Special question Innovation

| Nr. | Name | Label | Label |
|-------|-----------------------------|--|--|
| 4.1) | vg_market_national_1 | development of national market in next 5 years | Entwicklung des nationalen Marktes in den nächsten 5 Jahren |
| 4.2) | vg_market_national_2 | development of national market in next 5 years | Entwicklung des nationalen Marktes in den nächsten 5 Jahren |
| 4.3) | vg_market_abroad_1 | development of foreign market in next 5 years | Entwicklung des ausländischen Marktes in den nächsten 5 Jahren |
| 4.4) | vg_market_abroad_2 | development of foreign market in next 5 years | Entwicklung des ausländischen Marktes in den nächsten 5 Jahren |
| 4.5) | vg_market_total_1 | development of market in general in next 5 years | Entwicklung des Marktes allgemein in den nächsten 5 Jahren |
| 4.6) | vg_market_total_2 | development of market in general in next 5 years | Entwicklung des Marktes allgemein in den nächsten 5 Jahren |
| 4.7) | vg_prod_inno_realized | product innovation realized this year | Produktinnovationen durchgeführt |
| 4.8) | vg_prod_inno_aborted | product innovation aborted this year | Produktinnovationen abgebrochen |
| 4.9) | vg_prod_inno_plan_completed | product innovation planning completed this year | Planung für Produktinnovationen abgeschlossen |
| 4.10) | vg_prod_inno_in_planning | product innovation still in planning stage this year | Produktinnovationen noch in Planungsphase |
| 4.11) | vg_prod_inno_np | product innovation not planned this year | Keine Produktinnovationen geplant |
| 4.12) | vg_process_inno_realized | process innovation realized this year | Prozessinnovationen durchgeführt |
| 4.13) | vg_process_inno_aborted | process innovation aborted this year | Prozessinnovationen abgebrochen |

| | | | |
|-------|--------------------------------|--|---|
| 4.14) | vg_process_inno_plan_completed | process innovation planning completed this year | Planung für Prozessinnovationen abgeschlossen |
| 4.15) | vg_process_inno_in_planning | process innovation still in planning stage this year | Prozessinnovationen noch in Planungsphase |
| 4.16) | vg_process_inno_np | process innovation not planned this year | keine Prozessinnovationen geplant |
| 4.17) | vg_share_inno_phase | share of turnover in stage of product launch | Anteil Produkte in Produktstartphase an Umsatz |
| 4.18) | vg_share_growth_phase | share of turnover in stage of positive growth | Anteil Produkte in Phase positiven Wachstums an Umsatz |
| 4.19) | vg_share_stagnation_phase | share of turnover in stage of stagnation | Anteil Produkte in Phase von stagnatierendem Wachstum an Umsatz |
| 4.20) | vg_share_negative_growth | share of turnover in stage of negative growth | Anteil Produkte in Phase negativen Wachstums an Umsatz |

1. Variables of identification

| No. | Name | Label | Survey period | Survey frequency |
|------|--------|--------|--|--------------------|
| 1.1) | survey | survey | West since 01/1980 East since 01/1991 | monthly monthly |

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

| No. | Name | Label | Survey period | Survey frequency |
|------|------|-------|--|----------------------------------|
| 1.2) | year | year | West since 01/1980 East since 01/1991 | monthly survey monthly survey |

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|----------------------------|
| WEST | | | | | | | | | | Year of survey 4 digits |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------|-------|--|----------------------------------|
| 1.3) | month | month | West since 01/1980 East since 01/1991 | monthly survey monthly survey |

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| WEST | | | | | | | | | | Month of survey |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------|--------------------------------|--|----------------------------------|
| 1.4) | idnum | KT and INNO firm adressfile id | West since 04/1993 East since 04/1992 | monthly survey monthly survey |

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|--|
| | | | | | | | | | | KT and INNO firm adressfile id 7 digits |
| | | | | | | | | | | |

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|---|
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | digit 1-2: economic sector digit 3-7: company identifier |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|--------|-------------------------|--|----------------------------------|
| 1.5) | runnum | running number of plant | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|--------|-------------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information Running number of plant |
| WEST | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-------------|--------------------------------|--|----------------------------------|
| 1.6) | vg_plantnum | KT and INNO firm adressfile id | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|-------------|--------------------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|---|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information KT and INNO firm adressfile id, 11 digits plantnum is created with the following variables: digit 1-4: prodnum digit 5-6: fedstaifo digit 7-11: runnum |
| WEST | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-----------|--------------------------|--|----------------------------------|
| 1.7) | fedstaifo | federal state (ifo-code) | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|-----------|--------------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information Federal state according to ifo-code |
| WEST | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |

| |
|------|
| EAST |
|------|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-------------|-----------------|--|----------------------------------|
| 1.8) | vg_westeast | western eastern | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|-------------|-----------------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|---|
| WEST | | | | | | | | | | Differenciates between eastern and western survey |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| | EAST | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-----------|--------|--|----------------------------------|
| 1.9) | vg_weight | weight | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|-----------|--------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|--|
| WEST | | | | | | | | | | Variable is not collected in the survey but is constructed later using a formula to calculate. weight: calculated by this formula: $(\log_{10}(\text{'empro2'}))^e$ Weighting refers to employees per product 'empro2' |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| WEST | | | | | | | | | | |
| | EAST | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|-----------|--|----------------------------------|
| 1.10) | vg_latecomer | latecomer | West 01/1998 to 12/2001 and 08/2008 to 03/2011 East since 01/1998 to 12/2001 and 08/2008 to 03/2011 | monthly survey monthly survey |
|-------|--------------|-----------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|--|
| | | | | | | | | | | Latecomer [1] N=latecomer 01/2002 to 07/2008 The data of the variable latecomer is not fed in, as a double occupancy of the corresponding column exists in the dataset |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|-----------|--|----------------------------------|
| 1.11) | sector_id | sector id | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|-----------|-----------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| | | | | | | | | | | |

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|---------------------------|--|----------------------------------|
| 1.12) | sector_ifo | ifo sector classification | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|------------|---------------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|---|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
| WEST | | | | | | | | | | ifo-product number, 4 digits |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | Since 01/1991 the KT is inquired in the east, too. The East- data is classified with a Sypro-product number. The Sypro-number is transcoded in a ifo-product number. But for some Sypro-numbers exist no corresponding ifo-product number. |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|-----------------------------|--|----------------------------------|
| 1.13) | sector_sypro | sypro sector classification | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|--------------|-----------------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
| WEST | | | | | | | | | | Sector label Sypro-number until 1990: 2 digits |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | since 1991 in East and West: 7 digits |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | Label key: very extensive, on demand, see do-File: kt_vg_Panel_Label.do |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|----------------------------|--|----------------------------------|
| 1.14) | sector_wz93 | wz93 sector classification | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|-------------|----------------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
| WEST | | | | | | | | | | Sector, economic sector(-number) 1993 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | Label key: very extensive, on demand, see do-File: kt_vg_Panel_Label.do |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|----------------------------|--|----------------------------------|
| 1.15) | sector_wz08 | wz08 sector classification | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|-------------|----------------------------|--|----------------------------------|

| | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|------|---|
| WEST | | | | | | | | | | | Sector, economic sector(-number) from 2008 Label key: very extensive, on demand see do-File: kt_vg_Panel_Label.do |
| | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | |
| WEST | | | | | | | | | | | |
| | EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|----------------------------|--|----------------------------------|
| 1.16) | sector_total | ebdc sector classification | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|--------------|----------------------------|--|----------------------------------|

| | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|------|---|
| WEST | | | | | | | | | | | Sector, economic sector [6] food, drinks and tobacco industry [7] textile, clothing, leather [8] wood industry, production of cork, wooden, braided and basket articles (without furniture) [9] paper industry, Production of paper, board and articles thereof [10] publishing industry, printing industry, reproduction of recorded sound, image and data storage media [11] cokery, mineral oil processing, processing of fissile and fertile materials [12] chemical industry [13] pharmaceutical industry [14] rubber and plastics industry [15] glass and ceramics industry, processing of stones and soil [16] metal industry [17] production of data processing devices, electrical and optical articles [18] production of electric equipment [19] machinery construction [20] broadcast and communications engineering [22] vehicle and vehicle part production [23] production of furniture, jewellery, music instruments, sports equipment, toys and other products [24] other production [25] repair and installation of machines and equipment |
| | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | |
| WEST | | | | | | | | | | | |
| | EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |

II. Variables regarding the survey process

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------|--------|---|----------------------------------|
| 1.17) | online | online | West 01/1999 to 11/2001 and since 07/2004 East since 07/2004 | monthly survey monthly survey |
|-------|--------|--------|---|----------------------------------|

| | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|------|---|
| WEST | | | | | | | | | | | Questionnaire answered online [0] paper [1] fax [2] online [5] manually collected |
| | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | |
| WEST | | | | | | | | | | | |
| | EAST | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|--------------|--|----------------------------------|
| 1.18) | survey_start | survey start | West since 01/2005 East since 01/2005 | monthly survey monthly survey |
|-------|--------------|--------------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information | |
|------|------|------|------|------|------|------|------|------|------|--|--|
| | | | | | | | | | | Survey start | |
| | | | | | | | | | | Only refers to the participants who answered the questionnaire online. | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|------------|--|----------------------------------|
| 1.19) | survey_end | survey end | West since 01/2005 East since 01/2005 | monthly survey monthly survey |
|-------|------------|------------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information | |
|------|------|------|------|------|------|------|------|------|------|--|--|
| | | | | | | | | | | End of survey | |
| | | | | | | | | | | Only refers to the participants who answered the questionnaire online. | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------------|--------------------|--|----------------------------------|
| 1.20) | participation_date | participation date | West since 01/2005 East since 01/2005 | monthly survey monthly survey |
|-------|--------------------|--------------------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information | |
|------|------|------|------|------|------|------|------|------|------|--|--|
| | | | | | | | | | | Participation date | |
| | | | | | | | | | | Only refers to the participants who answered the questionnaire online. | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | |
| | | | | | WEST | | | | | | |
| | | | | | EAST | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------------|--------------------|--|----------------------------------|
| 1.21) | participation_hour | participation hour | West since 01/2005 East since 01/2005 | monthly survey monthly survey |
|-------|--------------------|--------------------|--|----------------------------------|

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| | | | | | | | | | | |

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | Participation hour Only refers to the participants who answered the questionnaire online. |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| | | | | | WEST | | | | | |
| | | | | | EAST | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------------|----------------------|--|----------------------------------|
| 1.22) | participation_status | participation status | West since 01/2005 East since 01/2005 | monthly survey monthly survey |
|-------|----------------------|----------------------|--|----------------------------------|

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|---|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | Further information Participation status Only refers to the participants who answered the questionnaire online. [1] finished [2] reworked [3] completed [4] saved |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| | | | | | WEST | | | | | |
| | | | | | EAST | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | | | | | | | | | | |
| | | | | | | | | | | |

2. Standard questions

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|-------------------------------|--|----------------------------------|
| 2.1) | vg_statebus | state of buisness (appraisal) | West since 01/1980 East since 01/1991 | monthly survey monthly survey |

Wording of question

| Further information |
|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> |
| <p>01/1980 to 11/2001</p> <p>We currently evaluate our state of business for XY to be</p> <p>good [1] satisfiable (seasonal) [2] bad [3]</p> |
| <p>01/2002 to 02/2002</p> <p>Current situation and tendencies</p> <p>We currently evaluate our state of business for XY to be</p> <p>good [1] satisfiable [2] bad [3]</p> |
| <p>since 03/2002</p> <p>Current situation</p> <p>We evaluate our state of business for XY to be</p> <p>good [1] satisfiable [2] bad [3]</p> |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------|----------------------------------|--|----------------------------------|
| 2.2) | vg_provpm | production versus previous month | West 01/1980 to 11/2001 East 01/1991 to 11/2001 | monthly survey monthly survey |

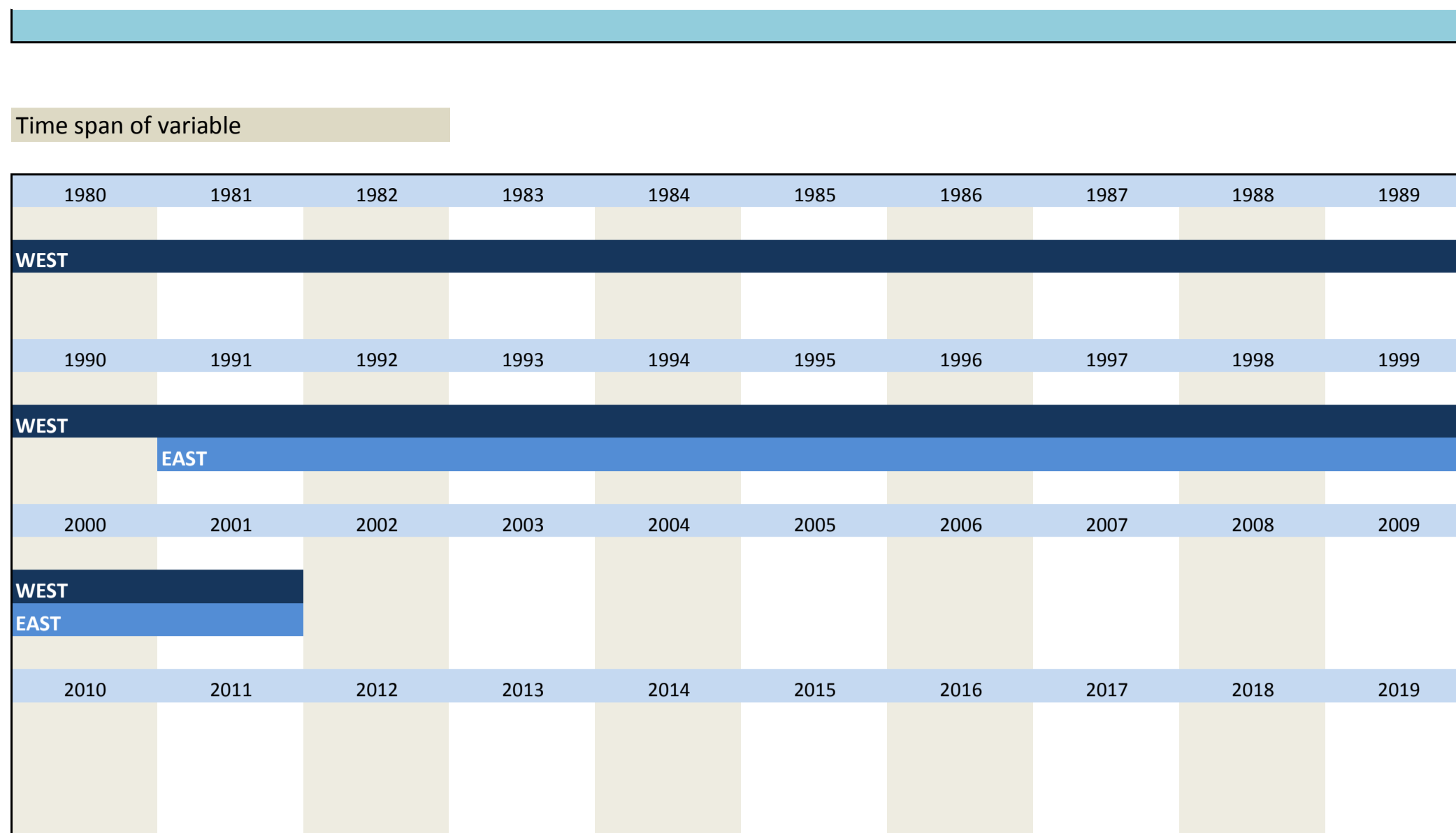
Wording of question

| Further information |
|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> |
| <p>01/1980 to 06/1994</p> <p>Compared to previous month our domestic production of XY was</p> <p>more active [1] not changed [2] less active [3]</p> |
| <p>07/1994 to 11/2001</p> <p>Compared to previous month the activity of our domestic production of XY was</p> <p>more [1] not changed [2] less [3] No production [4]</p> |

Production compared to previous month

Due to the alignment of the survey periods by the European Union, the question is continued by the variable **2.15) pro_vpq** from 01/2002 on

In the english translation of the value label there is a linguistic, but not a contentual divergence before 1990.



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.3) **vg_stin** stock of inventories

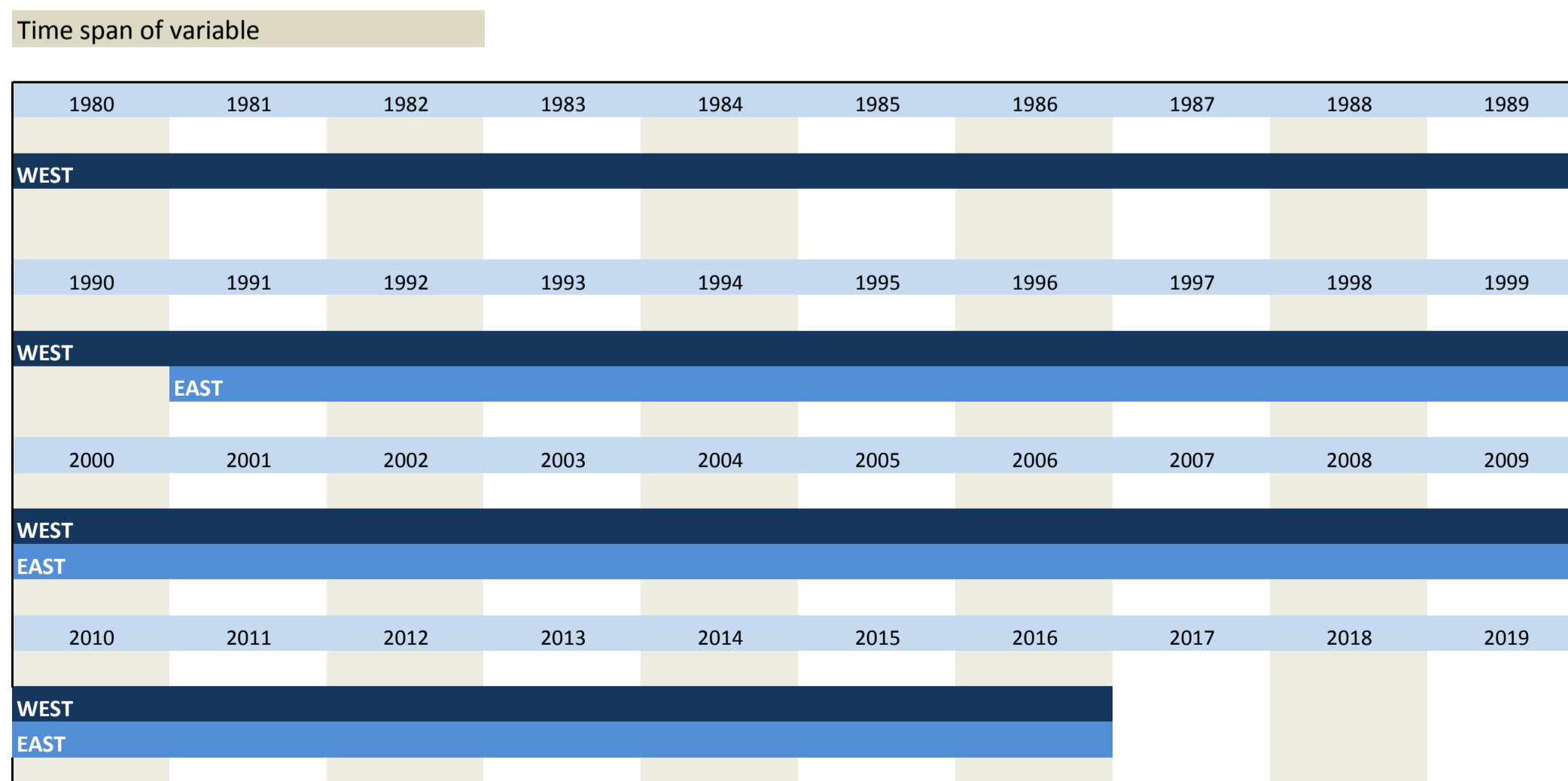
West since 01/1980
East since 01/1991

monthly survey
monthly survey

Wording of question

| Further information |
|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> <hr/> <p>01/1980 to 11/1992</p> <p>We currently evaluate our stock of unsold finished goods to be</p> <p>too little [1] sufficient [2] too much [3] no stock-keeping [4]</p> <hr/> <p>12/1992 to 11/2001</p> <p>We currently evaluate our stock of unsold finished goods to be</p> <p>too little [1] sufficient [2] too much [3] no stock-keeping [4]</p> <hr/> <p>since 01/2002</p> <p>Current situation*</p> <p>We evaluate our (current)** stock of unsold finished goods to be</p> <p>too little [1] sufficient [2] too much [3] no stock-keeping [4]</p> |

In the english translation of the value label there is a linguistic, but not a contentual divergence before 1990.



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.4) **vg_demand** situation of demand

West 01/1980 to 11/2001

monthly survey

Wording of question

| | |
|--|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> | <p>Further information</p> <p>Situation of demand compared to previous month</p> <p>Due to the alignment of the survey periods by the European Union, the question is continued by the variable 2.16) demand_vpq from 01/2002 on</p> |
| <p>01/1980 to 06/1994</p> <p>Compared to previous month the situation of demand (domestic and foreign demand) for XY is</p> <p style="margin-left: 40px;">better [1] not changed [2] worse [3]</p> | |
| <p>07/1994 to 11/2001</p> <p>Compared to previous month the situation of demand for XY is</p> <p style="margin-left: 40px;">better [1] not changed [2] worse [3]</p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.5) **vg_ordvpm** orders versus previous month

West 01/1980 to 11/2001
East 01/1991 to 11/2001

monthly survey
monthly survey

Wording of question

| | |
|---|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> | <p>Further information</p> <p>Orders versus previous month</p> <p>Due to the alignment of the survey periods by the European Union, the question is continued by the variable 2.17) ord_vpq from 01/2002 on</p> <p>*The addition "in terms of value" is only added in the months 01/03/04/05/09/10</p> |
| <p>01/1980 to 12/1980</p> <p>Compared to previous month our order backlog (domestic and foreign orders) for XY is currently (in terms of value*)</p> <p style="margin-left: 40px;">higher [1] as high as normal [2] lower [3] stock-keeping not usual [4]</p> | |
| <p>01/1981 to 12/1982</p> <p>Compared to previous month our order backlog (in terms of value, domestic and foreign orders) for XY is currently</p> <p style="margin-left: 40px;">higher [1] as high as normal [2] lower [3] stock-keeping not usual [4]</p> | |
| <p>since 01/1983 to 06/1994</p> <p>Compared to previous month our order backlog (in terms of value, domestic and foreign orders) for XY is currently</p> <p style="margin-left: 40px;">higher [1] as high as normal [2] lower [3]</p> | |
| <p>since 07/1994 to 06/1997</p> <p>Compared to previous month our order backlog (in terms of value) for XY is currently</p> <p style="margin-left: 40px;">higher [1] as high as normal [2]</p> | |

lower [3]

since 07/1997 to 11/2001

Compared to previous month our order backlog of domestic and foreign orders (in terms of value) for XY is currently

higher [1]
 as high as normal [2]
 lower [3]

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|--------------------|--|----------------------------------|
| 2..6) | vg_orders | orders (appraisal) | West since 01/1980 East since 01/1991 | monthly survey monthly survey |

Wording of question

| Further information |
|--|
| 01/1991 to 11/2001 No questionnaires for the East available |
| 01/1980 to 12/1982 We currently evaluate our order backlog (domestic and foreign orders) to be |
| relatively high [1] <input type="text"/> (e.g. extended time of delivery) sufficient [2] <input type="text"/> too small [3] <input type="text"/> not usual [4] <input type="text"/> |
| 01/1983 to 06/1994 We currently evaluate our order backlog (domestic and foreign orders) to be |
| relatively high [1] <input type="text"/> (e.g. extended time of delivery) sufficient [2] <input type="text"/> or not customary <input type="text"/> too small [3] <input type="text"/> |
| 07/1994 to 06/1997 We currently evaluate our order backlog |
| relatively high [1] <input type="text"/> (e.g. extended time of delivery) sufficient [2] <input type="text"/> or not customary <input type="text"/> too small [3] <input type="text"/> |
| 07/1997 to 11/2001 We currently evaluate our order backlog (domestic and foreign orders) to be |
| relatively high [1] <input type="text"/> (e.g. extended time of delivery) sufficient [2] <input type="text"/> or not customary <input type="text"/> too small [3] <input type="text"/> |
| since 01/2002 Current situation* We evaluate our (current**) order backlog for XY to be |
| relatively high [1] <input type="text"/> total |

appraisal of the current order backlog

01/2002 and 02/2002
*instead of "Current situation"
->"Current situation and tendencies"
**addition "current"

since 01/1994 inquired for east and west

(e.g. extended time of delivery)
 sufficient [2]
 or not customary
 too small [3]

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-------------|---|--|----------------------------------|
| 2.7) | vg_pricevpm | domestic prices of sale versus previous month | West 01/1980 to 11/2001 East 01/1991 to 11/2001 | monthly survey monthly survey |
|------|-------------|---|--|----------------------------------|

Wording of question

| Survey period | Wording of question | Further information |
|--|---|--|
| 01/1991 to 11/2001 | <p>No questionnaires for the East available</p> | <p>Domestic prices of sale versus previous month</p> <p>Due to the alignment of the survey periods by the European Union, the question is continued by the variable 2.18) price_vpq from 01/2002 on</p> |
| 01/1980, 04/1980, 05/1980, 10/1980 | <p>Compared to previous month our domestic sale prices - taking changes in conditions into account - for XY were</p> <p style="margin-left: 100px;">regular orders follow up orders (also "since stock-orders")</p> <p style="margin-left: 100px;">increased [1]</p> <p style="margin-left: 100px;">not changed [2]</p> <p style="margin-left: 100px;">decreased [3]</p> | |
| 02/1980, 03/1980, 06/1980 to 09/1980, 11/1980 to 09/1991 | <p>Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were</p> <p style="margin-left: 100px;">increased [1]</p> <p style="margin-left: 100px;">not changed [2]</p> <p style="margin-left: 100px;">decreased [3]</p> | |
| 10/1991 to 11/2001 | <p>Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were</p> <p style="margin-left: 100px;">increased [1]</p> <p style="margin-left: 100px;">not changed [2]</p> <p style="margin-left: 100px;">decreased [3]</p> | |

