

## **List of variables**

# ifo Business Survey Industry

## Data: 1/1980-6/2018

As of December 2018

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

1. Variables of identification

2. Standard questions

3. Special questions

1. Vari	iables 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 Firmennummer
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
Variable	es 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
1.23)	vg_participant	participation in this survey	Teilnahme

### 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 past	Auftragsbestand in Vergangenheit
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_salesexp	sales expectancy	Erwarteter Umsatz
2.14)	vg_emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl
2.15)	vg_pro_vpq	production vs. Past	Produktionstätigkeit in Vergangenheit
2.16)	vg_demand_vpq	situation of dmand vs. Past	Nachfragesituation in Vergangenheit
2.17)	vg_ord_vpq	orders vs. Past	Auftragsbestand in Vergangenheit
2.18)	vg_price_vpq	domestic prices of sale vs. Past	Inlandsverkaufspreise in Vergangenheit
2.19)	vg_credit**	credit allocation	Kreditvergabe
2.20)	vg statebus sl	state of business (VAS)	Beurteilung der Geschäftslage (VAS)
2.21)	vg_statebus_clicks	state of business (clicks)	Beurteilung der Geschäftslage (Klicks)
2.22)	vg_comexp_sl	expected commercial (VAS)	Erwartete Geschäftslage (VAS)
2.23)	vg_comexp_clicks	expected commercial (clicks)	Erwartete Geschäftslage (Klicks)
2.24)	vg_comexp_unc	uncertainty w.r.t. commercial operation	Slider Unsicherheit

\*special question until 06/1997. See 3.13) \*\*special question until 08/2008. See 3.48)

#### 3. Special questions

	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_difffin	difficulties of financing	Produktionsbehinderung durch Finanzierungsengpässe
3.11)	vg_weather	weather conditions	Produktionsbehinderung durch Wetterlage
3.12)	vg skelllack	lack of skilled employees	Mangel an Fachkräften
3.13)	vg_othrea	other reasons	Sonstige Faktoren / Andere Ursachen
3.14)	vg_proexpen	product too expensive	Produkte zu teuer
3.15)		quality of products	Produktqualität
3.16)	vg_proqual vg_propro	program of products	Produktprogramm
3.10)		overtime	Überstunden
3.18)	vg_ovtime	overtime more than customary	Mehr Überstunden als betriebsüblich
3.19)	vg_ovtimemo	short-time work	Kurzarbeit
	vg_stwork	expected short-time work	Erwartete Kurzarbeit
3.20)	vg_stworkexp		
3.21)	vg_emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl Beschäftigte Enwartungen
3.22)	vg_empl	employees 12 month	Beschäftigte Erwartungen
3.23)	vg_prof	profit situation	Ertragssituation derzeit
3.24)	vg_profch	change of profit situation	Ertragssituation gegenüber dem Vorquartal
3.25)	vg_hcount	headcount	Entwicklung des Personalbestands
3.26)	vg_fest	feedstock	Rohstoff- und Vormaterialbestände
3.27)	vg_proenl	enlagerment 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	hight 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_comppos1	national competitive postition	Wettbewerbsposition Inland
3.43)	vg_comppos2	EU competitive position	Wettbewerbsposition innerhalb der EU
3.44)	vg_comppos3	competitive position abroad	Wettbewerbsposition außerhalb der EU
3.45)	vg_ranord2	range of orders in mohths (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
		lanan arisis af	
3.54)	vg_j6	Japan crisis q6	Japankrise Frage6
3.54) 3.55)	vg_j6 vg_fairxh	exhibitor at an international specialized fair	Japankrise Frage6 Aussteller auf einer internationalen Fachmesse
	vg_fairxh		
3.55) 3.56)		exhibitor at an international specialized fair exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland
3.55)	vg_fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.55) 3.56) 3.57)	vg_fairxh vg_fairxh_g vg_fairxh_e	exhibitor at an international specialized fair exhibitor at an international specialized fair in Germany exhibitor at an international specialized fair in a foreign European country exhibitor at an international specialized fair in a country outside	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.55) 3.56)	vg_fairxh vg_fairxh_g	exhibitor at an international specialized fair exhibitor at an international specialized fair in Germany exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland
3.55) 3.56) 3.57)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne	exhibitor at an international specialized fair exhibitor at an international specialized fair in Germany exhibitor at an international specialized fair in a foreign European country exhibitor at an international specialized fair in a country outside	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.55) 3.56) 3.57) 3.58) 3.59)	vg_fairxh vg_fairxh_g vg_fairxh_e	exhibitor at an international specialized fair exhibitor at an international specialized fair in Germany exhibitor at an international specialized fair in a foreign European country exhibitor at an international specialized fair in a country outside Europe exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.55) 3.56) 3.57) 3.58)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne	exhibitor at an international specialized fair exhibitor at an international specialized fair in Germany exhibitor at an international specialized fair in a foreign European country exhibitor at an international specialized fair in a country outside Europe exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
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3.55) 3.56) 3.57) 3.59) 3.60) 3.61) 3.62) 3.83) 3.84) 3.85) 3.86)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_fairxhexp_ne vg_fairxhexp_ne vg_fair_heat vg_inf_heat vg_inf_cold	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         influence of heatwaves on value added         influence of cold waves on value added         influence of cold waves on value added         influence of cold waves on value added         influence of heavy rainfall on value added	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2- Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Auswirkung von Hitzeweilen auf die Wertschöpfung Auswirkung von Trockenheit auf die Wertschöpfung Auswirkung von Starkniederschlag auf die Wertschöpfung
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3.55) 3.56) 3.57) 3.59) 3.60) 3.61) 3.62) 3.83) 3.84) 3.85) 3.86)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_inf_heat vg_inf_cold vg_inf_drou vg_inf_rain	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         influence of heatwaves on value added         influence of cold waves on value added         influence of cold waves on value added         influence of cold waves on value added         influence of heavy rainfall on value added	