Time span of variable


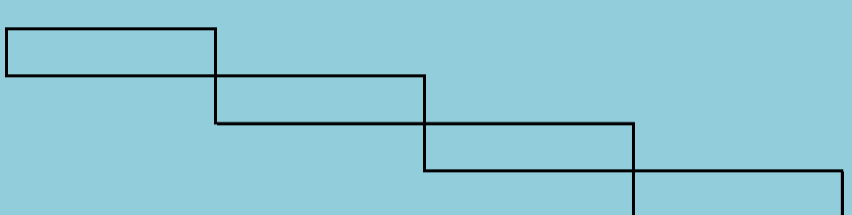
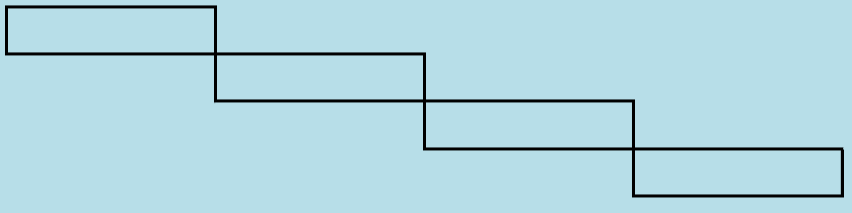
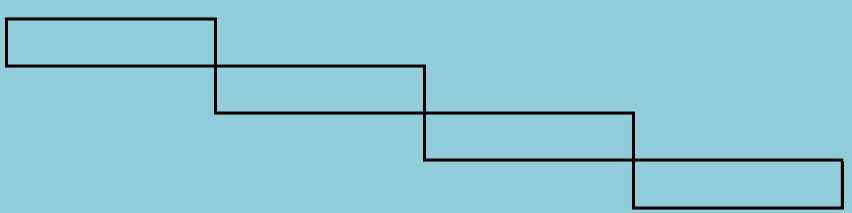
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| WEST | | | | | | | | | |
| | EAST | | | | | | | | |
| 2000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

| | | | | | |
|--|--|--|--|--|--|
| | | | | | |
|--|--|--|--|--|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-----------|---------------------|--|----------------------------------|
| 2.8) | vg_proexp | expected production | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|-----------|---------------------|--|----------------------------------|

Wording of question

| Time span | Wording of question | Further information |
|--------------------|---|--|
| 01/1991 to 11/2001 | No questionnaires for the East available | Expected domestic production * 04/1991 to 01/1993 "fall" instead of "decrease" |
| 01/1980 to 06/1994 | During the next 3 months our domestic production is expected to be [...] in cyclical regards therefor under elimination of purely seasonal fluctuations increasing [1] not changing [2] decreasing* [3]  | |
| 07/1994 to 06/1997 | During the next 3 months our domestic production is expected to [...] in cyclical regards therefor under elimination of purely seasonal fluctuations increasing [1] not changing [2] decreasing* [3] no production [4]  | |
| 07/1997 to 11/2001 | During the next 3 months our domestic production is expected to [...] in cyclical regards increasing [1] not changing [2] decreasing* [3] no production [4]  | |
| since 01/2002 | Expectations for the next 3 months Our domestic productions of XY is expected to be increasing [1] not changing [2] decreasing* [3] no production [4]  | |

Time span of variable

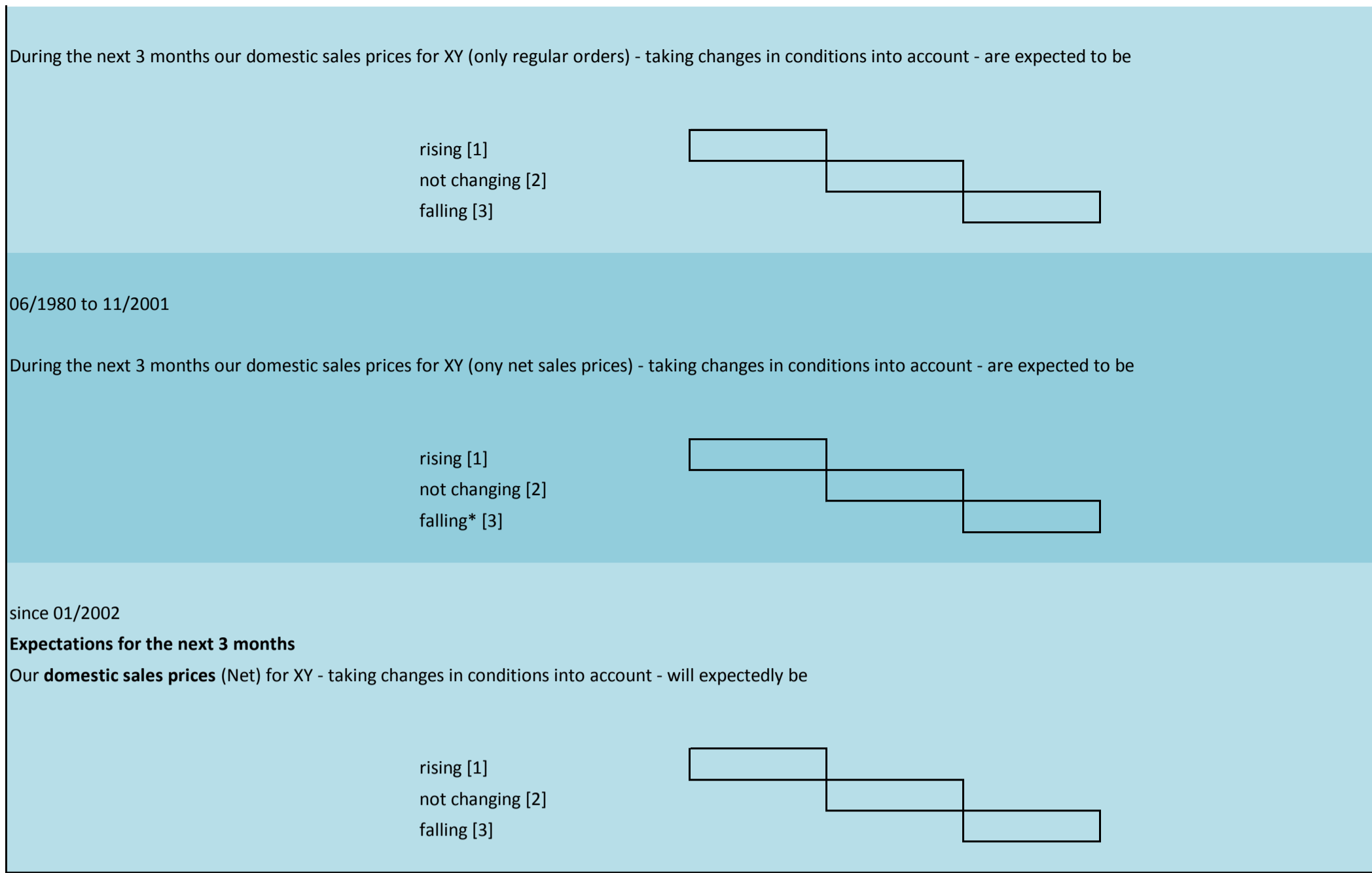
| Year | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|------|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | | |
| | | | | | | | | | | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | | | | | | | | | | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | | | | | | | | | | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-------------|--------------------------|--|----------------------------------|
| 2.9) | vg_priceexp | expected domestic prices | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|------|-------------|--------------------------|--|----------------------------------|

Wording of question

| Time span | Wording of question | Further information |
|--------------------|--|---|
| 01/1991 to 11/2001 | No questionnaires for the East available | expected domestic prices *03/1990 to 01/1993 "decrease" instead of "fall" |
| 01/1980 to 05/1980 | | |



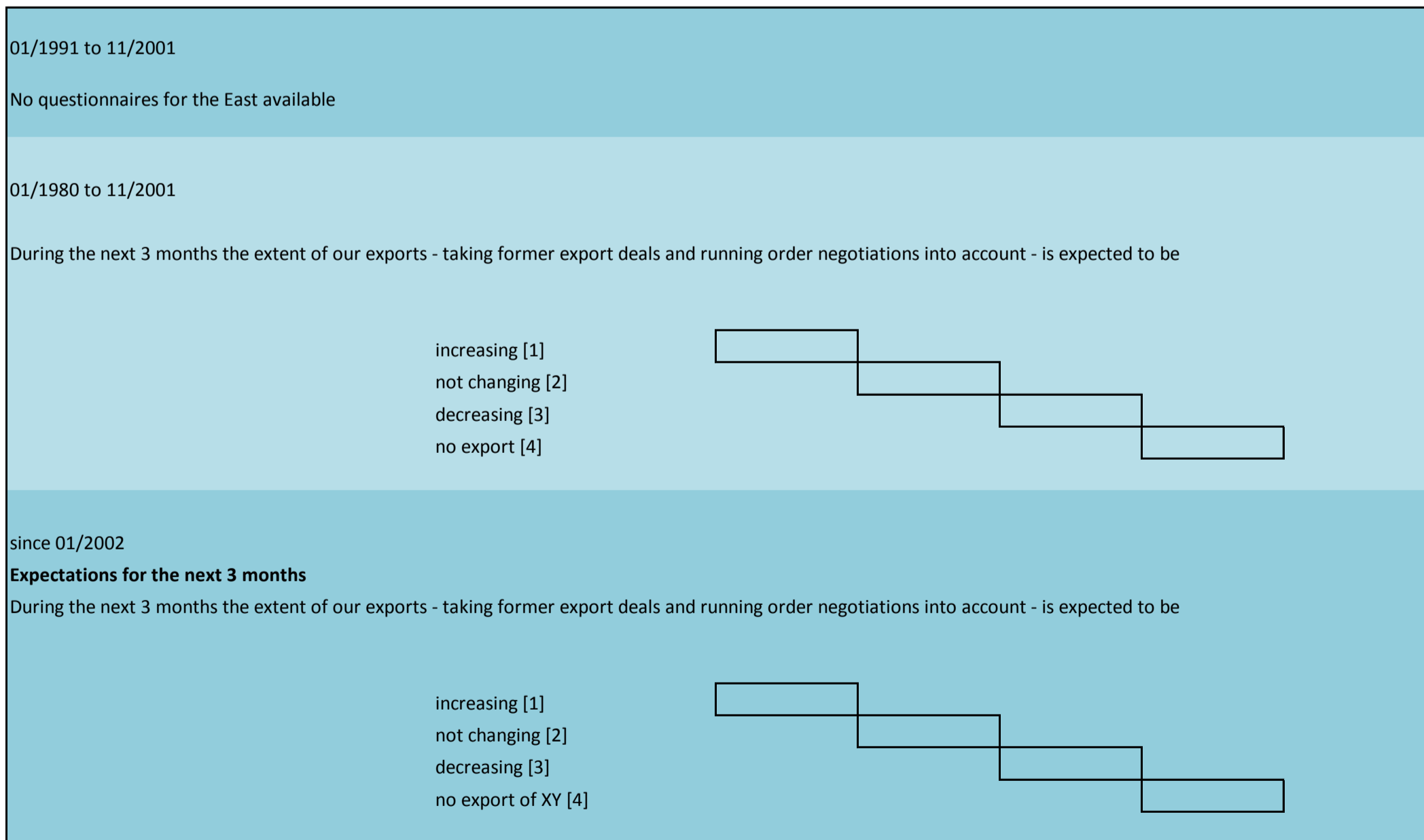
Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------|-----------------------|--|----------------------------------|
| 2.10) | vg_expep | expected export trade | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|----------|-----------------------|--|----------------------------------|

Wording of question



Further information
expected export trade

Time span of variable

| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|--------------------------------|--|----------------------------------|
| 2.11) | vg_comexp | expected commercial operations | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|-----------|--------------------------------|--|----------------------------------|

Wording of question

| | |
|---|---|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> | Further information Expected commercial operations |
| <p>01/1980 to 06/1997</p> <p>During the next 6 months our commercial operations for XY will be [...] in cyclical regards, therefore by eliminating purely seasonal fluctuations</p> <p>favourable [1] not changing [2] unfavourable [3]</p> | |
| <p>07/1997 to 11/2001</p> <p>During the next 6 months our commercial operations for XY will be [...] in cyclical regards</p> <p>favourable [1] not changing [2] unfavourable [3]</p> | |
| <p>since 01/2002</p> <p>Expectations for the next 6 months</p> <p>In cyclical regards our commercial operations for XY will be</p> <p>favourable [1] not changing [2] unfavourable [3]</p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|----------------------------|--|----------------------------------|
| 2.12) | vg_foreord | foreign orders (appraisal) | West since 01/1980 East since 01/1991 | monthly survey monthly survey |
|-------|------------|----------------------------|--|----------------------------------|

Wording of question

| | |
|---|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> | Further information Appraisal of foreign orders 01/2002 and 02/2002 *instead of "Current situation" → "Current situation and tendencies" **addition "current" |
| <p>01/1980 to 11/2001</p> <p>We consider our foreign order backlog for XY currently to be</p> <p>relatively high [1] (e.g. extended time of delivery)</p> | |

sufficient [2]
 too small [3]
 no export XY [4]

since 01/2002
Current situation*
 We consider our (current**) foreign order backlog to be

for export

relatively high [1]
 sufficient [2]
 or not customary
 too small [3]
 no export XY [4]

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|------------------|-------------------------|----------------|
| 2.13) | vg_salesexp | sales expectancy | West 01/1980 to 06/1994 | monthly survey |
|-------|-------------|------------------|-------------------------|----------------|

Wording of question

01/1980 to 06/1994

During the next 3 months our (domestic and foreign) sales of XY will expectedly be

rising [1]
 not changing [2]
 falling [3]

in terms of quantity compared to the corresponding period of previous year

Further information

Sales expectancy

Inquired for food and luxury food industries

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|--------------------|--|--|
| 2.14) | vg_emplexp | expected employees | West 01/1980 to 04/1997 and since 07/1997 East since 01/1991 | quarterly survey monthly survey monthly survey |
|-------|------------|--------------------|--|--|

Wording of question

01/1991 to 11/2001

No questionnaires for the East available

Further information

Expected development of the total number of employees

01/1980 to 04/1997

Employees (only domestic companies)
 During the next 3 months the number of employees assigned to the production of XY will be in cyclical regards, therefore by eliminating purely seasonal fluctuations -

increasing [1]
 not changing [2]
 decreasing [3]

07/1997 to 11/2001

Employees (only domestic companies)
 During the next 3 months the number of employees assigned to the production of XY will be

increasing [1]
 not changing [2]
 decreasing [3]

since 01/2002

Expectations for the next 3 months
Employees (only domestic companies)
 The number of employees assigned to the production of XY will be

increasing [1]
 not changing [2]
 decreasing [3]

*10/1980 to 10/1993 the question has the same structure for the west in October as the question of the variable "empl". see 3.14)
 was a special question until 06/1997. see 3.13)

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|------------------------------------|--|----------------------------------|
| 2.15) | vg_pro_vpq | production vs. previous 2-3 months | West since 01/2002 East since 01/2002 | monthly survey monthly survey |

Wording of question

01/2002 to 02/2002

During the last 2-3 months our domestic production of XY became

more active [1]
 not changed [2]
 less active [3]
 no production [4]

since 03/2002

tendencies in previous month
 Our domestic production of XY

increased [1]
 stayed about the same [2]
 decreased [3]
 no production [4]

Further information
 production in previous month or during the last 2-3 months
 Due to the alignment of the survey periods by the European Union, the question was expressed by the variable **2.2) provpm** until 11/2001

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 |
| | | WEST | | | | | | | |
| | | EAST | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | WEST | | | | | | | |
| | | EAST | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|---|--|----------------------------------|
| 2.18) | vg_price_vpq | domestic prices of sale vs. previous 2-3 months | West since 01/2002 East since 01/2002 | monthly survey monthly survey |

Wording of question

| | |
|--|---|
| <p>01/2002/ to 02/2002</p> <p>during the last 2-3 months our (net-) domestic sales prices for XY were [...] taking changes in conditions into account</p> <p>increased [1] not changed [2] decreased [3]</p> <p>since 03/2002</p> <p>tendencies in previous month</p> <p>Our (net-) domestic sales prices for XY were [...] taking changes in conditions into account</p> <p>increased [1] not changed [2] decreased [3]</p> | <p>Further information</p> <p>Domestic prices of sale previous month or during the last 2-3 months</p> <p>Due to the alignment of the survey periods by the European Union, the question was expressed by the variable 2.7) pricevpm until 11/2001</p> |
|--|---|

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 |
| | | WEST | | | | | | | |
| | | EAST | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | WEST | | | | | | | |
| | | EAST | | | | | | | |

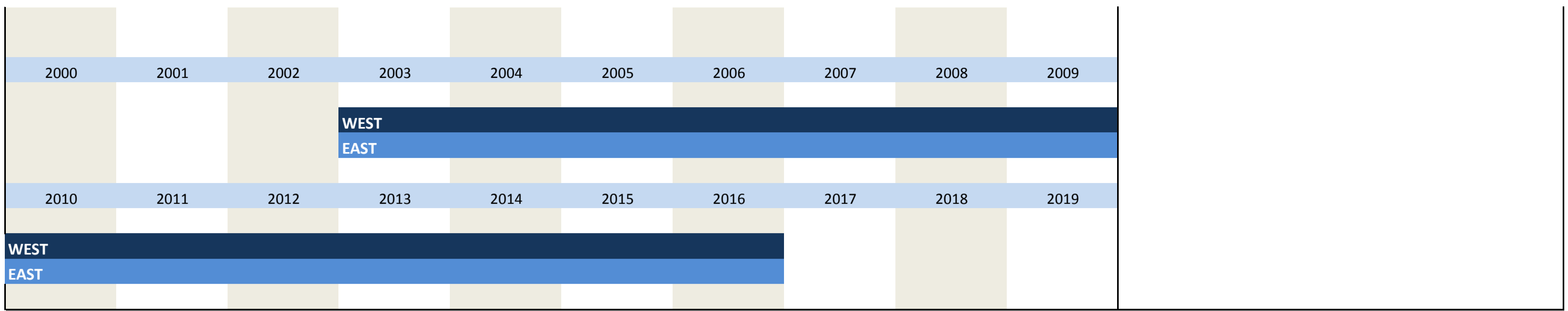
| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-------------------|--|--|
| 2.19) | vg_credit | credit allocation | West 06/2003 to 08/2008 and since 11/2008 East 06/2003 to 08/2008 and since 11/2008 | irregular monthly survey irregular monthly survey |

Wording of question

| | |
|---|---|
| <p>since 07/2003</p> <p>How do you evaluate the current willingness of banks to grant credits to businesses?</p> <p>acomodating [1] normal [2] reserved [3]</p> | <p>Further information</p> <p>credit allocation</p> <p>2003: June, August was a special question until 08/2008. see 3.48)</p> |
|---|---|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |

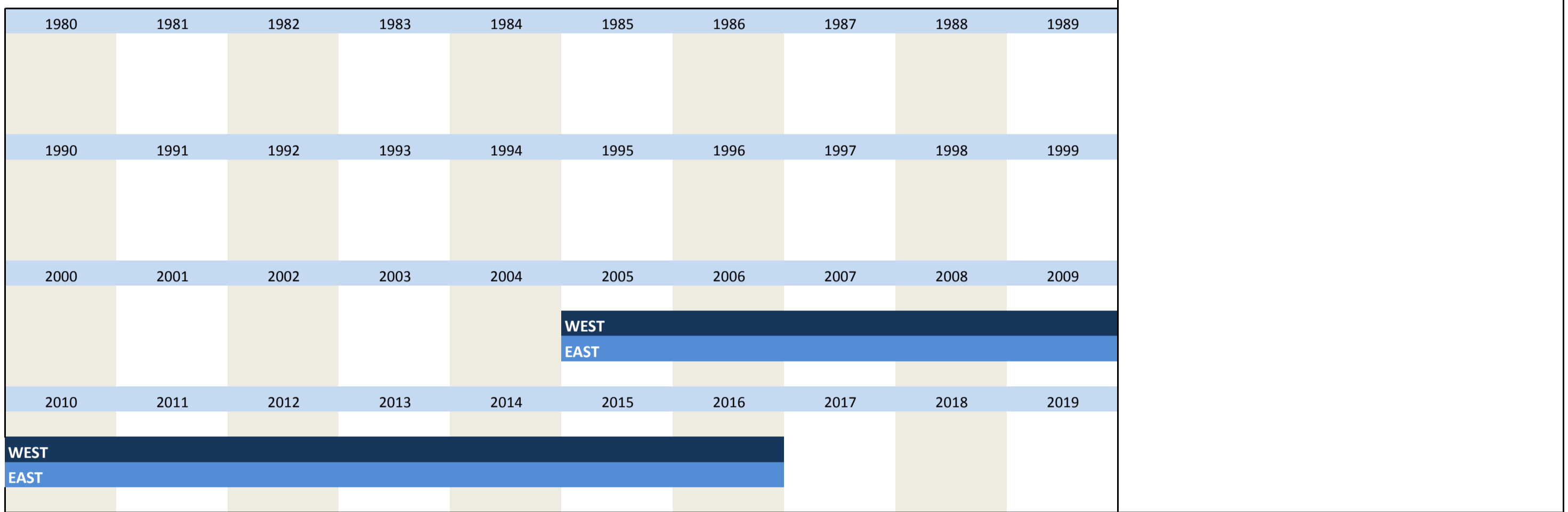


| No. | Name | Label | Survey period | Survey frequency |
|-------|----------------|-------------------------|--|----------------------------------|
| 2.20) | vg_statebus_sl | state of business (VAS) | West since 08/2005 East since 08/2005 | monthly survey monthly survey |

Wording of question

| | |
|---|--|
| <p>since 08/2005</p> <p>Current situation</p> <p>We consider our state of business to be</p> <p>Other than the variable 2.1) statebus the state of business is rated based on a visual analog scale</p> | <p>Further information</p> <p>Appraisal of the state of business (VAS)</p> |
|---|--|

Time span of variable

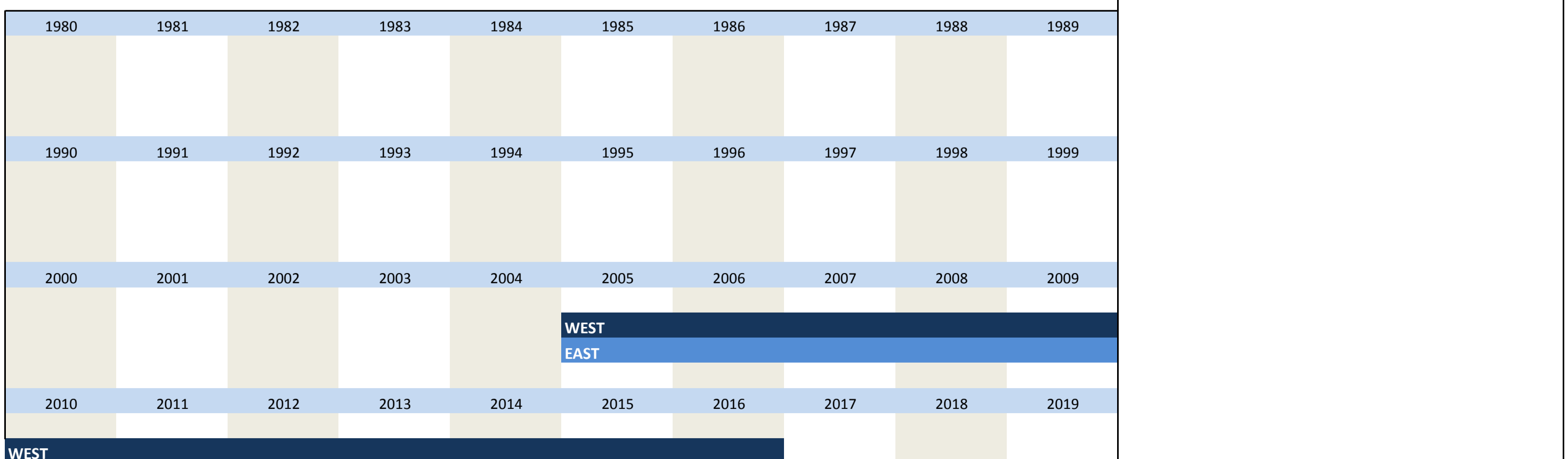


| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|---------------------------|--|----------------------------------|
| 2.21) | vg_comexp_sl | expected commercial (VAS) | West since 08/2005 East since 08/2005 | monthly survey monthly survey |

Wording of question

| | |
|--|---|
| <p>since 08/2005</p> <p>Expectations for the next 6 months</p> <p>In cyclical regards our state of business for XY will be</p> <p>Other than the variable 2.11) comexp the expected commercial is rated based on a visual analog scale</p> | <p>Further information</p> <p>Expected commercial (VAS)</p> |
|--|---|

Time span of variable





3. Special questions

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------|---------------------------|--|---|
| 3.1) | vg_ranord | range of orders in months | West 03/1980 to 09/2001 East 07/1992 to 07/1993 East 12/1993 to 09/2001 East and West since 01/2002 | Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct |

Wording of question

| 07/1992 to 09/2001 | Further information |
|--|---|
| No questionnaires for the East available | range of orders in months |
| 03/1980 to 09/2001 | * since 01/2002 instead of "currently" "momentarily" |
| Currently our order backlog for delivery of XY equates to a production duration of | |
| no backlog 1/2 1 2 3 4 5 6 7 8 9 10 state number of months | |
| up to about ... month(s) for more than 10, please | |
| since 01/2002 | |
| Momentarily our order backlog for delivery of XY equates to a production duration of | |
| no backlog 1/2 1 2 3 4 5 6 7 8 9 10 state number of months | |
| up to about ... month(s) for more than 10, please | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|---------------------------|--|---|
| 3.2) | vg_uticappc | capacity utilization in % | West 03/1980 to 09/2001 East 07/1992 to 07/1993 East 12/1993 to 09/2001 East and West since 01/2002 | Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct |

Wording of question

| 07/1992 to 09/2001 | Further information |
|--|---|
| No questionnaires for the East available | Capacity utilization in % |
| since 03/1980 | *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" |
| Currently** the utilization of our plants* to produce XY (full capacity utilization normal for the company = 100%) is up to | **since 01/2002 instead of "currently" "momentarily" |
| 30 40 50 60 70 75 80 85 90 95 100 more than 100% in fact: <input type="checkbox"/> | Coding in the dataset Number above the ticked field more than 100 % = handwritten entry or if just ticked = [120] |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|----------------------------------|--|---|
| 3.3) | vg_uticapap | capacity utilization (appraisal) | West 03/1980 to 09/2001 East 07/1992 to 07/1993 East 12/1993 to 09/2001 East and West since 01/2002 | Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct |

Wording of question

| 07/1992 to 09/2001 | Further information |
|--|---|
| No questionnaires for the East available | Appraisal of the technical capacity |
| | *09/94, 09/95, 09/96, 09/97, 09/98 09/99, 09/00, 09/01 |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>since 03/1980</p> <p>Taking into account our current order backlog and the and the new orders we expect for the next 12 months our technical capacities* for XY to be</p> <p style="text-align: center;">more than sufficient [1] sufficient [2] not sufficient [3]</p> | <p>*(only domestic)"</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="2"></td><td colspan="8">EAST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="7">WEST</td><td colspan="3"></td></tr> <tr><td colspan="7">EAST</td><td colspan="3"></td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | | | EAST | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|--------------|---------------------------|---|--|
| 3.4) | vg_constrain | constraints to production | West since 01/1980 East 01/1991 to 12/2000 East since 01/2001 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct |
|------|--------------|---------------------------|---|--|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> | <p>Further information</p> <p>Constraints to production</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>01/1980 to 10/2001</p> <p>Our domestic production of XY is currently constrained</p> <p style="text-align: center;"><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>since 01/2002</p> <p>Our domestic production is currently constrained</p> <p style="text-align: center;"><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="2"></td><td colspan="8">EAST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="7">WEST</td><td colspan="3"></td></tr> <tr><td colspan="7">EAST</td><td colspan="3"></td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | | | EAST | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|------------|----------------|---|---|
| 3.5) | vg_ordlack | lack of orders | West since 01/1980 East von 01/1991 to 12/2000 East since 01/2001 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Juli, Oct |
|------|------------|----------------|---|---|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|
| <p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> | <p>Further information</p> <p>Lack of orders</p> <p>*East 01/1991 to 12/2000 instead of "insufficient orders" "sales difficulties"</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>01/1980 to 10/2001</p> <p>Our domestic production of XY is currently constrained.</p> <p>If yes, by following factors:</p> <p style="text-align: center;">insufficient orders* [1] <input type="checkbox"/></p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>since 01/2002</p> <p>Our domestic production is currently constrained.</p> <p>If yes, by following factors:</p> <p style="text-align: center;">insufficient orders* [1] <input type="checkbox"/></p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | |

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

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------|------------------|---|--|
| 3.6) | vg_mplack | lack of manpower | West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct |

Wording of question

| Further information |
|---------------------|
| Lack of manpower |

| | |
|--------------------|---|
| 01/1991 to 10/2001 | No questionnaires for the East available |
| 01/1980 to 10/1995 | Our domestic production of XY is currently constrained. If yes, by following factors: lack of manpower [1] <input type="text"/> |
| 01/1996 to 10/2001 | Our domestic production of XY is currently constrained. If yes, by following factors: lack of qualified manpower [1] <input type="text"/> |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|------------|------------------|--|--|
| 3.7) | vg_matlack | lack of material | West since 01/1980 East since 01/2001 | Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct |

Wording of question

| Further information |
|---------------------|
| Lack of material |

| | |
|--------------------|---|
| 01/2001 to 10/2001 | No questionnaires for the East available |
| 01/1980 to 10/2001 | Our domestic production of XY is currently constrained. If yes, by following factors: lack of raw materials or pre-materials [1] <input type="text"/> |
| since 01/2002 | Our domestic production is currently constrained. If yes, by following factors: lack of raw materials or pre-materials [1] <input type="text"/> |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------|--------------------|---|---|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| 3.8) | vg_techcap | technical capacity | West since 01/1980 East 01/1991 to 12/2000 East since 01/2001 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> <p>01/1980 to 10/2001</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">insufficient technical capacity* [1] <input type="text"/></p> <p>since 01/2002</p> <p>Our domestic production is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">insufficient technical capacity [1] <input type="text"/></p> | | | | <p>Further information</p> <p>technical capacity</p> <p>*East 01/1991 to 12/2000 instead of "insufficient technical capacity" "insufficient technical endowment"</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td></td><td colspan="9">EAST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> </tbody> </table> | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | | EAST | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-------------|--------------------|-------------------------|---|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 3.9) | vg_bastlack | lack of back staff | West 10/1985 to 10/1995 | Jan, Apr, Jul, Oct | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>10/1985 to 12/1995</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">lack of manpower back staff [1] <input type="text"/></p> | | | | <p>Further information</p> <p>Lack of back staff</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td colspan="5">WEST</td><td></td> </tr> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> </tbody> </table> | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | WEST | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | |
|---|-----------|---------------------------|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 3.10) | vg_diffin | difficulties of financing | East 01/1991 to 12/2000 East and West since 01/2002 | monthly survey Jan, Apr, Jul, Oct | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>01/1991 to 12/2000</p> <p>No questionnaires for the East available</p> <p>since 01/2002</p> <p>Our domestic production is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">difficulties of financing [1] <input type="text"/></p> | | | | <p>Further information</p> <p>Production constraints by difficulties of financing</p> | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th> </tr> </thead> <tbody> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> </tbody> </table> | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | |

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|--------------------|--------------------------|------------------|
| 3.11) | vg_weather | weather conditions | East 02/1994 to 06/2000* | monthly survey |

Wording of question

| | |
|---|--|
| 01/1991 to 12/2000 | Further information |
| There are no questionnaires for the East available. The following wording is taken from previous lists of variables | Production constraints by weather conditions |
| 02/1994 to 06/2000 | *since 01/1999 sind kein Werte mehr in dem Datensatz enthalten |
| Our domestic production of XY is currently constrained. If yes, by following factors: | |
| unfavourable weather conditions [1] <input type="text"/> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|---------------------------|--|--|
| 3.12) | vg_skellack | lack of skilled employees | West 01/1991 to 10/1995 East and West since 01/2002 | Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct |

Wording of question

| | |
|--|----------------------------|
| since 01/2002 | Further information |
| Our domestic production of XY is currently constrained. If yes, by following factors: | Lack of skilled employees |
| Lack of skilled employees [1] <input type="text"/> | * see variable 3.6) mplack |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|---------------|---|--|
| 3.13) | vg_othrea | other reasons | West since 01/1996 East 01/1991 to 12/2000 East since 01/2001 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct |

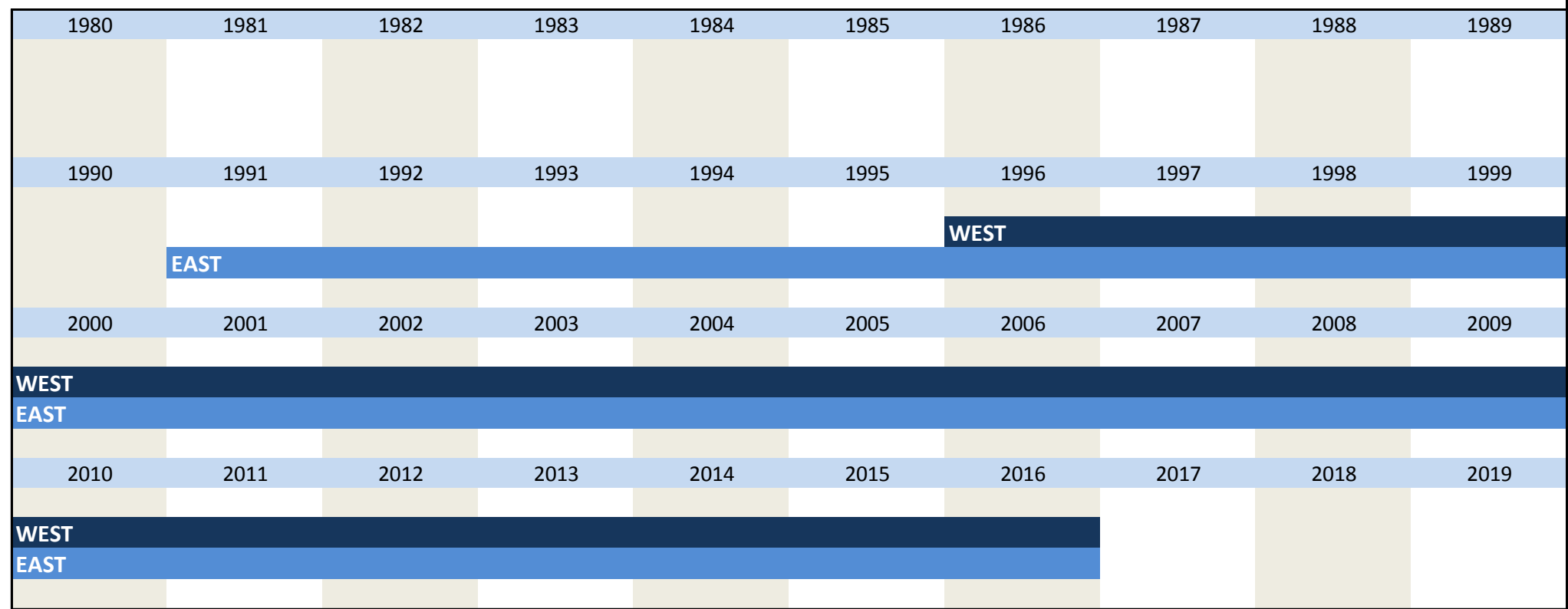
Wording of question

| | |
|--|------------------------------|
| 01/1991 to 10/2001 | Further information |
| No questionnaires for the East available | other factors/ other reasons |
| 01/1996 to 10/2001 | |
| Our domestic production of XY is currently constrained. If yes, by following factors: | |
| other factors [1] <input type="text"/> | |
| since 01/2002 | |

Our domestic production is currently constrained.
If yes, by following factors:

other factors [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|-----------------------|-------------------------|----------------|
| 3.14) | vg_proexpen | product too expensive | East 01/1991 to 12/2000 | monthly survey |
|-------|-------------|-----------------------|-------------------------|----------------|

Wording of question

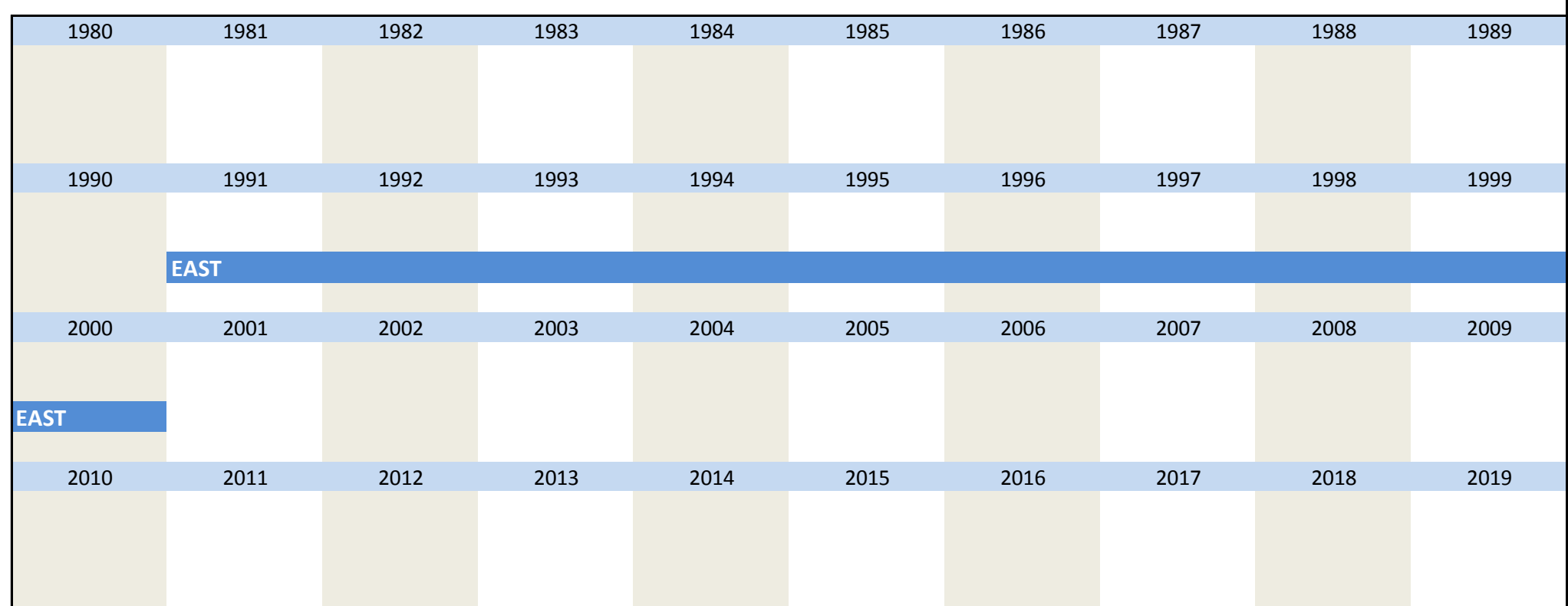
| Further information |
|------------------------|
| Products too expensive |

01/1991 to 12/2000
No questionnaires for the East available. The following wording is taken from previous lists of variables

01/1991 to 12/2000
Our domestic production of XY is currently constrained.
If yes, by following factors: sales difficulties, as

Products are too expensive [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|---------------------|-------------------------|----------------|
| 3.15) | vg_proqual | quality of products | East 01/1991 to 12/2000 | monthly survey |
|-------|------------|---------------------|-------------------------|----------------|

Wording of question

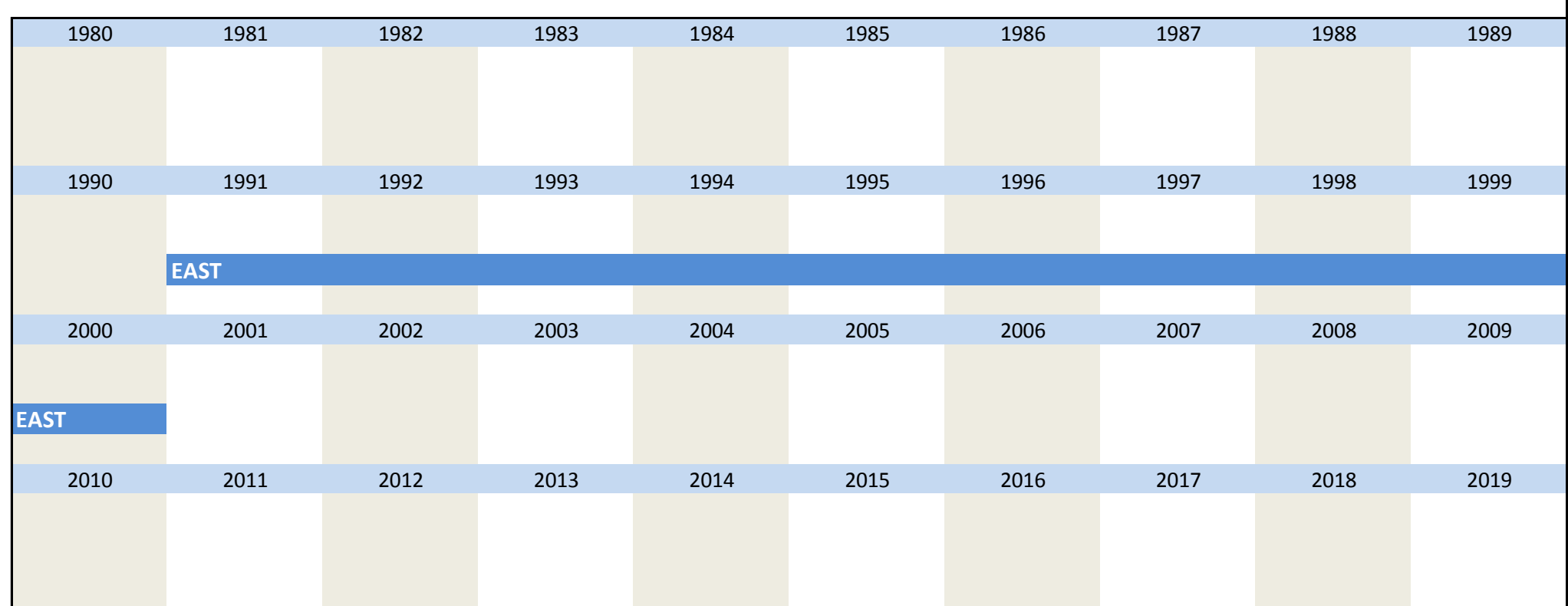
| Further information |
|---------------------|
| Quality of product |

01/1991 to 12/2000
There are no questionnaires for the East available. The following wording is taken from previous lists of variables

01/1991 to 12/2000
Our domestic production of XY is currently constrained.
If yes, by following factors: sales difficulties, as

quality of product insufficient [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16) **vg_propro** program of products East 01/1991 to 12/2000 monthly survey

Wording of question

| | |
|--|--|
| 01/1991 to 12/2000 There are no questionnaires for the East available. The following wording is taken from previous lists of variables | Further information Program of products |
| 01/1991 to 12/2000 Our domestic production of XY is currently constrained. If yes, by following factors: sales difficulties, as program of products insufficient [1] <input type="checkbox"/> | |

Time span of variable

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

No. Name Label Survey period Survey frequency

3.17) **vg_ovtime** overtime West since 01/1980 to 10/2001 Jan, Apr, Jul, Oct
East and West since 03/2002 Mrch, Jun, Sep, Dec

Wording of question

| | |
|--|---------------------------------|
| since 01/1980 We currently work with overtime <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2] | Further information Overtime |
|--|---------------------------------|

Time span of variable

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

No. Name Label Survey period Survey frequency

3.18) **vg_ovtimemo** overtime more than customary West since 01/1980 to 10/2001 Jan, Apr, Jul, Oct
East and West since 03/2002 Mrch, Jun, Sep, Dec

Wording of question

| | |
|---|---|
| since 01/1980 We currently work with overtime If yes, more than customary <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2] | Further information Overtime more than customary |
|---|---|

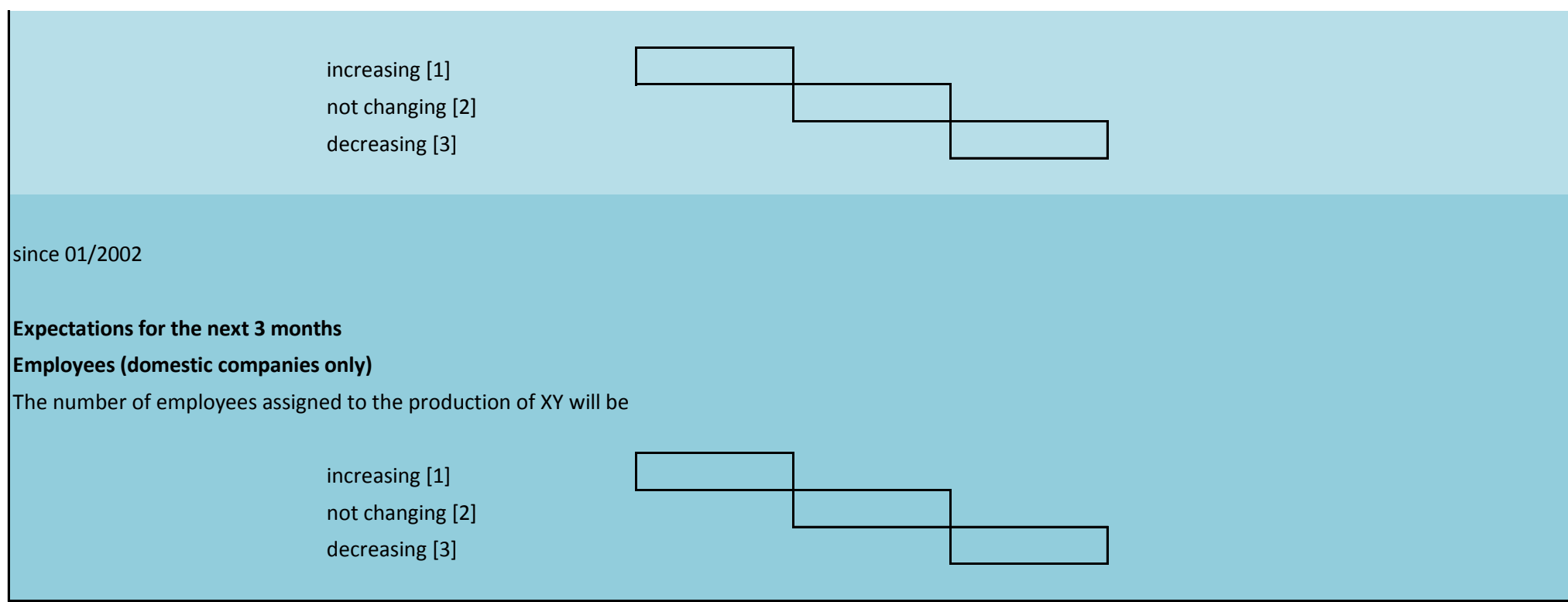
Time span of variable

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

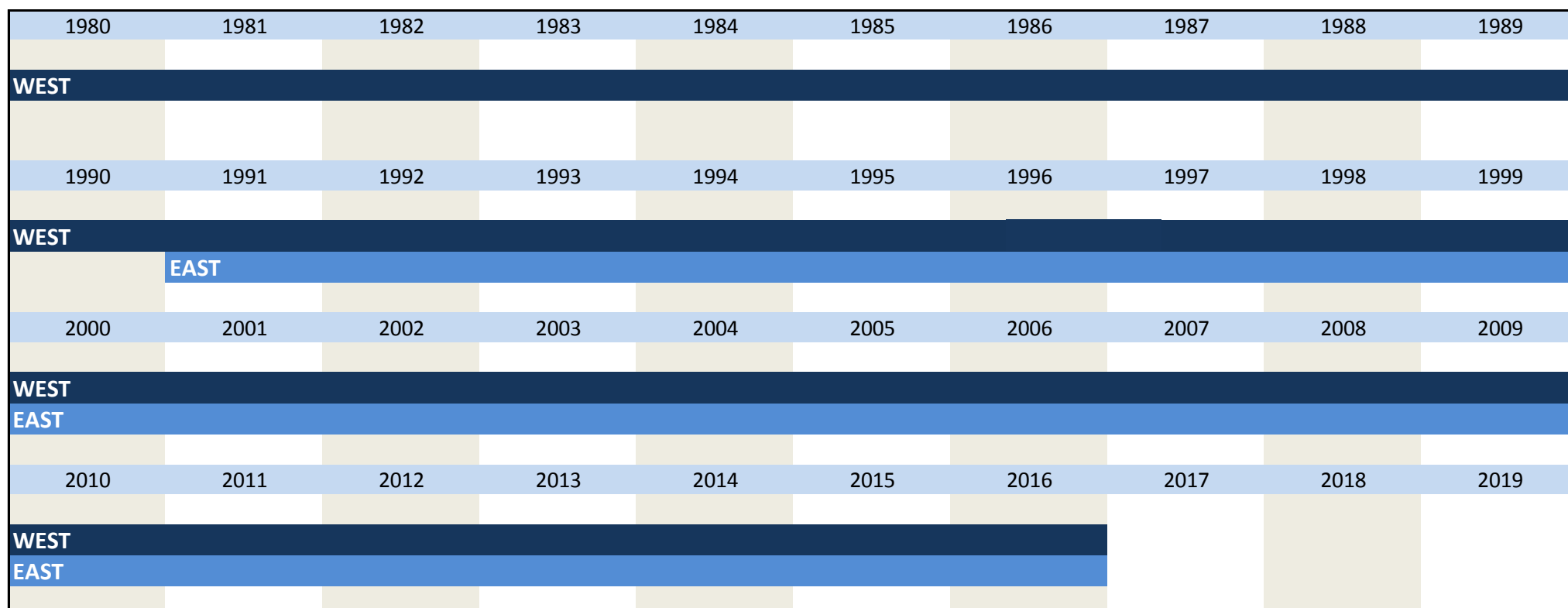
| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-----------|-----------------|--|---|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| 3.19) | vg_stwork | short-time work | West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 East and West since 01/2002 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> <p>since 01/1980</p> <p>We currently have short-time work</p> <p><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p> | | | <p>Further information</p> <p>Short-time work</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th> </tr> </thead> <tbody> <tr><td colspan="10">WEST</td></tr> <tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> <tr><td colspan="10">WEST</td></tr> <tr><td> </td><td>EAST</td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr> <th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th> </tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> </tbody> </table> | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | | EAST | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | WEST | | | | | | | | | | EAST | | | | | | | | | |
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| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------|--------------------------|--|---|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| 3.20) | vg_stworkexp | expected short-time work | West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 East and West since 01/2002 | Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> <p>01/1980 to 10/2001</p> <p>During the next 3 months we will expectedly work short-time</p> <p><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p> <p>since 03/2002</p> <p>During the next 3 months we will expectedly work short-time</p> <p><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p> | | | <p>Further information</p> <p>Expected short-time work</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th> </tr> </thead> <tbody> <tr><td colspan="10">WEST</td></tr> <tr><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> <tr><td colspan="10">WEST</td></tr> <tr><td> </td><td>EAST</td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr> <th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th> </tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> </tbody> </table> | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | | EAST | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--|------------|--------------------|---|---|
| 3.21) | vg_emplexp | expected employees | West 01/1980 to 04/1997 and since 07/1997 East since 01/1991 | Jan, Apr, Jul, Oct* monthly survey monthly survey |
| Wording of question | | | | |
| <p>01/1980 to 04/1997</p> <p>Employees (domestic companies only)</p> <p>During the next 3 months the number of employees assigned to the production of XY will be ... in cyclical regards - therefor by eliminating purely seasonal fluctuations</p> <p>increasing [1] <input type="checkbox"/> not changing [2] <input type="checkbox"/> decreasing [3] <input type="checkbox"/></p> <p>07/1997 to 11/2001</p> <p>Employees (domestic companies only)</p> <p>During the next 3 months the number of employees assigned to the production of XY will be</p> | | | <p>Further information</p> <p>Expected development of the number of total employees</p> <p>*10/1980 to 10/1993 the question for the West in October has the same structure as the question of the variable "empl". see 3.14)</p> <p>Standard question since 07/1997. see 2.14)</p> | |



Time span of variable

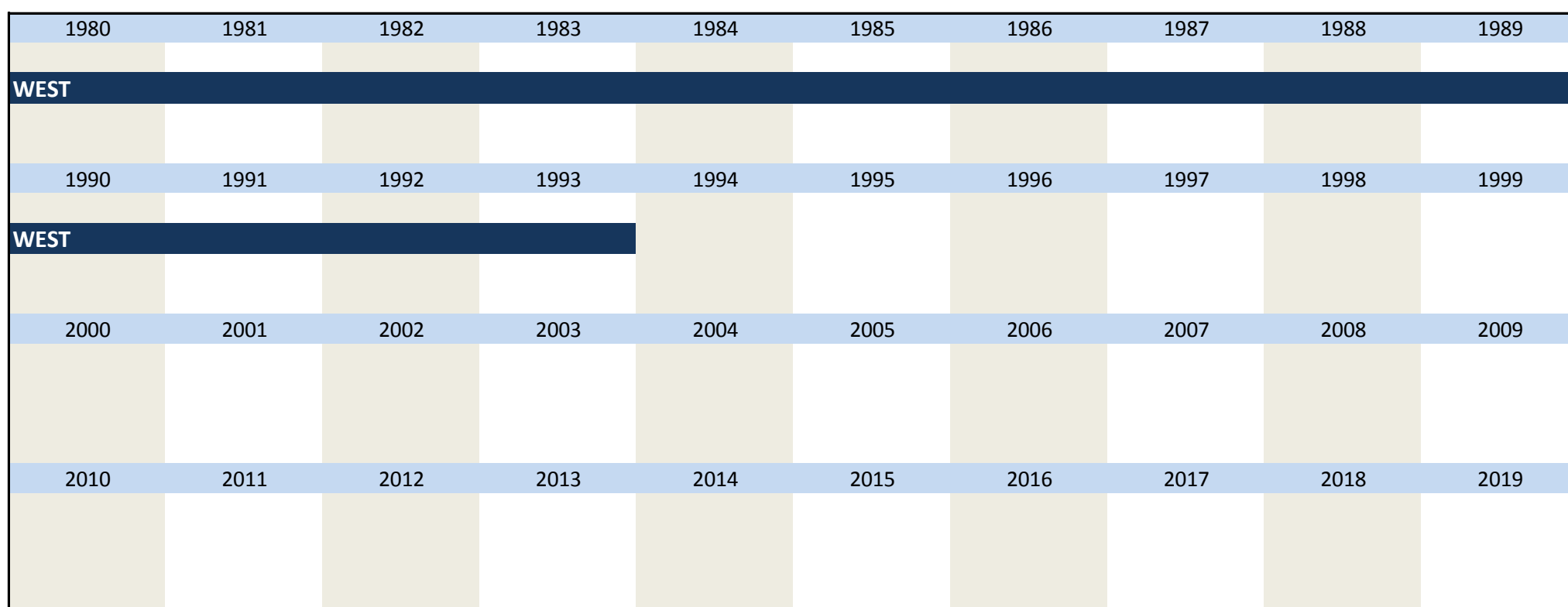


| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|--------------------|-------------------------|------------------|
| 3.22) | vg_empl | employees 12 month | West 10/1980 to 10/1993 | annual survey * |

Wording of question

| | |
|---|--|
| <p>10/1980 to 10/1993</p> <p>Employees</p> <p>In cyclical regards - therefor by eliminating purely seasonal flutuations - the number of employees assigned to the production of XY will be ... during the next...</p> <p>3 months* 12 months</p> <p>from month under report on**</p> <p>increasing [1] not changing [2] decreasing [3]</p> | <p>Further information</p> <p>Employees expectations</p> <p>**The expected occupation during the next 3 months is recorded by the variable "emplexp". see 3.13)</p> <p>10/1990 to 10/1993</p> <p>**additionally "from month under report on"</p> <p>* annual survey in October</p> |
|---|--|

Time span of variable

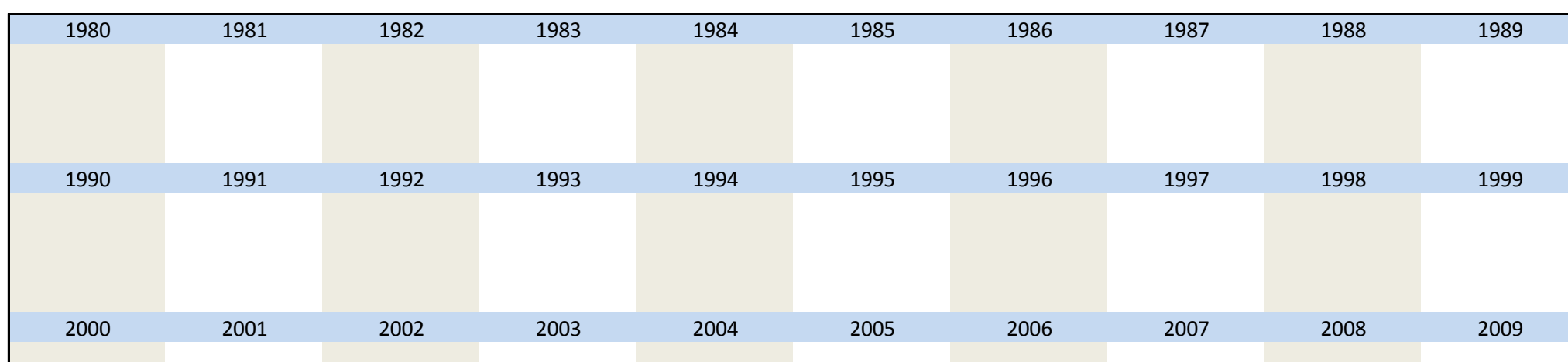


| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|------------------|--|----------------------|
| 3.23) | vg_prof | profit situation | West since 06/2002* East since 06/2002* | May, Sep May, Sep |

Wording of question

| | |
|--|--|
| <p>since 06/2002</p> <p>Profit situation and development</p> <p>[...]</p> <p>We currently consider the profit situation of our company - measured by the operating results from customary business operations - to be</p> <p>good [1] satisfying [2] bad [3]</p> | <p>Further information</p> <p>Current profit situation</p> <p>*in 2002: June and September</p> <p>The question was fed into an own dataset for the East 12/1995 to 11/2001</p> |
|--|--|

Time span of variable



| | | | | | | | | | | WEST |
|------|------|------|------|------|------|------|------|------|------|------|
| | | | | | | | | | | EAST |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| | | | | | | | | | | WEST |
| | | | | | | | | | | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|----------------------------|--|----------------------|
| 3.24) | vg_profch | change of profit situation | West since 06/2002* East since 06/2002* | May, Sep May, Sep |

Wording of question

| | |
|---|--|
| <p>since 06/2002</p> <p>Profit situation and development [...] As compared to fall 20## the profit situation of our company - measured by the operating results from customary business operations -</p> <p>improved [1] did not change [2] deteriorated [3]</p> | <p>Further information</p> <p>Change of profit situation compared to previous quarter</p> <p>*in 2002: June and September</p> <p>In May the wording of the question is: "As compared to fall 20##..." It is inquired after previous fall e.g. May 2003: "As compared to fall 2002..."</p> <p>In september the wording of the question is: "As compared to the 1st quarter of 20##..." it is inquired after the first quarter of the current year e.g. September 2004: "As compared to the 1st quarter of 2004..."</p> <p>The question was fed into an own dataset for the East 12/1995 to 11/2001</p> |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-----------|---|--|
| 3.25) | vg_hcount | headcount | West 03/2002 - 12/2015 East 09/1994 - 12/2015* | Mrch, Jun, Sep, Dec Mrch, Jun, Sep, Dec |

Wording of question

| | |
|---|---|
| <p>09/1994 to 12/2001</p> <p>No questionnaires for the East available</p> <p>since 03/2002</p> <p>We consider our head count with respect to the expected sales development of XY during the next 12 months to be</p> <p>relatively high [1] (e.g. reduction of staff necessary)</p> <p>sufficient [2]</p> <p>too low [3] (e.g. additional staff necessary)</p> | <p>Further information</p> <p>Development of the headcount</p> <p>* no inquiry in Dec 2001 but in Nov 2001</p> |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|-----------|-------------------------|--------------------|
| 3.26) | vg_fest | feedstock | West 02/1980 to 05/1994 | Feb, May, Aug, Nov |

Wording of question

| | |
|--|---|
| <p>since 02/1980</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently</p> <p>relatively high [1] normal [2] relatively low [3] stock-keeping not usual [4]</p> | <p>Further information</p> <p>feedstock</p> <p>Not inquired in November 1981</p> |
|--|---|

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|---------------------------|-------------------------|--------------------|
| 3.27) | vg_proenl | enlargement of production | West 08/1981 to 02/1993 | Feb, May, Aug, Nov |

Wording of question

| | |
|--|---|
| <p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively high: We currently have a high stock because of</p> <p style="text-align: right;">enlargement of production [1] <input type="text"/></p> | <p>Further information</p> <p>enlargement of production</p> <p>**"currently" since 02/1988</p> |
|--|---|

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|-------------------|-------------------------|--------------------|
| 3.28) | vg_priceinc | increase in price | West 08/1981 to 02/1993 | Feb, May, Aug, Nov |

Wording of question

| | |
|---|--|
| <p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively high: We currently have a high stock because of</p> <p style="text-align: right;">expected increase in price [1] <input type="text"/></p> | <p>Further information</p> <p>Increase in price</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p> |
|---|--|

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|------------------------|-------------------------|--------------------|
| 3.29) | vg_fincolow | low costs of financing | West 05/1982 to 02/1993 | Feb, May, Aug, Nov |

Wording of question

| | |
|---|---|
| <p>since 05/1982</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently</p> | <p>Further information</p> <p>low costs of financing</p> |
|---|---|

[...]
if relatively high:
 We currently have a high stock because of

relatively low costs of financing [1]

**"currently" since 02/1988

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|------------------------|-------------------------|--------------------|
| 3.30) | vg_diffsup1 | difficulties of supply | West 08/1981 to 02/1993 | Feb, May, Aug, Nov |

Wording of question

since 08/1981

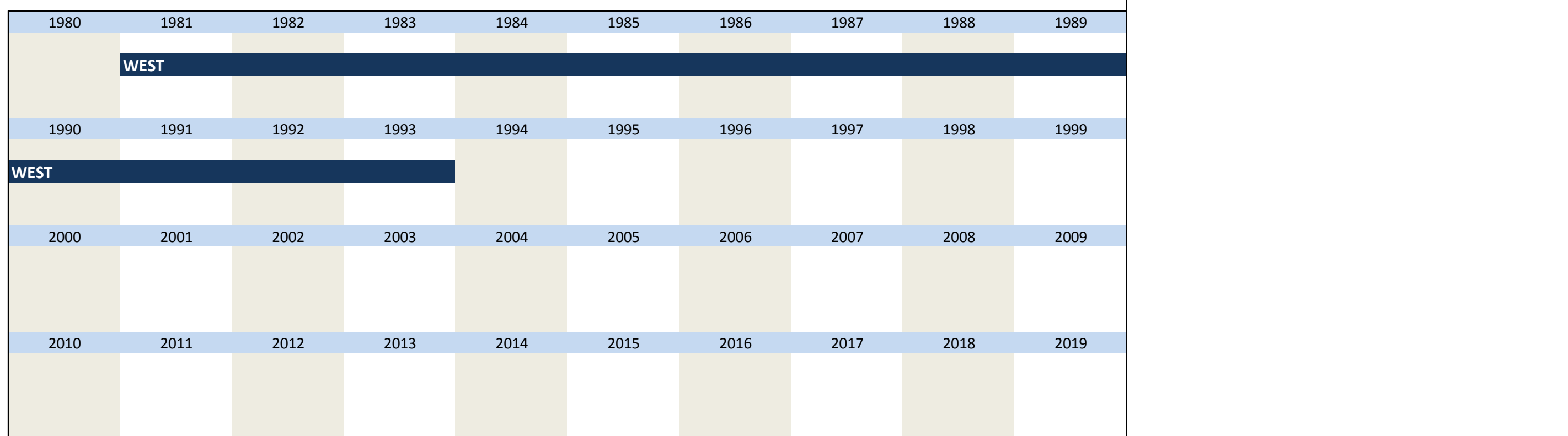
Feedstock
 Our stock of the most important raw materials and pre-materials to produce XY is currently [...]

if relatively high:
 We currently have a high stock because of

difficulties of supply [1]

Further information
 difficulties of supply
 **"currently" since 02/1988
 Not inquired in November 1981

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-----------|-------------------------|--------------------|
| 3.31) | vg_weaken | weakening | West 08/1981 to 02/1993 | Feb, May, Aug, Nov |

Wording of question

since 08/1981

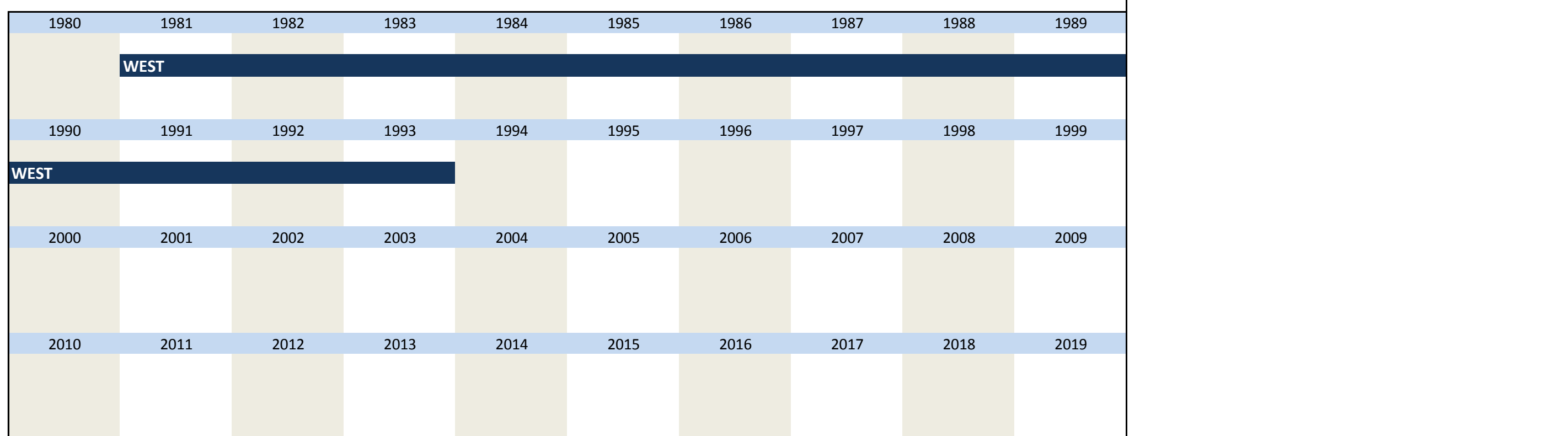
Feedstock
 Our stock of the most important raw materials and pre-materials to produce XY is currently [...]

if relatively high:
 We currently have a high stock because of

The feedstock increased due to a
 a weakening (in demand) [1]

Further information
 weakening
 **"currently" since 02/1988
 Not inquired in November 1981

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively low: We currently have a low stock on purpose because of</p> <p style="text-align: right;">reduction in production [1] <input type="text"/></p> | <p>Further information</p> <p>Reduction of production</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10" style="text-align: center;">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10" style="text-align: center;">WEST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively low: We currently have a low stock on purpose because of</p> <p style="text-align: right;">expected price decline [1] <input type="text"/></p> | <p>Further information</p> <p>price decrease</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10" style="text-align: center;">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10" style="text-align: center;">WEST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>since 05/1982</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively low: We currently have a low stock on purpose because of</p> <p style="text-align: right;">unusual high costs of financing [1] <input type="text"/></p> | <p>Further information</p> <p>high costs of financing</p> <p>**"currently" since 02/1988</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10" style="text-align: center;">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10" style="text-align: center;">WEST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | WEST | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | WEST | | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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|--|--|--|--|--|--|
| | | | | | |
|--|--|--|--|--|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|------------------------|-------------------------|--------------------|
| 3.35) | vg_diffsup2 | difficulties of supply | West 08/1981 to 02/1993 | Feb, May, Aug, Nov |
|-------|-------------|------------------------|-------------------------|--------------------|

Wording of question

| | |
|---|--|
| <p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...] if relatively low: The feedstock became scarce due to</p> <p style="text-align: center;">difficulties of supply [1] <input type="text"/></p> | <p>Further information</p> <p>Difficulties of supply</p> <p>Not inquired in November 1981</p> |
|---|--|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|---------------|-------------------------|--------------------|
| 3.36) | vg_strength | strengthening | West 08/1981 to 02/1993 | Feb, May, Aug, Nov |
|-------|-------------|---------------|-------------------------|--------------------|

Wording of question

| | |
|--|---|
| <p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...] if relatively low: The feedstock became scarce due to</p> <p style="text-align: center;">strengthened production [1] <input type="text"/></p> | <p>Further information</p> <p>strengthened production</p> <p>Not inquired in November 1981</p> |
|--|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|--------------------|--|--|
| 3.37) | vg_festwe | feedstock in weeks | West 02/1980 - 11/2014 East 02/2001 - 11/2014 | Feb, May, Aug, Nov Feb, May, Aug, Nov |
|-------|-----------|--------------------|--|--|

Wording of question

| | |
|---|--|
| <p>02/2001 to 11/2001</p> <p>No questionnaires for the East available</p> | <p>Further information</p> <p>Feedstock in weeks</p> <p><u>meaning in dataset:</u> "no feedstock" = 0 weeks "less than 1/2" = 0,3 weeks "more than 6, in fact", but just ticked = 8 weeks</p> |
| <p>02/1980 to 08/1981</p> <p>Feedstock Our feedstock is currently sufficient for</p> <p style="text-align: center;">less than 0,5 0,5 1 2 3 4 5 6 more than 6, in fact</p> <p>weeks of production (measured by the current extent of production)</p> | |
| <p>11/1981 to 02/1994</p> <p>Feedstock Our stock of the raw materials and pre-materials most important to us are currently sufficient for</p> | |

no feedstock | than 0,5 | less | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

weeks of production (measured by the current extent of production)

05/1994

Feedstock
Our stock of the most important raw materials and pre-materials to produce XY is currently [...] They are currently sufficient for

no feedstock | than 0,5 | less | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

weeks of production (measured by the current extent of production)

08/1994 to 11/2001

Feedstock
Our stock of the raw materials and pre-materials most important to us for the production of XY are currently sufficient for

no feedstock | than 0,5 | less | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

weeks of production (measured by the current extent of production)

since 02/2002

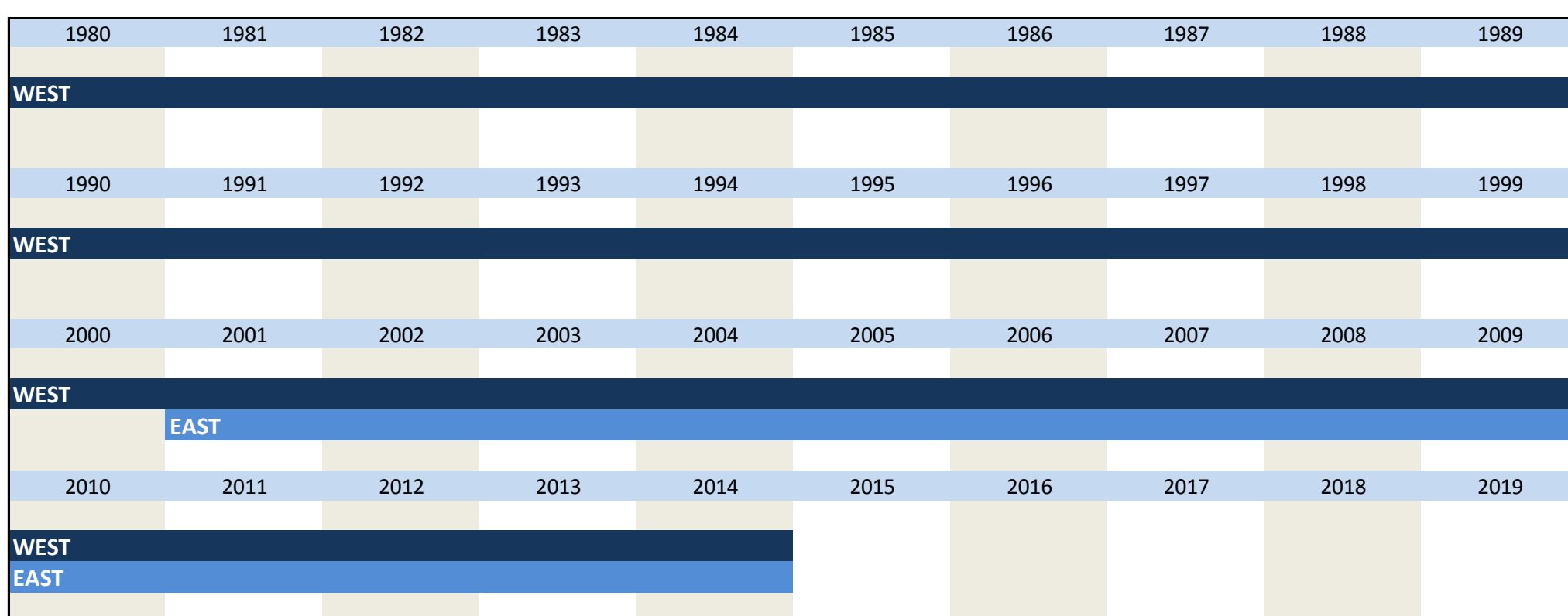
Feedstock
Our stock of the raw materials and pre-materials most important to us for the production of XY are currently sufficient for

no feedstock | than 0,5 | less | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

Produktion von ... weeks**

**measured by the current extent of production

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-------------------------------|--|--|
| 3.38) | vg_stinwe | stock of inventories in weeks | West 02/1980 - 11/2014 East 02/2001 - 11/2014 | Feb, May, Aug, Nov Feb, May, Aug, Nov |

Wording of question

02/2001 to 11/2001

No questionnaires for the East available

02/1980 to 08/1981

Stock of inventories
Our stock of unsold finished goods of XY currently equates to

less than 0,5 | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

weeks of production (measured by the current extent of production)

11/1981 to 11/2001

Stock of inventories
Our stock of unsold finished goods of XY currently equates to

no inventories | than 0,5 | less | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

weeks of production (measured by the current extent of production)

since 02/2002

Stock of inventories
Our stock of unsold finished goods of XY currently equates to a

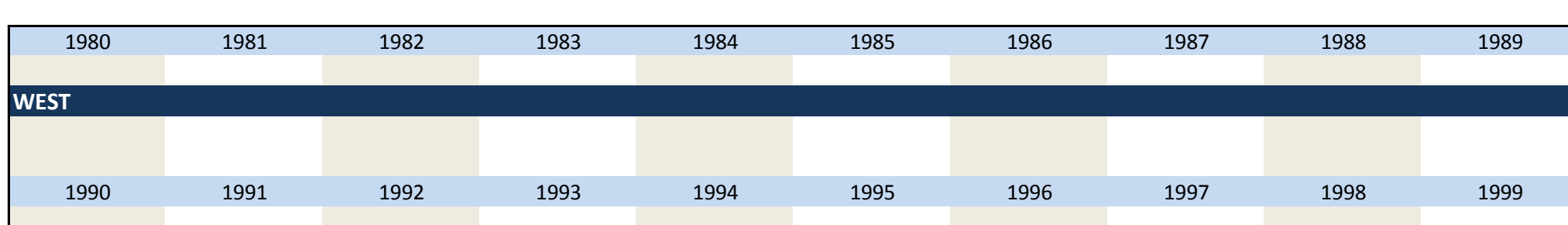
no inventories | than 0,5 | less | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact

production of ... weeks**

**measured by the current extent of production

Further information
Stock of inventories in weeks in weeks
* 08/1980
"no stock of inventories" = 0 weeks
"less than 1/2" = 0,3 weeks
"more than 6, in fact", but just ticked = 8 weeks

Time span of variable



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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|-------------------------|---|---|
| 3.39) | vg_emppro2 | employees in production | West 09/1980 to 10/2001 East 01/1991 to 06/2001 East and West since 11/2001 | annual survey* monthly survey annual survey** |
|-------|------------|-------------------------|---|---|

Wording of question

| Survey period | Wording of question | Further information |
|--------------------|--|---|
| 01/1991 to 11/2001 | No questionnaires for the East available | Employees in production for XY |
| 09/1980 | Number of employees (employees and workers, state September 1980) assigned to the production of XY about persons | * annual survey 1980: inquiry in September 1981 - 2000: inquiry in October 1994: no inquiry ** annual survey in November |
| 10/1981 to 10/1997 | Number of employees State: End of [month] [year]*** We occupy [...] persons in the whole company (domestic companies only). Thereof are assigned to the production of XY. persons | Note West: The data is only inquired annually but appears in the datasets monthly. This is due to the fact, that every month the data of the annual survey is transferred manually. The data of the current survey is normally transferred 2-3 months after the survey Example: For November, December 2002 the variable emppro2 contains the value of the survey from November 2001. Since January 2003 the variable emppro2 contains the value of the survey from Nov 02 |
| 10/1998 | Number of employees We occupy [...] persons in the whole company (domestic companies only). Thereof are assigned to the production of XY. persons | ***West 10/1995 to 10/1997 Month and year of the previous reporting interval Example 10/1995: "State: End of September 1995" East 01/1991 to 06/2000 "State: End of month under reports" |
| since 10/1999 | Number of employees We occupy [...] persons in the whole company (domestic companies only). Thereof are assigned to the production of XY. persons (possibly estimations by share of revenue) | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|----------------------------|-------------------------|----------------|
| 3.40) | vg_emplinc | increase of employees in % | East 01/1991 to 12/2000 | monthly survey |
|-------|------------|----------------------------|-------------------------|----------------|

Wording of question

| Survey period | Wording of question | Further information |
|--------------------|---|---|
| 01/1991 to 12/2000 | There are no questionnaires for the East available. The following wording is taken from previous lists of variables | Increase of employees for the production of XY in % |
| 01/1991 to 12/2000 | During the next 3 months the number of employees assigned to the production of XY will [...] in cyclical regards - therefor by eliminating purely seasonal fluctuations increase by about% | |

Time span of variable

| | | | | | | | | | | |
|--|------|------|------|------|------|------|------|------|------|------|
| | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| | | | | | | | | | | |
| | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| | | | | | | | | | | |
| | EAST | | | | | | | | | |
| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|
| EAST | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|------|------|------|------|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|----------------------------|-------------------------|----------------|
| 3.41) | vg_empldec | decrease of employees in % | East 01/1991 to 12/2000 | monthly survey |
|-------|------------|----------------------------|-------------------------|----------------|

Wording of question

| | |
|---|--|
| 01/1991 to 12/2000 There are no questionnaires for the East available. The following wording is taken from previous lists of variables | Further information Decrease of employees for the production in % |
| 01/1991 to 12/2000 During the next 3 months the number of employees assigned to the production of XY will [...] in cyclical regards - therefor by eliminating purely seasonal fluctuations decrease by about% | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|------------|-------------------------------|---|--|
| 3.42) | vg_compos1 | national competitive position | East and West 08/1994 to 11/2001 East and West since 01/2002 | Feb, May, Aug, Nov Jan, Apr, Jul, Oct |
|-------|------------|-------------------------------|---|--|

Wording of question

| | |
|---|--|
| 08/1994 to 11/2001 No questionnaires for the East available | Further information National competitive position |
| 08/1994 to 05/2001 and During the last 3 months our competitive position for XY on the domestic market improved [1] has not changed [2] declined [3] | |
| since 08/2001 During the last 3 months our competitive position for XY on the domestic market [...] compared to the 3 prior months. improved [1] has not changed [2] declined [3] | |

Time span of variable

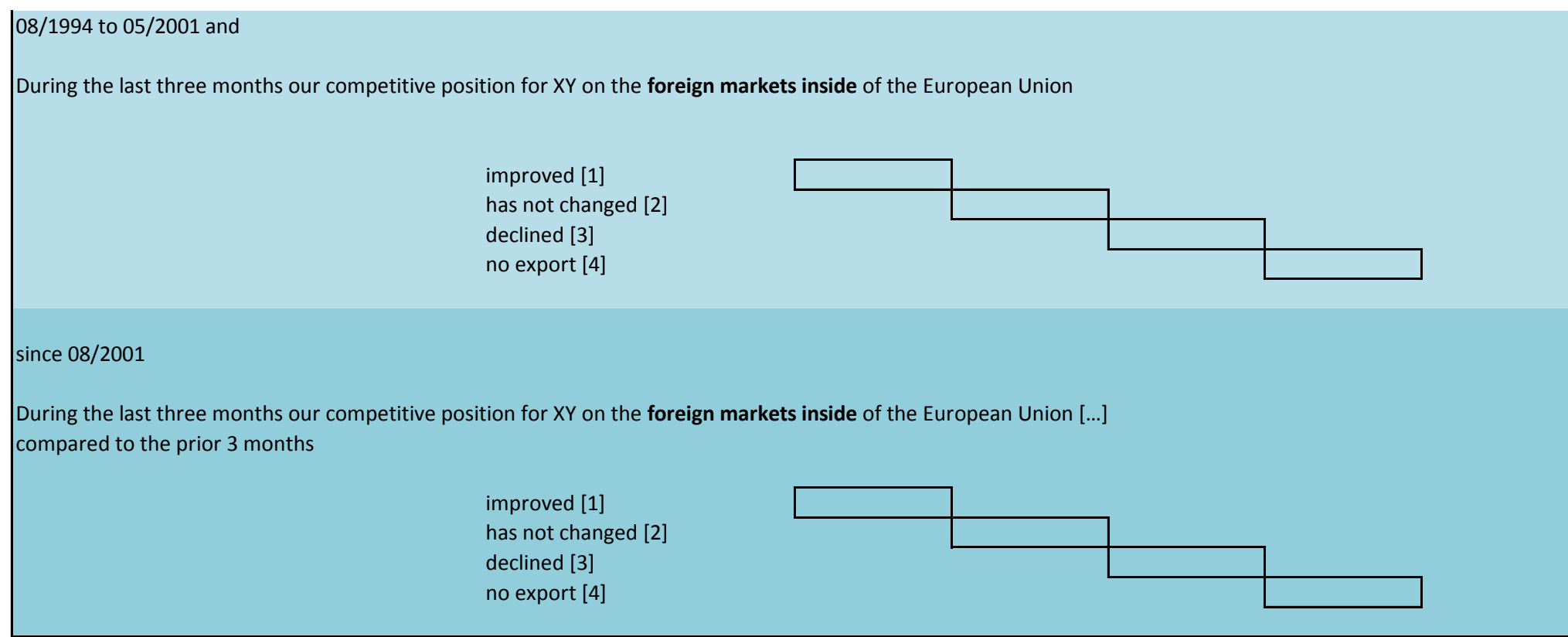
| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |
| 2000 |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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

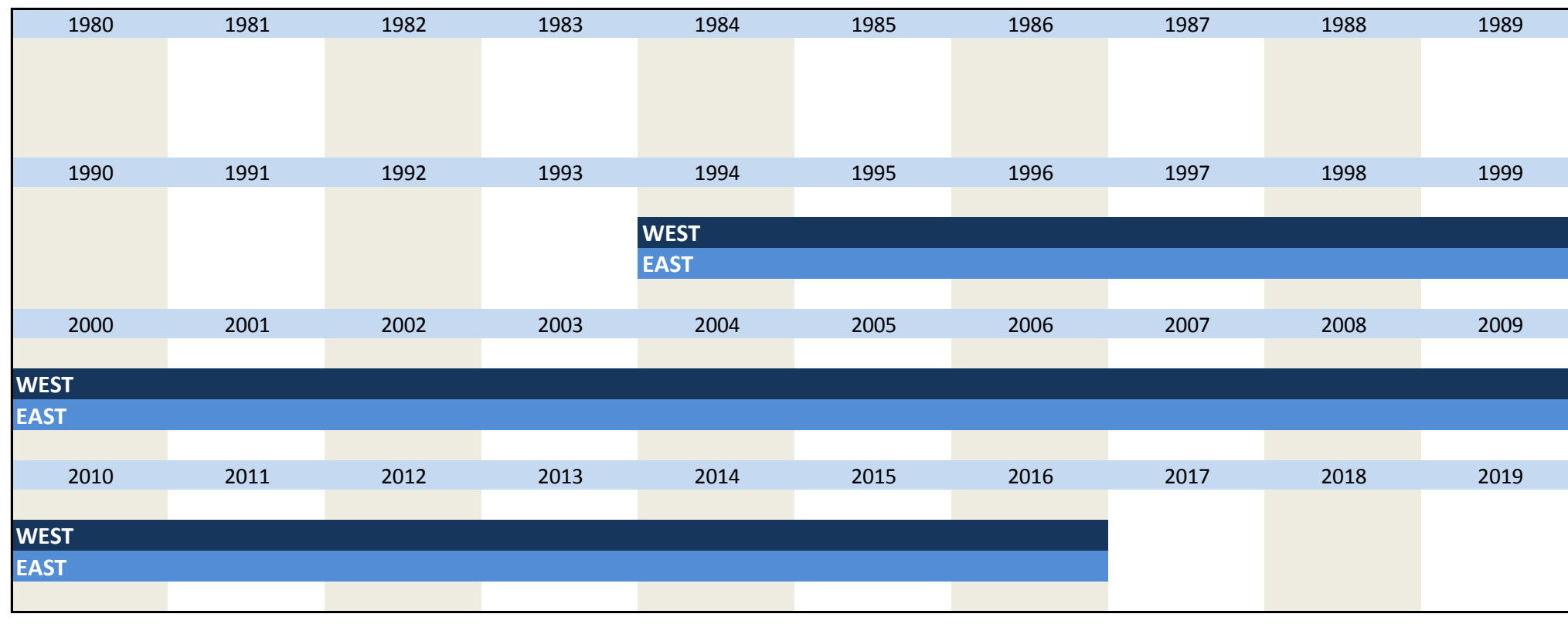
| | | | | |
|-------|------------|-------------------------|---|--|
| 3.43) | vg_compos2 | EU competitive position | East and West 08/1994 to 11/2001 East and West since 01/2002 | Feb, May, Aug, Nov Jan, Apr, Jul, Oct |
|-------|------------|-------------------------|---|--|

Wording of question

| | |
|--|--|
| 08/1994 to 11/2001 No questionnaires for the East available | Further information EU competitive position |
|--|--|

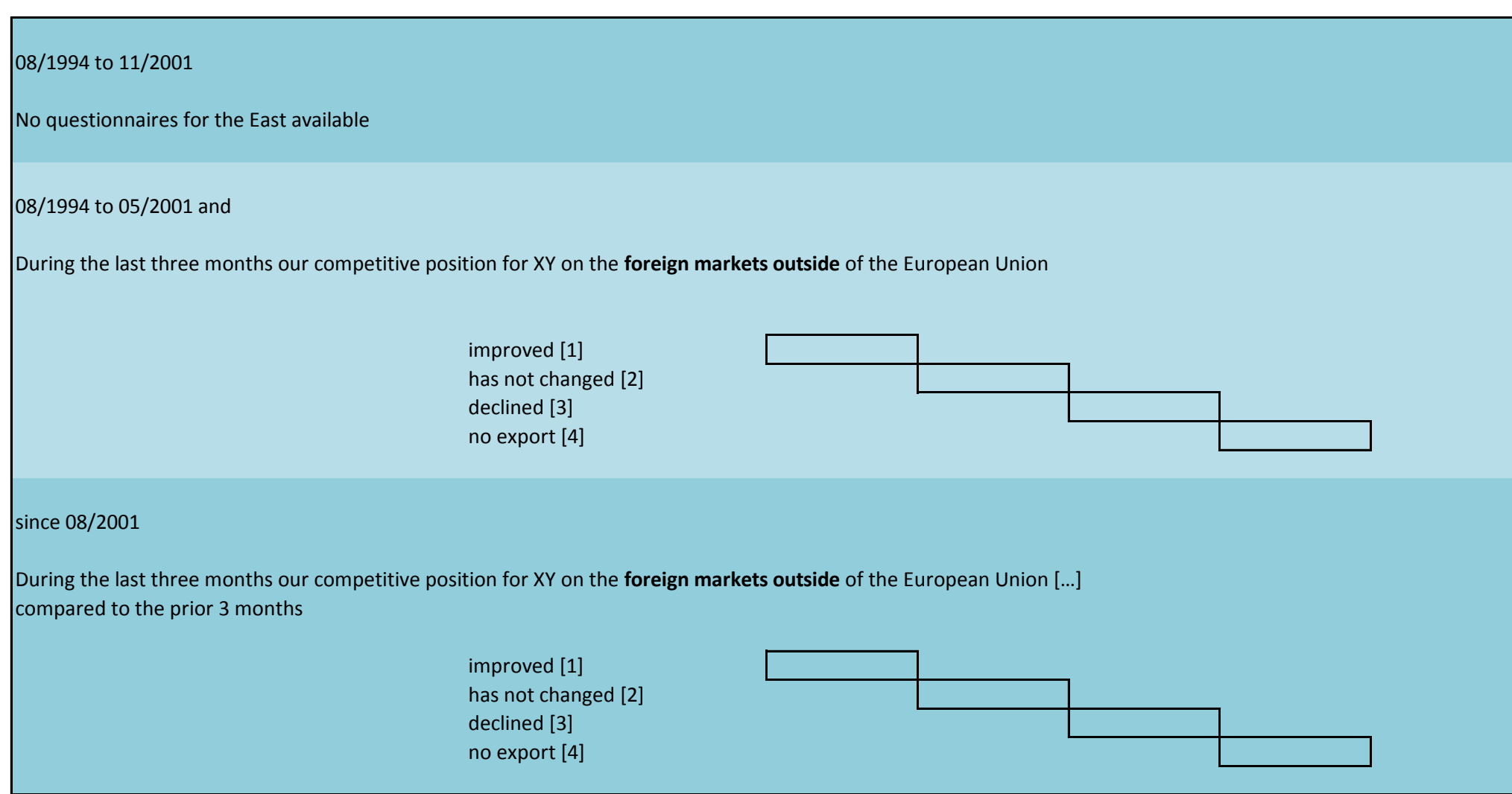


Time span of variable



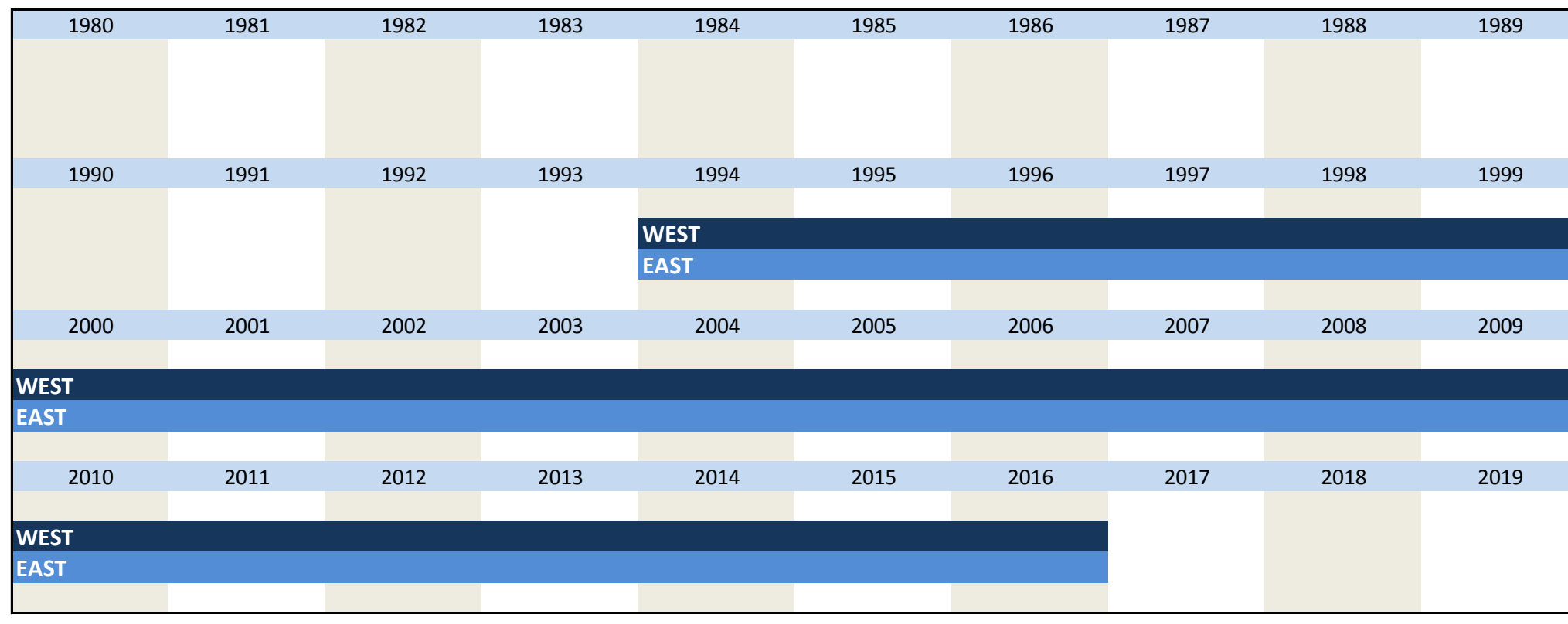
| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|-----------------------------|---|--|
| 3.44) | vg_compos3 | competitive position abroad | East and West 08/1994 to 11/2001 East and West since 01/2002 | Feb, May, Aug, Nov Jan, Apr, Jul, Oct |

Wording of question



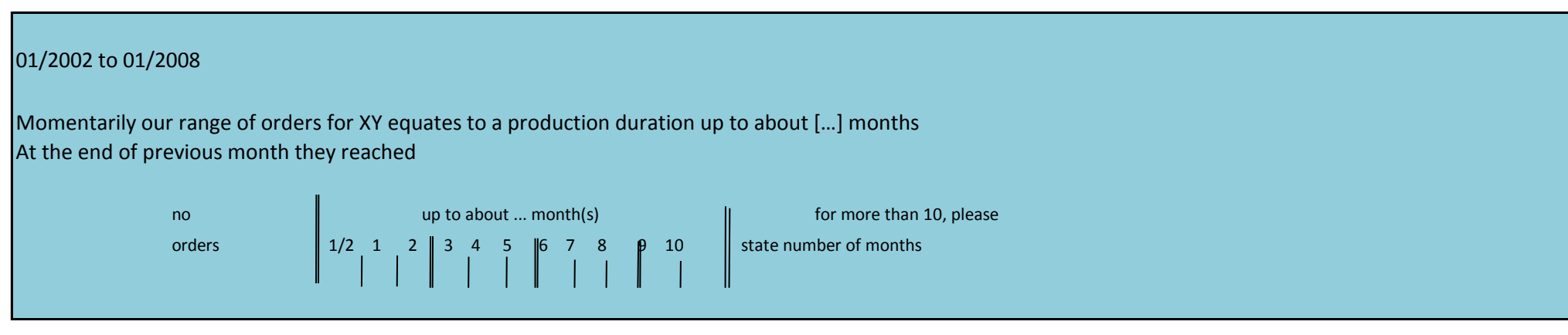
Further information
Competitive position abroad

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|--|----------------------------------|--------------------|
| 3.45) | vg_ranord2 | range of orders in months (end of prev. month) | East and West 01/2002 to 01/2008 | Jan, Apr, Jul, Oct |

Wording of question



Further information
Range of orders in months (end of prev. Month)
Note
Due to the alignment of economic cycle surveys inside of the EU the wording of the questions was adapted to the survey periods of the countries. This would have caused the questions regarding the range of orders to be shifted by about one month.
That is why the question regarding the range of orders was posed twice since the first quarter of 2002, with the distinction that it is inquired after the running month (ranord) and the

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 |

previous month (ranord2)

Coding in the dataset
 none = [0]
 less than 1/2 = [5]
 1 = [10]
 5 = [50]
 9 = [90]
 more than 10 = handwritten entry
 or if just ticked = [120]
 2 = [20] 3 = [30] 4 = [40]
 6 = [60] 7 = [70] 8 = [80]
 10 = [100]

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|--|----------------------------------|--------------------|
| 3.46) | vg_uticappc2 | capacity utilization in % (end of prev. month) | East and West 01/2002 to 01/2008 | Jan, Apr, Jul, Oct |

Wording of question

| | |
|---|--|
| <p>01/2002 to 01/2008</p> <p>No questionnaires for the East available</p> <p>01/2002 to 01/2008</p> <p>Currently the capacity utilization of our plant to produce XY (customary full capacity utilization = 100%) is up to [...] % in the previous month it was up to</p> <p style="text-align: center;"> <input type="checkbox"/> 30 <input type="checkbox"/> 40 <input type="checkbox"/> 50 <input type="checkbox"/> 60 <input type="checkbox"/> 70 <input type="checkbox"/> 75 <input type="checkbox"/> 80 <input type="checkbox"/> 85 <input type="checkbox"/> 90 <input type="checkbox"/> 95 <input type="checkbox"/> 100 <input type="checkbox"/> more than 100% in fact: </p> | <p>Further information</p> <p>Capacity utilization in % (end of prev. Month)</p> <p>Coding in the dataset Number above the ticked box more than 100 % = handwritten entry or if just ticked = [120]</p> |
|---|--|

Time span of variable

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

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-----------|---|---|
| 3.47) | vg_emppro | employees | West 01/1991 to 10/2001 East 01/1991 to 06/2001 East and West since 11/2001 | annual survey* monthly survey annual survey** |

Wording of question

| | |
|---|--|
| <p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> <p>10/1991 to 10/1997</p> <p>Number of employees State: End [month] [year]***</p> <p>In the whole company (domestic companies only) we occupy</p> <p style="text-align: center;">..... persons</p> <p>since 10/1998</p> <p>Number of employees</p> <p>In the whole company (domestic companies only) we occupy</p> <p style="text-align: center;">..... persons</p> | <p>Further information</p> <p>persons occupied in the company</p> <p>*1991 - 2000: inquiry in October 1994: no inquiry **annual survey in November</p> <p>Note West: The data is only inquired annually but appears in the datasets monthly. This is due to the fact, that every month the data of the annual survey is transferred manually. The data of the current survey is normally transferred 2-3 months after the survey</p> <p>Example: For November, December 2002 the variable emppro contains the value of the survey from November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov 02</p> |
|---|--|

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

WEST
EAST

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.48) **vg_credit** credit allocation

West 06/2003 to 08/2008
and since 11/2008

Mrch, Aug
monthly survey

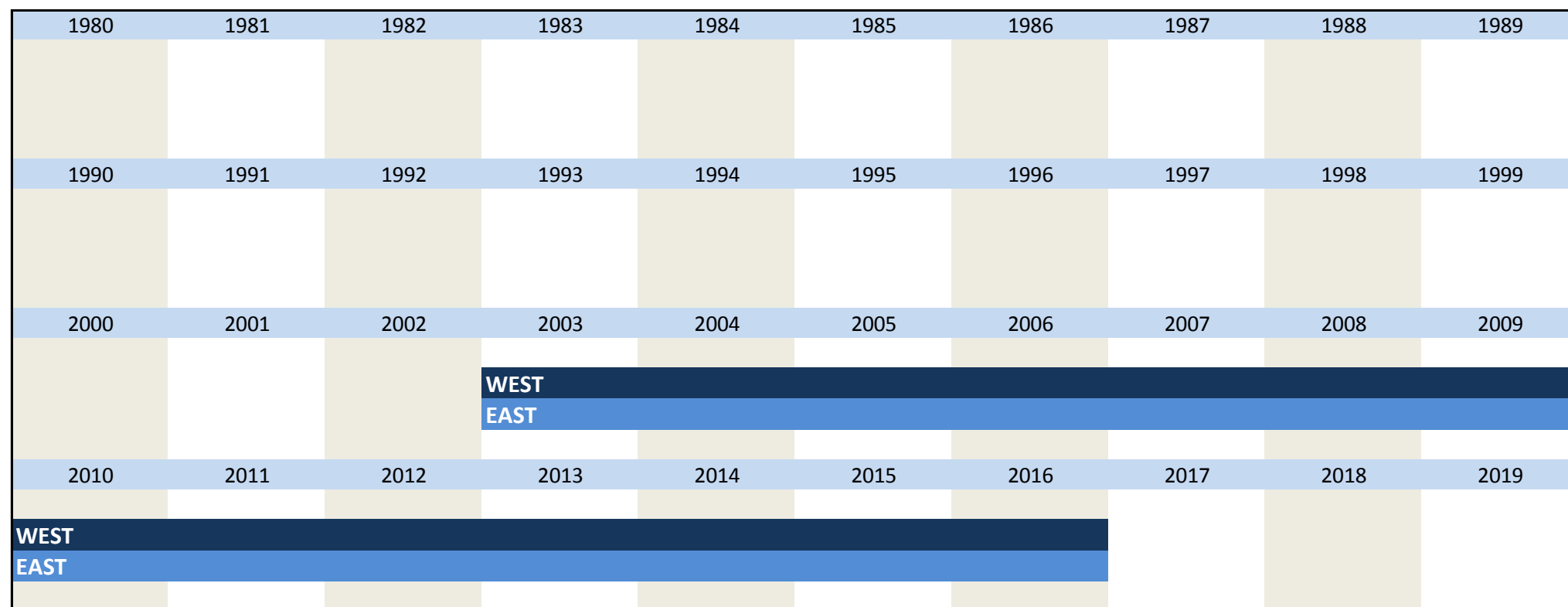
East 06/2003 to 08/2008
and since 11/2008

Mrch, Aug
monthly survey

Wording of question

| | |
|--|--|
| <p>since 07/2003</p> <p>How do you evaluate the current willingness of banks to grant loans?</p> <p style="text-align: center;"> <input type="checkbox"/> accommodating [1] <input type="checkbox"/> normal [2] <input type="checkbox"/> reserved [3] </p> | <p>Further information</p> <p>Credit allocation</p> <p>2003: June, August</p> <p>Standard question since 11/2008. see 2.19)</p> |
|--|--|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.49) **vg_j1** Japan crisis q1

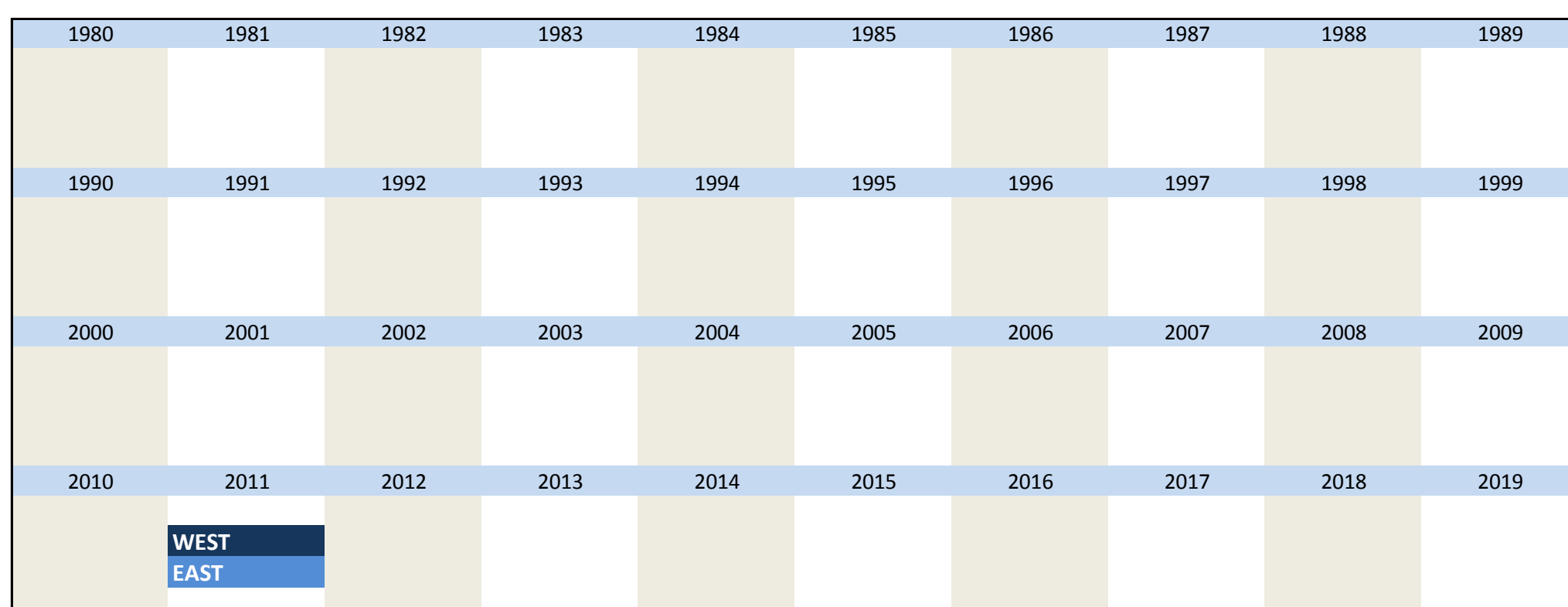
East and West 05/2011

once

Wording of question

| | |
|--|--|
| <p>05/2011</p> <p>Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?</p> <p>currently: <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2] </p> | <p>Further information</p> <p>Japan crisis question 1</p> |
|--|--|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.50) **vg_j2** Japan crisis q2

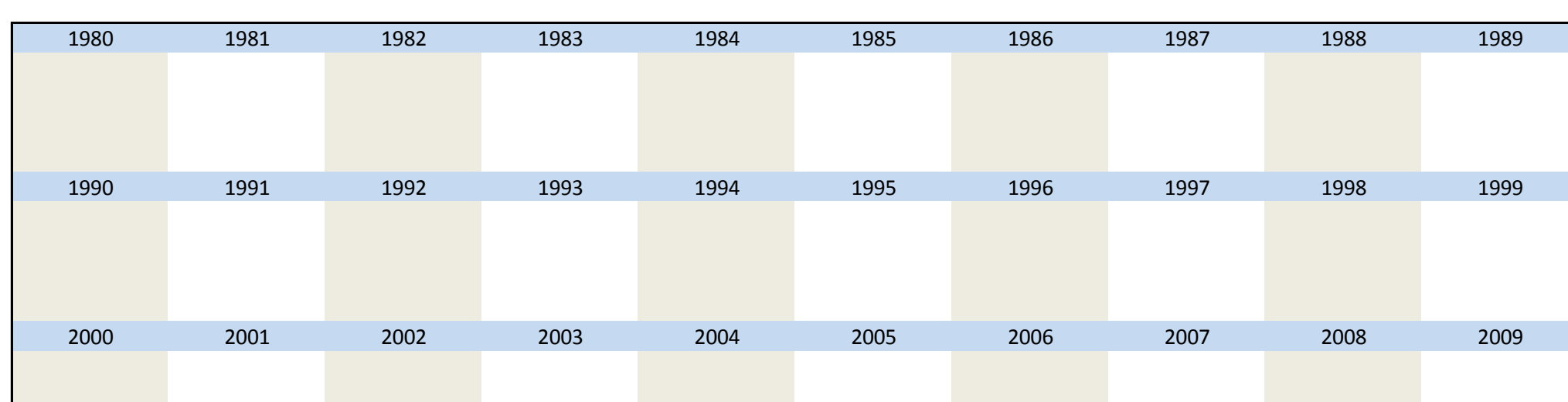
East and West 05/2011

once

Wording of question

| | |
|---|--|
| <p>05/2011</p> <p>Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?</p> <p>currently: <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2] If yes: (reference to question J1) Our methods: Other suppliers </p> | <p>Further information</p> <p>Japan crisis question 2</p> |
|---|--|

Time span of variable



| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | WEST | | | | | | | | |
| | EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------|-----------------|-----------------------|------|
| 3.51) | vg_j3 | Japan crisis q3 | East and West 05/2011 | once |
|-------|-------|-----------------|-----------------------|------|

Wording of question

| | |
|---|-------------------------|
| 05/2011 | Further information |
| Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months? | Japan crisis question 3 |
| currently: If yes: (reference to question J1) Our methods: reduction of production | |
| <input type="checkbox"/> yes [1] | |
| <input type="checkbox"/> no [2] | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------|-----------------|-----------------------|------|
| 3.52) | vg_j4 | Japan crisis q4 | East and West 05/2011 | once |
|-------|-------|-----------------|-----------------------|------|

Wording of question

| | |
|---|-------------------------|
| 05/2011 | Further information |
| Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months? | Japan crisis question 4 |
| During the next 3 months: | |
| <input type="checkbox"/> yes [1] | |
| <input type="checkbox"/> no [2] | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------|-----------------|-----------------------|------|
| 3.53) | vg_j5 | Japan crisis q5 | East and West 05/2011 | once |
|-------|-------|-----------------|-----------------------|------|

Wording of question

| | |
|---|-------------------------|
| 05/2011 | Further information |
| Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months? | Japan crisis question 5 |
| During the next 3 months: If yes: (reference to question J1) Our methods: other suppliers | |
| <input type="checkbox"/> yes [1] | |
| <input type="checkbox"/> no [2] | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|------|------|------|------|------|------|------|------|------|------|

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------|-----------------|-----------------------|------------------|
| 3.54) | vg_j6 | Japan crisis q6 | East and West 05/2011 | once |

Wording of question

| | |
|---|-------------------------|
| 05/2011 | Further information |
| Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months? | Japan crisis question 6 |
| During the next 3 months: If yes: (reference to question J1) Our methods: reduction of production | |
| <input type="text"/> yes [1] | |
| <input type="text"/> no [2] | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|--|-----------------------------|------------------|
| 3.55) | vg_fairxh | exhibitor at an international specialized fair | East and West since 06/2012 | irregularly |

Wording of question

| | |
|---|--|
| 06/2012 | Further information |
| Is your company represented as an exhibitor at an international specialized fair? | Exhibitor at an international specialized fair |
| yes [1] <input type="text"/> no [2] <input type="text"/> | In June 2014 the question was posed online only and therefor does not appear in the print based questionnaires |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|---|-----------------------------|------------------|
| 3.56) | vg_fairxh_g | exhibitor at an international specialized fair in Germany | East and West since 06/2012 | irregularly |

Wording of question

| | |
|---|--|
| 06/2012 | Further information |
| Is your company represented as an exhibitor at an international specialized fair? | Exhibitor at an international specialized fair in Germany |
| [...] | |
| If yes, international specialized fairs | |
| - in Germany [1] <input type="text"/> | In June 2014 the question was posed online only and therefor does not appear in the print based questionnaires |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|--|-----------------------------|-------------|
| 3.57) | vg_fairxh_e | exhibitor at an international specialized fair in a foreign European country | East and West since 06/2012 | irregularly |
|-------|-------------|--|-----------------------------|-------------|

Wording of question

| | |
|---|---|
| 06/2012 | Further information |
| Is your company represented as an exhibitor at an international specialized fair? [...] If yes, international specialized fairs - in a foreign European country [1] <input type="text"/> | Exhibitor at an international specialized fair in a foreign European country In June 2014 the question was posed online only and therefore does not appear in the print based questionnaires |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|--|-----------------------------|-------------|
| 3.58) | vg_fairxh_ne | exhibitor at an international specialized fair in a country outside Europe | East and West since 06/2012 | irregularly |
|-------|--------------|--|-----------------------------|-------------|

Wording of question

| | |
|--|--|
| 06/2012 | Further information |
| Is your company represented as an exhibitor at an international specialized fair? [...] If yes, international specialized fairs - in a country outside of Europe [1] <input type="text"/> | Exhibitor at an international specialized fair in a country outside of Europe In June 2014 the question was posed online only and therefore does not appear in the print based questionnaires |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|--|-----------------------|------|
| 3.59) | vg_fairxhexp | exhibitor at an international specialized fair during next 2-3 years | East and West 06/2012 | once |
|-------|--------------|--|-----------------------|------|

Wording of question

| | |
|--|--|
| 06/2012 | Further information |
| Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years? yes [1] <input type="text"/> no [2] <input type="text"/> | Exhibitor at an international specialized fair during the next 2-3 years |

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------------|---|-----------------------|------|
| 3.60) | vg_fairxhep_g | exhibitor at an international specialized fair in Germany during next 2-3 years | East and West 06/2012 | once |
|-------|---------------|---|-----------------------|------|

Wording of question

| 06/2012 | Further information |
|---|---|
| Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years? [...] If yes, international specialized fairs - in Germany [1] <input type="text"/> | Exhibitor at an international specialized fair in Germany during the next 2-3 years |

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------------|--|-----------------------|------|
| 3.61) | vg_fairxhep_e | exhibitor at an international specialized fair in a foreign European country during next 2-3 years | East and West 06/2012 | once |
|-------|---------------|--|-----------------------|------|

Wording of question

| 06/2012 | Further information |
|--|--|
| Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years? [...] If yes, international specialized fairs - in a foreign European country [1] <input type="text"/> | Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years |

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|--|-----------------------|------|
| 3.62) | vg_fairxhep_ne | exhibitor at an international specialized fair in a country outside Europe during next 2-3 years | East and West 06/2012 | once |
|-------|----------------|--|-----------------------|------|

Wording of question

| 06/2012 | Further information |
|---------|---|
| | Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|
| <p>Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p>- in a country outside of Europe [1] <input type="text"/></p> | Europe during the next 2-3 years | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | | 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 | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|---------------------------------------|-----------------------|------------------|
| 3.83) | vg_inf_heat | influence of heatwaves on value added | East and West 02/2013 | once |

Wording of question

| | | | | | | | | | |
|---|------------------------|------------------------|------------------------|-------------------|----------------------|----------------------|----------------------|----------------------|--|
| <p>02/2013</p> <p>How did extreme weather conditions in the past influence the value added of your company?</p> <p>heatwaves</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <p>Further information</p> <p>Influence of heatwaves on the value added</p> |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|--|-----------------------|------------------|
| 3.84) | vg_inf_cold | influence of cold waves on value added | East and West 02/2013 | once |

Wording of question

| | | | | | | | | | |
|---|------------------------|------------------------|------------------------|-------------------|----------------------|----------------------|----------------------|----------------------|--|
| <p>02/2013</p> <p>How did extreme weather conditions in the past influence the value added of your company?</p> <p>cold waves (incl. ice and snow)</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <p>Further information</p> <p>Influence of cold waves (incl. ice and snow) on the value added</p> |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.85) **vg_inf_drou** influence of drought on value added East and West 02/2013 once

Wording of question

| | | | | | | | |
|---|------------------------|------------------|------------------------|---|--|--|--|
| 02/2013 | | | | Further information | | | |
| How did extreme weather conditions in the past influence the value added of your company? | | | | Influence of drought on the value added | | | |
| drought | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | |
| | | | | | | | |

Time span of variable

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

No. Name Label Survey period Survey frequency

3.86) **vg_inf_rain** influence of heavy rainfall on value added East and West 02/2013 once

Wording of question

| | | | | | | | |
|---|------------------------|------------------|------------------------|--|--|--|--|
| 02/2013 | | | | Further information | | | |
| How did extreme weather conditions in the past influence the value added of your company? | | | | Influence of heavy rainfall on the value added | | | |
| heavy rainfall | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | |
| | | | | | | | |

Time span of variable

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

No. Name Label Survey period Survey frequency

3.87) **vg_inf_storm** influence of storms on value added East and West 02/2013 once

Wording of question

| | | | | | | | |
|---|------------------------|------------------|------------------------|--|--|--|--|
| 02/2013 | | | | Further information | | | |
| How did extreme weather conditions in the past influence the value added of your company? | | | | Influence of storms on the value added | | | |
| storms | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | |
| | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | |
|--|------------------|---|-----------------------|------------------------|------------------|------------------------|-------------------|------|------|--|--|--|
| 3.88) | vg_einf_pur | expected influence of climate change on purchases | East and West 02/2013 | once | | | | | | | | |
| Wording of question | | | | | | | | | | | | |
| <p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>purchases</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | | | | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | <p>Further information</p> <p>Expected influence of climate change on purchases</p> |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | | | | |
| | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | |
| | | | WEST | | | | | | | | | |
| | | | EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | |
|---|------------------|--|-----------------------|------------------------|------------------|------------------------|-------------------|------|------|--|--|---|
| 3.89) | vg_einf_prod | expected influence of climate change on production | East and West 02/2013 | once | | | | | | | | |
| Wording of question | | | | | | | | | | | | |
| <p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>production</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | | | | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | <p>Further information</p> <p>Expected influence of climate change on production</p> |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | | | | |
| | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | |
| | | | WEST | | | | | | | | | |
| | | | EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | |
|--|------------------|---|-----------------------|------------------------|------------------|------------------------|-------------------|------|------|--|--|--|
| 3.90) | vg_einf_sal | expected influence of climate change on sales | East and West 02/2013 | once | | | | | | | | |
| Wording of question | | | | | | | | | | | | |
| <p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>sales</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | | | | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | <p>Further information</p> <p>Expected influence of climate change on sales</p> |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | | | | |
| | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | |

| | | | | | | |
|--|--|--------------|--|--|--|--|
| | | WEST EAST | | | | |
|--|--|--------------|--|--|--|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|--|-----------------------|------|
| 3.91) | vg_einf_wast | expected influence of climate change on waste management | East and West 02/2013 | once |
|-------|--------------|--|-----------------------|------|

Wording of question

| | | | | | | | | | |
|--|---|------------------------|------------------------|-------------------|--|--|--|--|--|
| 02/2013 | Further information | | | | | | | | |
| How do you evaluate the influence of the forecasted climate change on following sectors of your company? | Expected influence of climate change on waste mangement | | | | | | | | |
| <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | |
| | | | | | | | | | |
| waste management | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|---|-----------------------|------|
| 3.92) | vg_einf_log | expected influence of climate change on logistics | East and West 02/2013 | once |
|-------|-------------|---|-----------------------|------|

Wording of question

| | | | | | | | | | |
|--|---|------------------------|------------------------|-------------------|--|--|--|--|--|
| 02/2013 | Further information | | | | | | | | |
| How do you evaluate the influence of the forecasted climate change on following sectors of your company? | Expected influence of climate change on logistics | | | | | | | | |
| <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | |
| | | | | | | | | | |
| logistics | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|---|-----------------------|------|
| 3.93) | vg_einf_inno | expected influence of climate change on innovations | East and West 02/2013 | once |
|-------|--------------|---|-----------------------|------|

Wording of question

| | | | | | | | | | |
|--|---|------------------------|------------------------|-------------------|--|--|--|--|--|
| 02/2013 | Further information | | | | | | | | |
| How do you evaluate the influence of the forecasted climate change on following sectors of your company? | Expected influence of climate change on innovations | | | | | | | | |
| <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | |
| | | | | | | | | | |
| innovations | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |

| | | | | | | | | | |
|------|------|------|--------------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | WEST EAST | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|---|-----------------------|------|
| 3.94) | vg_einf_pers | expected influence of climate change on personnel | East and West 02/2013 | once |
|-------|--------------|---|-----------------------|------|

Wording of question

| | | | | | | | | | |
|--|---|------------------------|------------------------|-------------------|--|--|--|--|--|
| 02/2013 | Further information | | | | | | | | |
| How do you evaluate the influence of the forecasted climate change on following sectors of your company? | Expected influence of climate change on personnel | | | | | | | | |
| <table border="1"> <tr> <td>positive influence [1]</td><td>no influence [2]</td><td>negative influence [3]</td><td>not specified [4]</td></tr> <tr> <td></td><td></td><td></td><td></td></tr> </table> | positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | |
| positive influence [1] | no influence [2] | negative influence [3] | not specified [4] | | | | | | |
| | | | | | | | | | |
| personnel | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------------|---|-----------------------|------|
| 3.95) | vg_flight_ger | importance of flight connections in Germany | East and West 03/2013 | once |
|-------|---------------|---|-----------------------|------|

Wording of question

| | | | | | | | | | |
|---|---|--------------------|--------------------|-----------------|--|--|--|--|--|
| 03/2013 | Further information | | | | | | | | |
| How important is a flight connection to destinations in [...] for your company? | Importance of flight connections to destinations in Germany | | | | | | | | |
| <table border="1"> <tr> <td>very important [1]</td><td>important [2]</td><td>less important [3]</td><td>unimportant [4]</td></tr> <tr> <td></td><td></td><td></td><td></td></tr> </table> | very important [1] | important [2] | less important [3] | unimportant [4] | | | | | |
| very important [1] | important [2] | less important [3] | unimportant [4] | | | | | | |
| | | | | | | | | | |
| Germany | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------------|--|-----------------------|------|
| 3.96) | vg_flight_eur | importance of flight connections in Europe | East and West 03/2013 | once |
|-------|---------------|--|-----------------------|------|

Wording of question

| | | | | | | | | | |
|---|--|--------------------|--------------------|-----------------|--|--|--|--|--|
| 03/2013 | Further information | | | | | | | | |
| How important is a flight connection to destinations in [...] for your company? | Importance of flight connections to destinations in Europe | | | | | | | | |
| <table border="1"> <tr> <td>very important [1]</td><td>important [2]</td><td>less important [3]</td><td>unimportant [4]</td></tr> <tr> <td></td><td></td><td></td><td></td></tr> </table> | very important [1] | important [2] | less important [3] | unimportant [4] | | | | | |
| very important [1] | important [2] | less important [3] | unimportant [4] | | | | | | |
| | | | | | | | | | |
| Europe | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | WEST | | | | | | |
| | | | EAST | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------------|--|-----------------------|------|
| 3.97) | vg_flight_world | importance of flight connections worldwide | East and West 03/2013 | once |
|-------|-----------------|--|-----------------------|------|

Wording of question

| | | | | | | | | | |
|---|--|----------------|----------------|-------------|-----|-----|-----|-----|--|
| 03/2013 | Further information | | | | | | | | |
| How important is a flight connection to destinations [...] for your company? | Importance of flight connections to destinations worldwide | | | | | | | | |
| worldwide | | | | | | | | | |
| <table border="1"> <tr> <td>very important</td><td>important</td><td>less important</td><td>unimportant</td></tr> <tr> <td>[1]</td><td>[2]</td><td>[3]</td><td>[4]</td></tr> </table> | very important | important | less important | unimportant | [1] | [2] | [3] | [4] | |
| very important | important | less important | unimportant | | | | | | |
| [1] | [2] | [3] | [4] | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|-------------------------------------|-----------------------------|----------|
| 3.98) | vg_surp_cat | return on sales: surplus (category) | East and West since 09/2008 | May, Sep |
|-------|-------------|-------------------------------------|-----------------------------|----------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|-----------------|-----------------|--|----------|-----|----------|-----|-----------|-----|-------------|-----|-----------|-----|-------------|-----|-----------|-----|-------------|-----|------|-----|-------|-----|-------------------------------------|
| since 09/2008 | Further information | | | | | | | | | | | | | | | | | | | | | | | | |
| Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX* | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>if surplus:</td><td></td><td>if loss:</td><td></td></tr> <tr> <td>up to 1%</td><td>[1]</td><td>0 to -1%</td><td>[1]</td></tr> <tr> <td>> 1 to 2%</td><td>[2]</td><td>< -1 to -2%</td><td>[2]</td></tr> <tr> <td>> 2 to 3%</td><td>[3]</td><td>< -2 to -3%</td><td>[3]</td></tr> <tr> <td>> 3 to 4%</td><td>[4]</td><td>< -3 to -4%</td><td>[4]</td></tr> <tr> <td>> 4%</td><td>[5]</td><td>< -4%</td><td>[5]</td></tr> </table> | if surplus: | | if loss: | | up to 1% | [1] | 0 to -1% | [1] | > 1 to 2% | [2] | < -1 to -2% | [2] | > 2 to 3% | [3] | < -2 to -3% | [3] | > 3 to 4% | [4] | < -3 to -4% | [4] | > 4% | [5] | < -4% | [5] | *20XX denotes the year under report |
| if surplus: | | if loss: | | | | | | | | | | | | | | | | | | | | | | | |
| up to 1% | [1] | 0 to -1% | [1] | | | | | | | | | | | | | | | | | | | | | | |
| > 1 to 2% | [2] | < -1 to -2% | [2] | | | | | | | | | | | | | | | | | | | | | | |
| > 2 to 3% | [3] | < -2 to -3% | [3] | | | | | | | | | | | | | | | | | | | | | | |
| > 3 to 4% | [4] | < -3 to -4% | [4] | | | | | | | | | | | | | | | | | | | | | | |
| > 4% | [5] | < -4% | [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 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|--------------------------|-----------------------------|----------|
| 3.99) | vg_ros_surp | return on sales: surplus | East and West since 09/2008 | May, Sep |
|-------|-------------|--------------------------|-----------------------------|----------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|-----------------|-----------------|--|----------|-----|----------|-----|-----------|-----|-------------|-----|-----------|-----|-------------|-----|-----------|-----|-------------|-----|------|-----|-------|-----|-------------------------------------|
| since 09/2008 | Further information | | | | | | | | | | | | | | | | | | | | | | | | |
| Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX* | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>if surplus:</td><td></td><td>if loss:</td><td></td></tr> <tr> <td>up to 1%</td><td>[1]</td><td>0 to -1%</td><td>[1]</td></tr> <tr> <td>> 1 to 2%</td><td>[2]</td><td>< -1 to -2%</td><td>[2]</td></tr> <tr> <td>> 2 to 3%</td><td>[3]</td><td>< -2 to -3%</td><td>[3]</td></tr> <tr> <td>> 3 to 4%</td><td>[4]</td><td>< -3 to -4%</td><td>[4]</td></tr> <tr> <td>> 4%</td><td>[5]</td><td>< -4%</td><td>[5]</td></tr> </table> | if surplus: | | if loss: | | up to 1% | [1] | 0 to -1% | [1] | > 1 to 2% | [2] | < -1 to -2% | [2] | > 2 to 3% | [3] | < -2 to -3% | [3] | > 3 to 4% | [4] | < -3 to -4% | [4] | > 4% | [5] | < -4% | [5] | *20XX denotes the year under report |
| if surplus: | | if loss: | | | | | | | | | | | | | | | | | | | | | | | |
| up to 1% | [1] | 0 to -1% | [1] | | | | | | | | | | | | | | | | | | | | | | |
| > 1 to 2% | [2] | < -1 to -2% | [2] | | | | | | | | | | | | | | | | | | | | | | |
| > 2 to 3% | [3] | < -2 to -3% | [3] | | | | | | | | | | | | | | | | | | | | | | |
| > 3 to 4% | [4] | < -3 to -4% | [4] | | | | | | | | | | | | | | | | | | | | | | |
| > 4% | [5] | < -4% | [5] | | | | | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|
| in fact about % | | | | | | | | | |
| 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 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------|----------------------------------|-----------------------------|------------------|
| 3.100) | vg_loss_cat | return on sales: loss (category) | East and West since 09/2008 | May,Sep |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|-----------------|--------------------------|--|----------|--|----------|--------------------------|-----------|--|-------------|--------------------------|-----------|--|-------------|--------------------------|-----------|--|-------------|--------------------------|------|--|-------|--------------------------|-------------------------------------|
| since 09/2008 | Further information | | | | | | | | | | | | | | | | | | | | | | | | |
| Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX* | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0"> <tr> <td>if surplus:</td> <td></td> <td>if loss:</td> <td></td> </tr> <tr> <td>up to 1%</td> <td></td> <td>0 to -1%</td> <td><input type="text"/> [1]</td> </tr> <tr> <td>> 1 to 2%</td> <td></td> <td>< -1 to -2%</td> <td><input type="text"/> [2]</td> </tr> <tr> <td>> 2 to 3%</td> <td></td> <td>< -2 to -3%</td> <td><input type="text"/> [3]</td> </tr> <tr> <td>> 3 to 4%</td> <td></td> <td>< -3 to -4%</td> <td><input type="text"/> [4]</td> </tr> <tr> <td>> 4%</td> <td></td> <td>< -4%</td> <td><input type="text"/> [5]</td> </tr> </table> | if surplus: | | if loss: | | up to 1% | | 0 to -1% | <input type="text"/> [1] | > 1 to 2% | | < -1 to -2% | <input type="text"/> [2] | > 2 to 3% | | < -2 to -3% | <input type="text"/> [3] | > 3 to 4% | | < -3 to -4% | <input type="text"/> [4] | > 4% | | < -4% | <input type="text"/> [5] | *20XX denotes the year under report |
| if surplus: | | if loss: | | | | | | | | | | | | | | | | | | | | | | | |
| up to 1% | | 0 to -1% | <input type="text"/> [1] | | | | | | | | | | | | | | | | | | | | | | |
| > 1 to 2% | | < -1 to -2% | <input type="text"/> [2] | | | | | | | | | | | | | | | | | | | | | | |
| > 2 to 3% | | < -2 to -3% | <input type="text"/> [3] | | | | | | | | | | | | | | | | | | | | | | |
| > 3 to 4% | | < -3 to -4% | <input type="text"/> [4] | | | | | | | | | | | | | | | | | | | | | | |
| > 4% | | < -4% | <input type="text"/> [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 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------|-----------------------|-----------------------------|------------------|
| 3.101) | vg_ros_loss | return on sales: loss | East and West since 09/2008 | May,Sep |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|-----------------|-----------------|--|----------|--|----------|--|-----------|--|-------------|--|-----------|--|-------------|--|-----------|--|-------------|--|------|--|-------|--|-------------------------------------|
| since 09/2008 | Further information | | | | | | | | | | | | | | | | | | | | | | | | |
| Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX* | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0"> <tr> <td>if surplus:</td> <td></td> <td>if loss:</td> <td></td> </tr> <tr> <td>up to 1%</td> <td></td> <td>0 to -1%</td> <td></td> </tr> <tr> <td>> 1 to 2%</td> <td></td> <td>< -1 to -2%</td> <td></td> </tr> <tr> <td>> 2 to 3%</td> <td></td> <td>< -2 to -3%</td> <td></td> </tr> <tr> <td>> 3 to 4%</td> <td></td> <td>< -3 to -4%</td> <td></td> </tr> <tr> <td>> 4%</td> <td></td> <td>< -4%</td> <td></td> </tr> </table> | if surplus: | | if loss: | | up to 1% | | 0 to -1% | | > 1 to 2% | | < -1 to -2% | | > 2 to 3% | | < -2 to -3% | | > 3 to 4% | | < -3 to -4% | | > 4% | | < -4% | | *20XX denotes the year under report |
| if surplus: | | if loss: | | | | | | | | | | | | | | | | | | | | | | | |
| up to 1% | | 0 to -1% | | | | | | | | | | | | | | | | | | | | | | | |
| > 1 to 2% | | < -1 to -2% | | | | | | | | | | | | | | | | | | | | | | | |
| > 2 to 3% | | < -2 to -3% | | | | | | | | | | | | | | | | | | | | | | | |
| > 3 to 4% | | < -3 to -4% | | | | | | | | | | | | | | | | | | | | | | | |
| > 4% | | < -4% | | | | | | | | | | | | | | | | | | | | | | | |
| in fact about % | | | | | | | | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|
| 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 |

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| | | | | | | | | WEST | | |
| | | | | | | | | EAST | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|------------|----------------------------|-----------------------------------|------|
| 3.102) | vg_russia1 | Russia/Ukraine conflict q1 | East and West 05/2014 and 06 2014 | once |
|--------|------------|----------------------------|-----------------------------------|------|

Wording of question

| | |
|--|---------------------|
| 06/2014 | Further Information |
| D) Does your company have business connections to Russia? | |
| <input type="checkbox"/> yes[1] <input type="checkbox"/> no[2] | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|------------|----------------------------|-----------------------------------|------|
| 3.103) | vg_russia2 | Russia/Ukraine conflict q2 | East and West 05/2014 and 06 2014 | once |
|--------|------------|----------------------------|-----------------------------------|------|

Wording of question

| | |
|---|---------------------|
| 06/2014 | Further Information |
| D) Does your company have business connections to Russia? | |
| <input type="checkbox"/> yes <input type="checkbox"/> no | |
| If yes: | |
| <input type="checkbox"/> Imports from Russia [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 | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|------------|----------------------------|-----------------------------------|------|
| 3.104) | vg_russia3 | Russia/Ukraine conflict q3 | East and West 05/2014 and 06 2014 | once |
|--------|------------|----------------------------|-----------------------------------|------|

Wording of question

| | |
|---|---------------------|
| 06/2014 | Further Information |
| D) Does your company have business connections to Russia? | |
| <input type="checkbox"/> yes <input type="checkbox"/> no | |
| If yes: | |
| <input type="checkbox"/> Exports to Russia [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 | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|------------|----------------------------|-----------------------------------|------------------|
| 3.105) | vg_russia4 | Russia/Ukraine conflict q4 | East and West 05/2014 and 06 2014 | once |

Wording of question

| | |
|--|---------------------|
| 06/2014 | Further Information |
| D) Does your company have business connections to Russia? | |
| <input type="checkbox"/> yes <input type="checkbox"/> no | |
| If yes: | |
| <input type="text"/> Joint ventures with russian companies [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 | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|------------|----------------------------|-----------------------------------|------------------|
| 3.106) | vg_russia5 | Russia/Ukraine conflict q5 | East and West 05/2014 and 06 2014 | once |

Wording of question

| | |
|---|---------------------|
| 06/2014 | Further Information |
| D) Does your company have business connections to Russia? | |
| <input type="checkbox"/> yes <input type="checkbox"/> no | |
| If yes: | |
| <input type="text"/> own branches in Russia [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 | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|------------|----------------------------|-----------------------------------|------------------|
| 3.107) | vg_russia6 | Russia/Ukraine conflict q6 | East and West 05/2014 and 06 2014 | once |

Wording of question

| | |
|---|---------------------|
| 06/2014 | Further Information |
| D) Does your company have business connections to Russia? | |
| <input type="checkbox"/> yes <input type="checkbox"/> no | |
| If yes: | |

| | | | | | | | | | |
|-----------------------------|------|------|------|------|------|------|------|------|------|
| [] via other companies [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 | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|------------|----------------------------|-----------------------------------|------------------|
| 3.108) | vg_russia7 | Russia/Ukraine conflict q7 | East and West 05/2014 and 06 2014 | once |

Wording of question

| | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|
| 06/2014 | Further Information | | | | | | | | |
| D) Did you already experience impairments due to the russian-ukrainian conflict? | | | | | | | | | |
| [] yes[1] [] no[2] | | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|------------|----------------------------|-----------------------------------|------------------|
| 3.109) | vg_russia8 | Russia/Ukraine conflict q8 | East and West 05/2014 and 06 2014 | once |

Wording of question

| | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|
| 06/2014 | Further Information | | | | | | | | |
| D) Are you expecting future impairments for your company? | | | | | | | | | |
| [] yes[1] [] no[2] | | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------|-----------------|-----------------------|------------------|
| 3.110) | vg_fambus | family business | East and West 02/2014 | once |

Wording of question

| | |
|--|---------------------|
| 02/2014 | Further Information |
| D) For research purposes? | |
| Do you envision yourself as a family business? (This means a company whose voting capital is held predominately by one or more families that are connected) | |

| | | | | | | | | | |
|------------------------------|--------|----------------------|-------|------|------|------|------|------|------|
| <input type="text"/> | yes[1] | <input type="text"/> | no[2] | | | | | | |
| Time span of variable | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------|-----------------|-----------------------|------------------|
| 3.111) | vg_minim1 | minimum wage q1 | East and West 11/2014 | once |

Wording of question

| | |
|--|---------------------|
| 11/2014 | Further information |
| <p>1. 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="text"/> yes[1] <input type="text"/> no[2]</p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------|-----------------|-----------------------|------------------|
| 3.112) | vg_minim2 | minimum wage q2 | East and West 11/2014 | once |

Wording of question

| | |
|---|---------------------|
| 11/2014 | Further information |
| <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] No measures necessary or scheduled</p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------|-----------------|-----------------------|------------------|
| 3.113) | vg_minim3 | minimum wage q3 | East and West 11/2014 | once |

Wording of question

| | |
|---------|---------------------|
| 11/2014 | Further information |
|---------|---------------------|

01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

yes no

2. If yes: With which measures will you likely react to the minimum wage?

[1] personnel cuts

Time span of variable

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

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------|-----------------|-----------------------|------------------|
| 3.114) | vg_minim4 | minimum wage q4 | East and West 11/2014 | once |

Wording of question

11/2014

01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

yes no

2. If yes: With which measures will you likely react to the minimum wage?

[1] reduction of working hours

Further information

Time span of variable

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

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------|-----------------|-----------------------|------------------|
| 3.115) | vg_minim5 | minimum wage q5 | East and West 11/2014 | once |

Wording of question

11/2014

01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

yes no

2. If yes: With which measures will you likely react to the minimum wage?

[1] increase in prices

Further information

Time span of variable

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

| | | | | | |
|--|--|------|--|--|--|
| | | WEST | | | |
| | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|-----------|-----------------|-----------------------|------|
| 3.116) | vg_minim6 | minimum wage q6 | East and West 11/2014 | once |
|--------|-----------|-----------------|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of investment</p> | Further information |
|--|---------------------|

Time span of variable

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

| |
|------|
| WEST |
| EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|-----------|-----------------|-----------------------|------|
| 3.117) | vg_minim7 | minimum wage q7 | East and West 11/2014 | once |
|--------|-----------|-----------------|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of special payments</p> | Further information |
|--|---------------------|

Time span of variable

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

| |
|------|
| WEST |
| EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|-----------|-----------------|-----------------------|------|
| 3.118) | vg_minim8 | minimum wage q8 | East and West 11/2014 | once |
|--------|-----------|-----------------|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] other</p> | Further information |
|--|---------------------|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|------|------|------|------|------|------|------|------|------|------|

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.119) **vg_invest_lj** total investment last year East and West since 05/2015

Wording of question

| | | | | | | | | | | | | | |
|--|--------------------------|--------------------------|--|---------------|----------------------|--|-----------------|----------------------|--|---------------|----------------------|--|--|
| 05/2015 | Further information | | | | | | | | | | | | |
| Investments 1) Last year (20YY* compared to 20WW**) our investments were <table border="0"> <tr> <td></td> <td style="text-align: center;">Total investments</td> <td></td> </tr> <tr> <td>increased [1]</td> <td><input type="text"/></td> <td></td> </tr> <tr> <td>not changed [2]</td> <td><input type="text"/></td> <td></td> </tr> <tr> <td>decreased [3]</td> <td><input type="text"/></td> <td></td> </tr> </table> | | Total investments | | increased [1] | <input type="text"/> | | not changed [2] | <input type="text"/> | | decreased [3] | <input type="text"/> | | *20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013 |
| | Total investments | | | | | | | | | | | | |
| increased [1] | <input type="text"/> | | | | | | | | | | | | |
| not changed [2] | <input type="text"/> | | | | | | | | | | | | |
| decreased [3] | <input type="text"/> | | | | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.120) **vg_invcon_lj** investment in construction last year East and West since 05/2015

Wording of question

| | | | | | | | | | | | | | |
|--|--|--|--|---------------|----------------------|--|-----------------|----------------------|--|---------------|----------------------|--|--|
| 05/2015 | Further information | | | | | | | | | | | | |
| Investments 1) Last year (20YY* compared to 20WW**) our investments were <table border="0"> <tr> <td></td> <td style="text-align: center;">Total investments, thereof in: construction</td> <td></td> </tr> <tr> <td>increased [1]</td> <td><input type="text"/></td> <td></td> </tr> <tr> <td>not changed [2]</td> <td><input type="text"/></td> <td></td> </tr> <tr> <td>decreased [3]</td> <td><input type="text"/></td> <td></td> </tr> </table> | | Total investments, thereof in: construction | | increased [1] | <input type="text"/> | | not changed [2] | <input type="text"/> | | decreased [3] | <input type="text"/> | | *20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013 |
| | Total investments, thereof in: construction | | | | | | | | | | | | |
| increased [1] | <input type="text"/> | | | | | | | | | | | | |
| not changed [2] | <input type="text"/> | | | | | | | | | | | | |
| decreased [3] | <input type="text"/> | | | | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.121) **vg_inveq_lj** investment in equipment last year East and West since 05/2015

Wording of question

| | |
|--|---------------------|
| 05/2015 | Further information |
| Investments 1) Last year (20YY* compared to 20WW**) our investments were | |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|------|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|
| <p>Total investments, thereof in: equipment</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p> | | <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>*20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td></tr> </table> | | | 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 | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------|----------------------------|-----------------------------|------------------|
| 3.122) | vg_invest_dj | total investment this year | East and West since 05/2015 | |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|
| <p>05/2015</p> <p>Investments</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p>Total investments</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p> | | <p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td></tr> </table> | | | 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 | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------|--------------------------------------|-----------------------------|------------------|
| 3.123) | vg_invcon_dj | investment in construction this year | East and West since 05/2015 | |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|
| <p>05/2015</p> <p>Investments</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p>Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p> | | <p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td></tr> </table> | | | 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 | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| | | | | | |
|--|--|--|------|--|--|
| | | | EAST | | |
|--|--|--|------|--|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|-------------|-----------------------------------|-----------------------------|--|
| 3.124) | vg_inveq_dj | investment in equipment this year | East and West since 05/2015 | |
|--------|-------------|-----------------------------------|-----------------------------|--|

Wording of question

| | | | | | | | | | | | | | |
|---|---|---|--|--------------|----------------------|--|----------------|----------------------|--|--------------|----------------------|--|--|
| 05/2015 | Further information | | | | | | | | | | | | |
| Investments 1) In the current year (20XX* compared to 20YY**) our investments will likely <table border="0" style="margin-left: 40px;"> <tr> <td></td> <td style="text-align: center;">Total investments, thereof in: equipment</td> <td></td> </tr> <tr> <td>increase [1]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> <tr> <td>not change [2]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> <tr> <td>decrease [3]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> </table> | | Total investments, thereof in: equipment | | increase [1] | <input type="text"/> | | not change [2] | <input type="text"/> | | decrease [3] | <input type="text"/> | | *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 |
| | Total investments, thereof in: equipment | | | | | | | | | | | | |
| increase [1] | <input type="text"/> | | | | | | | | | | | | |
| not change [2] | <input type="text"/> | | | | | | | | | | | | |
| decrease [3] | <input type="text"/> | | | | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|--------------|----------------------------|-----------------------------|--|
| 3.125) | vg_invest_nj | total investment next year | East and West since 11/2015 | |
|--------|--------------|----------------------------|-----------------------------|--|

Wording of question

| | | | | | | | | | | | | | |
|---|--------------------------|--------------------------|--|--------------|----------------------|--|----------------|----------------------|--|--------------|----------------------|--|--|
| 11/2015 | Further information | | | | | | | | | | | | |
| Investments 1) In the next year (20ZZ* compared to 20XX**) our investments will likely <table border="0" style="margin-left: 40px;"> <tr> <td></td> <td style="text-align: center;">Total investments</td> <td></td> </tr> <tr> <td>increase [1]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> <tr> <td>not change [2]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> <tr> <td>decrease [3]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> </table> | | Total investments | | increase [1] | <input type="text"/> | | not change [2] | <input type="text"/> | | decrease [3] | <input type="text"/> | | *20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016 **20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 |
| | Total investments | | | | | | | | | | | | |
| increase [1] | <input type="text"/> | | | | | | | | | | | | |
| not change [2] | <input type="text"/> | | | | | | | | | | | | |
| decrease [3] | <input type="text"/> | | | | | | | | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|--------------|--------------------------------------|-----------------------------|--|
| 3.126) | vg_invcon_nj | investment in construction next year | East and West since 11/2015 | |
|--------|--------------|--------------------------------------|-----------------------------|--|

Wording of question

| | | | | | | | | | | | | | |
|---|--|--|--|--------------|----------------------|--|----------------|----------------------|--|--------------|----------------------|--|--|
| 11/2015 | Further information | | | | | | | | | | | | |
| Investments 1) In the next year (20ZZ* compared to 20XX**) our investments will likely <table border="0" style="margin-left: 40px;"> <tr> <td></td> <td style="text-align: center;">Total investments, thereof in: construction</td> <td></td> </tr> <tr> <td>increase [1]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> <tr> <td>not change [2]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> <tr> <td>decrease [3]</td> <td style="text-align: center;"><input type="text"/></td> <td></td> </tr> </table> | | Total investments, thereof in: construction | | increase [1] | <input type="text"/> | | not change [2] | <input type="text"/> | | decrease [3] | <input type="text"/> | | *20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016 **20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 |
| | Total investments, thereof in: construction | | | | | | | | | | | | |
| increase [1] | <input type="text"/> | | | | | | | | | | | | |
| not change [2] | <input type="text"/> | | | | | | | | | | | | |
| decrease [3] | <input type="text"/> | | | | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
|------|------|------|------|------|------|------|------|------|------|

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.127) **vg_inveq_nj** investment in equipment next year East and West since 11/2015

Wording of question

| | |
|--|--|
| <p>11/2015</p> <p>Investments</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p> | <p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> |
|--|--|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.128) **vg_ref1** refugees question 1 East and West 10/2015 once

Wording of question

| | |
|---|----------------------------|
| <p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>trainees <input type="text"/> <input type="text"/></p> | <p>Further Information</p> |
|---|----------------------------|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.129) **vg_ref2** refugees question 2 East and West 10/2015 once

Wording of question

| | |
|--|----------------------------|
| <p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>unskilled aid workers <input type="text"/> <input type="text"/></p> | <p>Further Information</p> |
|--|----------------------------|

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.130) | vg_ref3 | refugees question 3 | East and West 10/2015 | once |

Wording of question

| 10/2015 | Further Information |
|---|---------------------|
| <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>skilled workers <input type="text"/> <input type="text"/></p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.131) | vg_ref4 | refugees question 4 | East and West 10/2015 | once |

Wording of question

| 10/2015 | Further Information |
|---|---------------------|
| <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>leading positions <input type="text"/> <input type="text"/></p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.132) | vg_ref5 | refugees question 5 | East and West 10/2015 | once |

Wording of question

| 10/2015 | Further Information |
|---|---------------------|
| <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>other positions <input type="text"/> <input type="text"/></p> | |

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.133) | vg_ref6 | refugees question 6 | East and West 10/2015 | once |

Wording of question

| 10/2015 | Further Information |
|---|---------------------|
| <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p>[1] little [2] much</p> <p>labor law-related provisions <input type="text"/> <input type="text"/></p> | |

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.134) | vg_ref7 | refugees question 7 | East and West 10/2015 | once |

Wording of question

| 10/2015 | Further Information |
|---|---------------------|
| <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p>[1] little [2] much</p> <p>unfit level of qualification <input type="text"/> <input type="text"/></p> | |

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.135) | vg_ref8 | refugees question 8 | East and West 10/2015 | once |

Wording of question

| 10/2015 | Further Information |
|---|---------------------|
| <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p>[1] little [2] much</p> <p>minimum wage <input type="text"/> <input type="text"/></p> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|---------|---------------------|-----------------------|------------------|
| 3.136) | vg_ref9 | refugees question 9 | East and West 10/2015 | once |

Wording of question

| | |
|--|---------------------|
| 10/2015 | Further Information |
| 2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch: | |
| [1] little [2] much lack of language skills <input type="text"/> <input type="text"/> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|--------------------------|-----------------------|------------------|
| 3.137) | vg_minim_post1 | affected by minimum wage | East and West 03/2016 | once |

Wording of question

| | |
|---|---------------------|
| 03/2016 | Further information |
| 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? | |
| [1] yes [2] no <input type="text"/> <input type="text"/> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|--------------------------|-----------------------|------------------|
| 3.138) | vg_minim_post2 | no minimum wage measures | East and West 03/2016 | once |

Wording of question

| | |
|---|---------------------|
| 03/2016 | Further information |
| 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? | |
| If yes, What measures did you utilize? | |
| none <input type="text"/> [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 | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|------------------------------|-----------------------|------------------|
| 3.139) | vg_minim_post3 | measures: employee reduction | East and West 03/2016 | once |

Wording of question

| | |
|--|---------------------|
| 03/2016 | Further information |
| 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? | |
| employee reduction <input type="text"/> [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 | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|----------------------------------|-----------------------|------------------|
| 3.140) | vg_minim_post4 | measures: working hour reduction | East and West 03/2016 | once |

Wording of question

| | |
|--|---------------------|
| 03/2016 | Further information |
| 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? | |
| working hour reduction <input type="text"/> [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 | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|----------------------------|-----------------------|------------------|
| 3.141) | vg_minim_post5 | measures: increased prices | East and West 03/2016 | once |

Wording of question

| | |
|--|---------------------|
| 03/2016 | Further information |
| 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? | |
| increased prices <input type="text"/> [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 | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|--------------------------------|-----------------------|------------------|
| 3.142) | vg_minim_post6 | measures: decreased investment | East and West 03/2016 | once |

Wording of question

| | |
|---|---------------------|
| <p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize?</p> <p>decreased investment <input type="text"/> [1]</p> | Further information |
|---|---------------------|

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|--------------------------------------|-----------------------|------------------|
| 3.143) | vg_minim_post7 | measures: decreased special payments | East and West 03/2016 | once |

Wording of question

| | |
|---|---------------------|
| <p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize?</p> <p>decreased special payments <input type="text"/> [1]</p> | Further information |
|---|---------------------|

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|---------------|-----------------------|------------------|
| 3.144) | vg_minim_post8 | less minijobs | East and West 03/2016 | once |

Wording of question

| | |
|--|---------------------|
| <p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company?</p> <p>less minijobs <input type="text"/> [1]</p> | Further information |
|--|---------------------|

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|--|-----------------------|------------------|
| 3.145) | vg_minim_post9 | minijobs transformed into insurable employment | East and West 03/2016 | once |

Wording of question

| 03/2016 | Further information |
|---|---------------------|
| <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p>Has there been a change in employment in your company?</p> <div style="border: 1px solid black; padding: 5px; display: inline-block;"> minijobs were transformed into insurable employment </div> <div style="border: 1px solid black; padding: 5px; display: inline-block; margin-left: 20px;"> [1] </div> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------------|--------------------------|-----------------------|------------------|
| 3.146) | vg_minim_post10 | new insurable employment | East and West 03/2016 | once |

Wording of question

| 03/2016 | Further information |
|--|---------------------|
| <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p>Has there been a change in employment in your company?</p> <div style="border: 1px solid black; padding: 5px; display: inline-block;"> new insurable employment was generated </div> <div style="border: 1px solid black; padding: 5px; display: inline-block; margin-left: 20px;"> [1] </div> | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------------|---|-----------------------|------------------|
| 3.147) | vg_minim_post11 | employment relationships did not change | East and West 03/2016 | once |

Wording of question

| 03/2016 | Further information |
|--|---------------------|
| <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> | |

Has there been a change in employment in your company?

| | |
|---|-----|
| employment relationships did not change | [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 | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------|-------------------------|-----------------------|------------------|
| 3.148) | vg_credityes | credit agreement signed | East and West 06/2016 | once |

Wording of question

| | | | | | |
|---|---------------------|---------------------------------------|--|--|---|
| 06/2016 | Further information | | | | |
| <p>Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolongation of a credit/ line of credit)</p> <p>Yes:</p> <table border="1"> <tr><td>[1] amount and conditions as expected</td></tr> <tr><td>[2] amount as expected, worse conditions</td></tr> <tr><td>[3] conditions as expected, lower amount</td></tr> <tr><td>[4] lower amount and worse conditions than expected</td></tr> </table> | | [1] amount and conditions as expected | [2] amount as expected, worse conditions | [3] conditions as expected, lower amount | [4] lower amount and worse conditions than expected |
| [1] amount and conditions as expected | | | | | |
| [2] amount as expected, worse conditions | | | | | |
| [3] conditions as expected, lower amount | | | | | |
| [4] lower amount and worse conditions than expected | | | | | |

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------|-----------------------------|-----------------------|------------------|
| 3.149) | vg_creditno | credit agreement not signed | East and West 06/2016 | once |

Wording of question

| | | | | | |
|--|---------------------|-------------|------------------------|---------------------|---------------------------------------|
| 06/2016 | Further information | | | | |
| <p>Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolongation of a credit/ line of credit)</p> <p>no, because:</p> <table border="1"> <tr><td>[1] no need</td></tr> <tr><td>[2] unacceptable terms</td></tr> <tr><td>[3] denied by banks</td></tr> <tr><td>[4] no realistic prospect of a credit</td></tr> </table> | | [1] no need | [2] unacceptable terms | [3] denied by banks | [4] no realistic prospect of a credit |
| [1] no need | | | | | |
| [2] unacceptable terms | | | | | |
| [3] denied by banks | | | | | |
| [4] no realistic prospect of a credit | | | | | |

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 | | | |

| | | | | | |
|--|--|--|------|--|--|
| | | | EAST | | |
|--|--|--|------|--|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|-----------|-------------------------------------|-----------------------|------|
| 3.156) | vg_midyes | mid tier: company rated as mid tier | East and West 08/2016 | once |
|--------|-----------|-------------------------------------|-----------------------|------|

Wording of question

| | |
|---|---------------------|
| <p>08/2016</p> <p>mid tier</p> <p>Would you rate your company as a "mid tier" company?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p> | Further information |
|---|---------------------|

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

4. Special question Innovation

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|----------------------|--|------------------------|--------|
| 4.1) | vg_market_national_1 | development of national markets in next 5 years | West 12/1981 - 12/1982 | annual |
|------|----------------------|--|------------------------|--------|

Wording of question

| 1981 & 1982 | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">domestic</p> <p>growing <input type="text"/> [1]</p> <p>stagnating <input type="text"/> [2]</p> <p>shrinking <input type="text"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th></tr> </thead> <tbody> <tr> <td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th></tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr> <th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th></tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th></tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table> | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | WEST | | | | | | | | | 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 | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|----------------------|--|--|------------------|
| 4.2) | vg_market_national_2 | development of national markets in next 5 years | West since 12/1983 East since 12/1991 | annual annual |
|------|----------------------|--|--|------------------|

Wording of question

| since 1983 | Further information | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|
| <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">domestic</p> <p>significantly growing <input type="text"/> [1]</p> <p>growing <input type="text"/> [2]</p> <p>stagnating <input type="text"/> [3]</p> <p>shrinking <input type="text"/> [4]</p> <p>significantly shrinking <input type="text"/> [5]</p> | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th></tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table> | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | WEST | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | |

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|--------------------|--|------------------------|--------|
| 4.3) | vg_market_abroad_1 | development of foreign markets in next 5 years | West 12/1981 - 12/1982 | annual |
|------|--------------------|--|------------------------|--------|

Wording of question

| | |
|---|----------------------------|
| <p>1981 & 1982</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">abroad</p> <p>growing <input type="text"/> [1]</p> <p>stagnating <input type="text"/> [2]</p> <p>shrinking <input type="text"/> [3]</p> | Further information |
|---|----------------------------|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|--------------------|--|--|------------------|
| 4.4) | vg_market_abroad_2 | development of foreign markets in next 5 years | West since 12/1983 East since 12/1991 | annual annual |
|------|--------------------|--|--|------------------|

Wording of question

| | |
|--|----------------------------|
| <p>since 1983</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">abroad</p> <p>significantly growing <input type="text"/> [1]</p> <p>growing <input type="text"/> [2]</p> <p>stagnating <input type="text"/> [3]</p> <p>shrinking <input type="text"/> [4]</p> | Further information |
|--|----------------------------|

significantly shrinking [5]

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-------------------|---|------------------------|--------|
| 4.5) | vg_market_total_1 | development of markets in general in next 5 years | West 12/1981 - 12/1982 | annual |
|------|-------------------|---|------------------------|--------|

Wording of question

| | |
|--|---------------------|
| <p>1981 & 1982</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">total</p> <p>growing <input type="text"/> [1]</p> <p>stagnating <input type="text"/> [2]</p> <p>shrinking <input type="text"/> [3]</p> | Further information |
|--|---------------------|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-------------------|---|--|------------------|
| 4.6) | vg_market_total_2 | development of markets in general in next 5 years | West since 12/1983 East since 12/1991 | annual annual |
|------|-------------------|---|--|------------------|

Wording of question

| | |
|---|---------------------|
| <p>since 1983</p> <p>Innovations</p> | Further information |
|---|---------------------|

In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations

- total**
- significantly growing [1]
 - growing [2]
 - stagnating [3]
 - shrinking [4]
 - significantly shrinking [5]

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------------------|---------------------------------------|--|------------------|
| 4.7) | vg_prod_inno_realized | product innovation realized this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

| | |
|--|--|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p><input type="text"/> [1] realized</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|--|--|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|----------------------|--------------------------------------|--------------------|------------------|
| 4.8) | vg_prod_inno_aborted | product innovation aborted this year | West since 12/1981 | annual |

East since 12/1991

annual

Wording of question

| | |
|---|---|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p style="text-align: center;"><input type="text"/> [1] aborted</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|---|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------------------------|---|--|------------------|
| 4.9) | vg_prod_inno_plan_completed | product innovation planning completed this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

| | |
|--|---|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p style="text-align: center;"><input type="text"/> [1] planning completed</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|--|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------------------|--|--|------------------|
| 4.10) | vg_prod_inno_in_planning | product innovation still in planning stage this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

| | |
|---|---|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p style="text-align: center;"><input type="text"/> [1] still in planning stage</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|---|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|--|--|------------------|
| 4.11) | vg_prod_inno_np | product innovation not planned this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

| | |
|---|---|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p style="text-align: center;"><input type="text"/> [1] not planned</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|---|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------------------|---------------------------------------|--|------------------|
| 4.12) | vg_process_inno_realized | process innovation realized this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

| | |
|--|---|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p style="text-align: center;"><input type="text"/> [1] realized</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|--|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------------------|--------------------------------------|--|------------------|
| 4.13) | vg_process_inno_aborted | process innovation aborted this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

| | |
|---|---|
| <p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p style="text-align: center;"><input type="text"/> [1] aborted</p> | <p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p> |
|---|---|

Time span of variable

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

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------------------------|---|--|------------------|
| 4.14) | vg_process_inno_plan_complete | process innovation planning completed this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

since 1981

Innovations

In 19XX/20XX* in the [...] innovations have been [...] by us

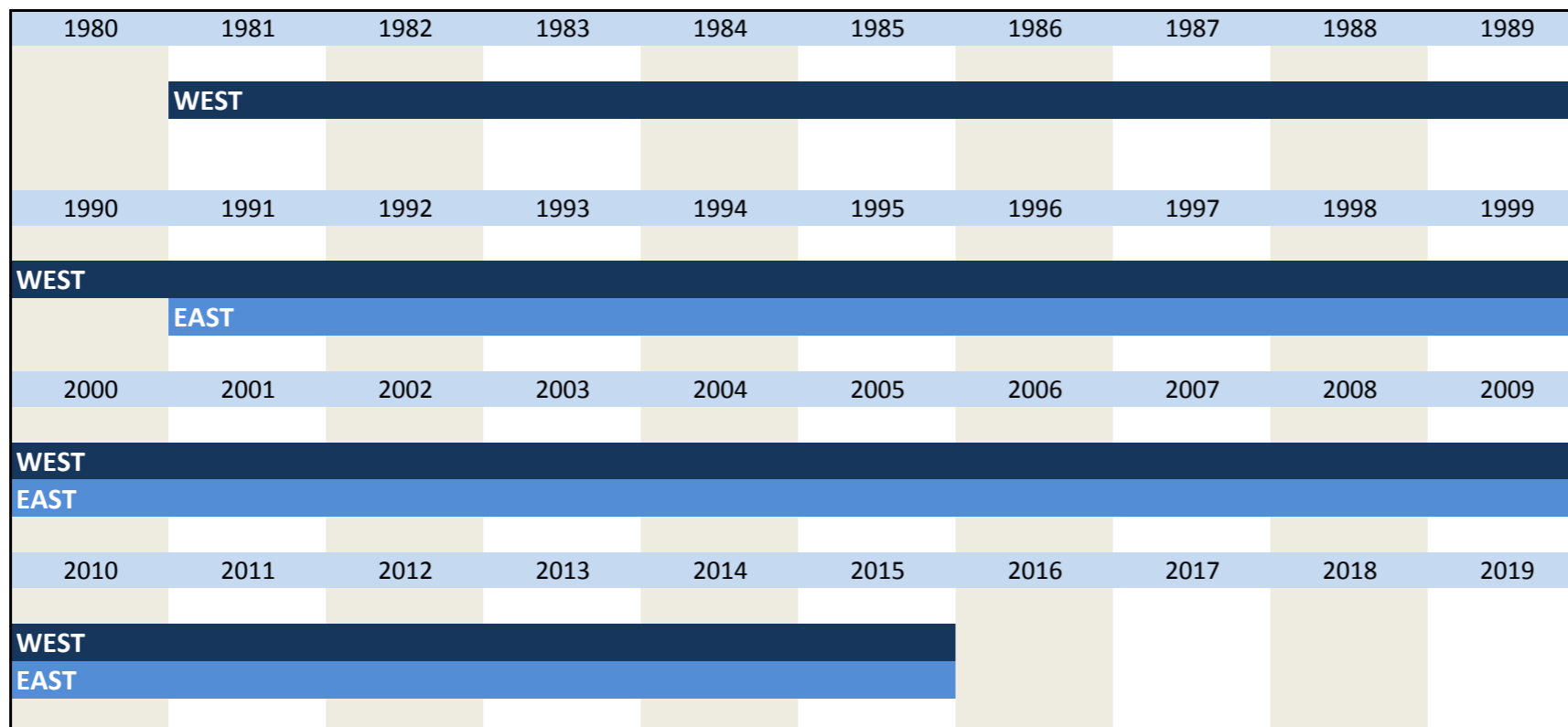
process field

[1] planning completed

Further information

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------------------|--|--|------------------|
| 4.15) | vg_process_inno_in_planning | process innovation still in planning stage this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

since 1981

Innovations

In 19XX/20XX* in the [...] innovations have been [...] by us

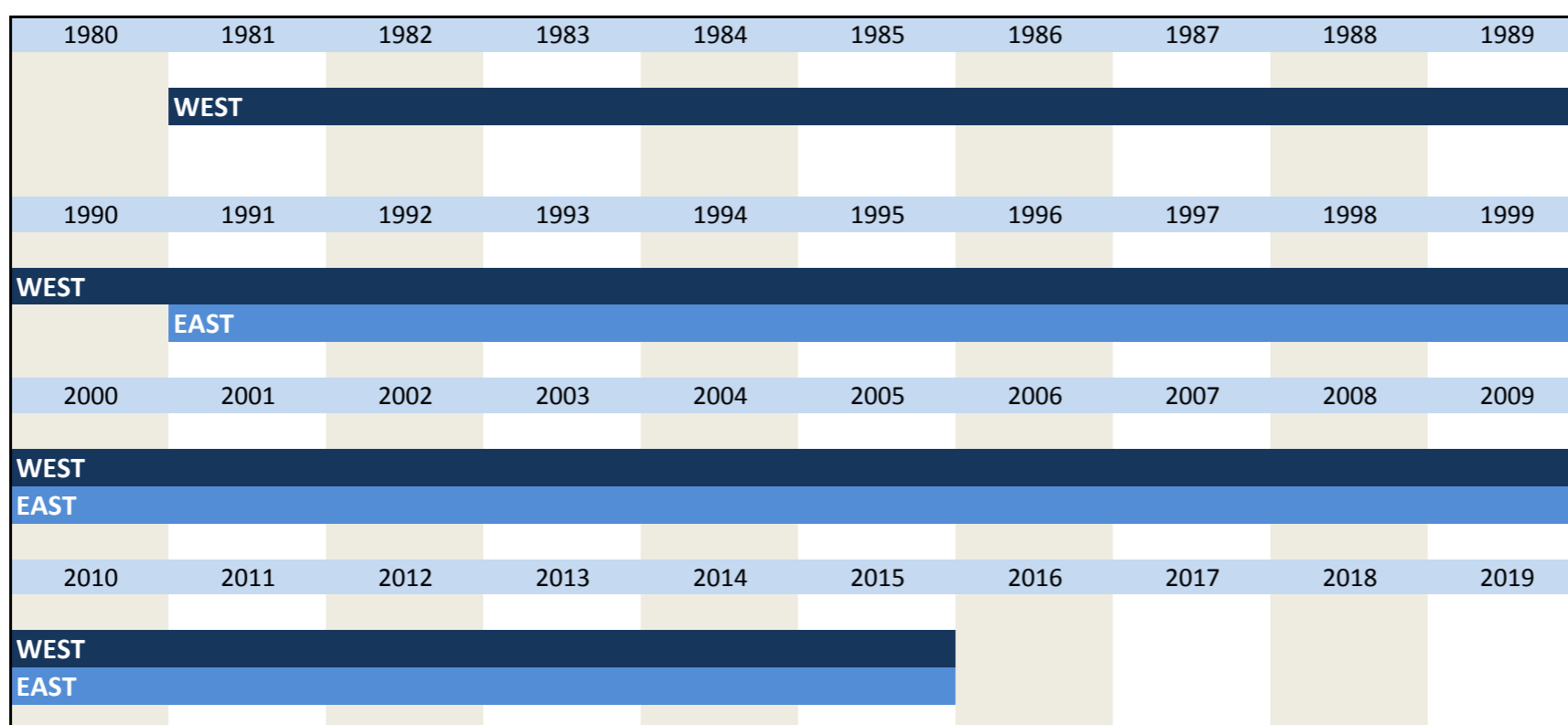
process field

[1] still in planning stage

Further information

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------------|--|--|------------------|
| 4.16) | vg_process_inno_np | process innovation not planned this year | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

since 1981

Innovations

In 19XX/20XX* in the [...] innovations have been [...] by us

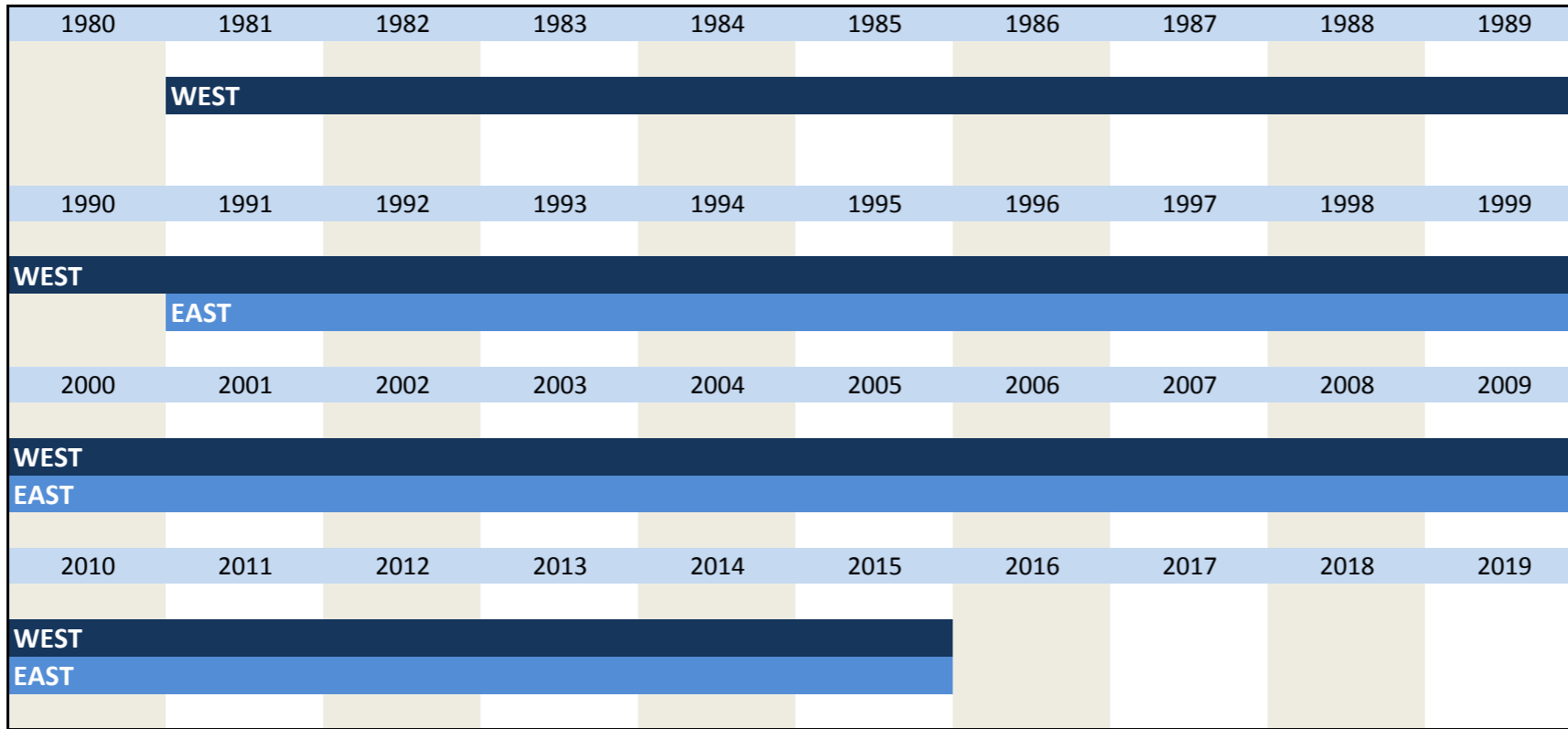
process field

[1] not planned

Further information

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------------|--|--|------------------|
| 4.17) | vg_share_inno_phase | share of turnover in stage of product launch | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

since 1981

Innovations

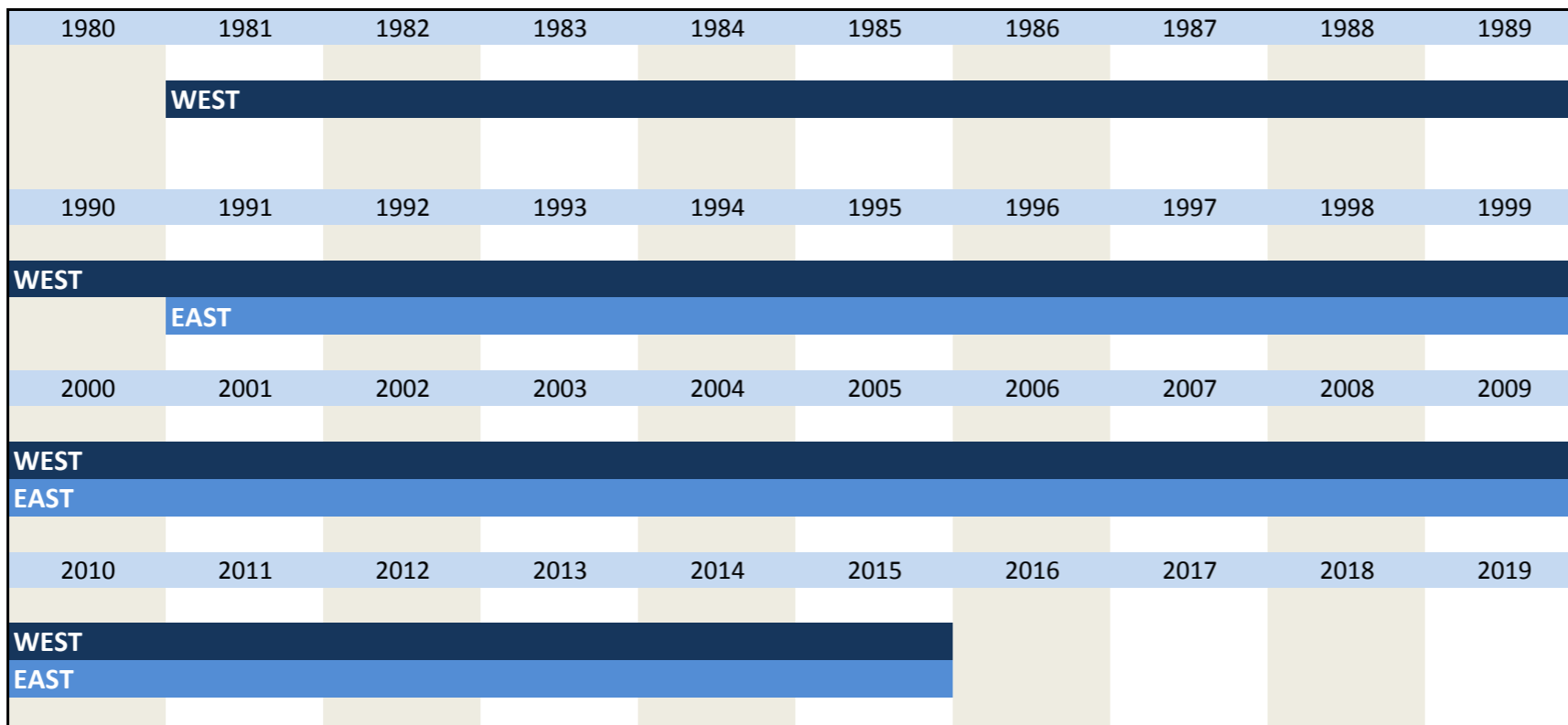
In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):

% product launch stage (Innovation)

Further information

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------------|---|--|------------------|
| 4.18) | vg_share_growth_phase | share of turnover in stage of positive growth | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

Further information

since 1981

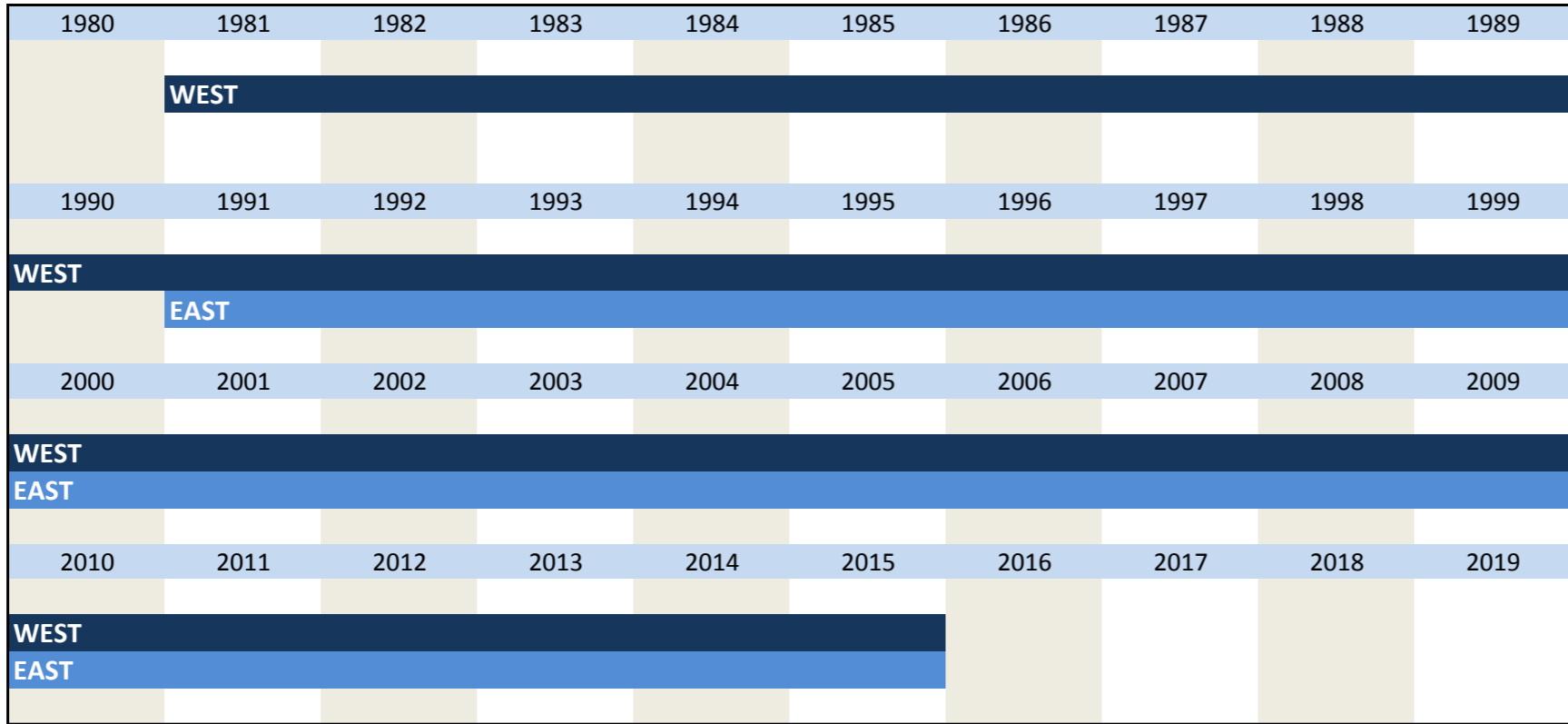
Innovations

In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):

_____ % stage of positive growth

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------------------|--|--|------------------|
| 4.19) | vg_share_stagnation_phase | share of turnover in stage of stagnation | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

since 1981

Innovations

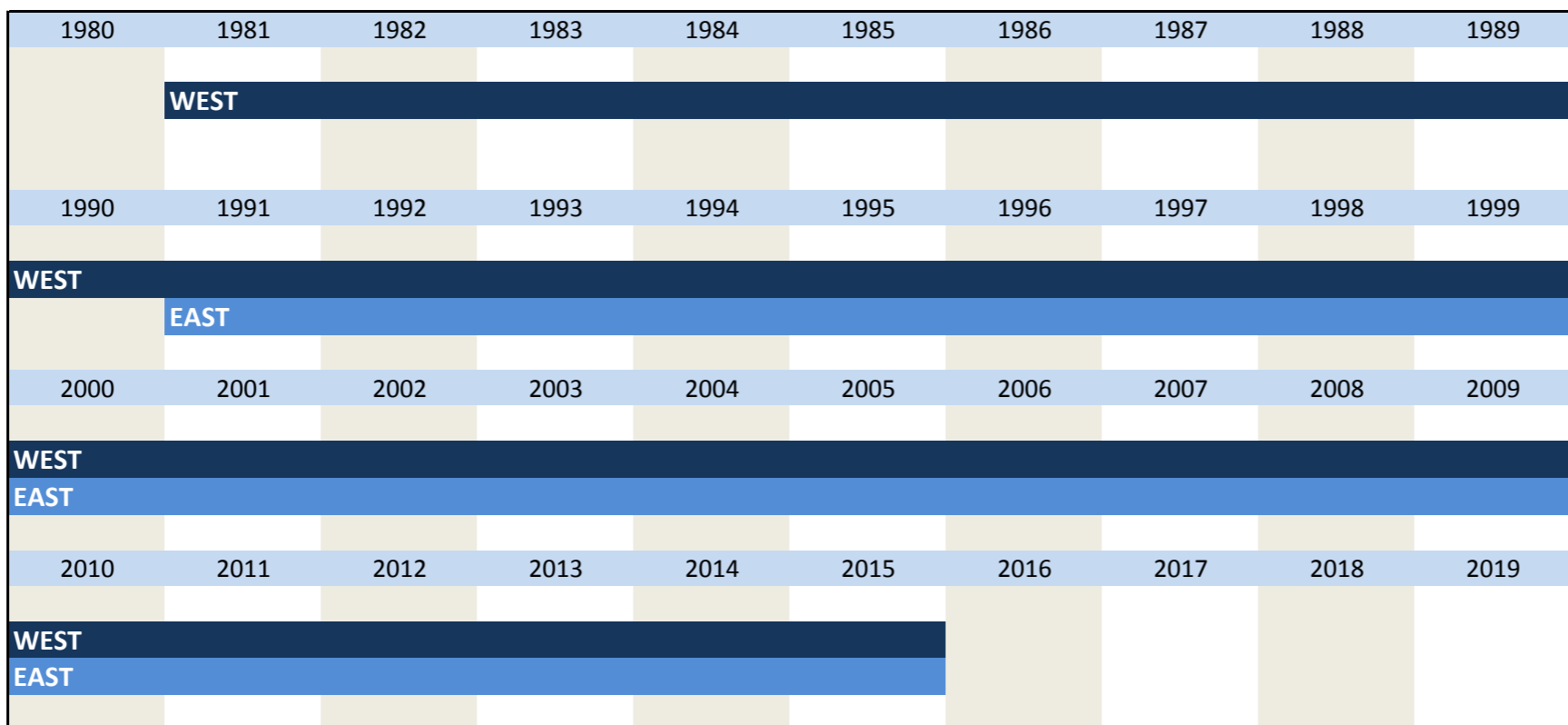
In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):

_____ % stage of stagnation

Further information

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------------------|---|--|------------------|
| 4.20) | vg_share_negative_growth | share of turnover in stage of negative growth | West since 12/1981 East since 12/1991 | annual annual |

Wording of question

since 1981

Further information

Innovations

In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):

_____ % stage of negative growth

*20XX refers to the current year
e.g.: If the question was posed in 2005:
20XX=2005

Time span of variable

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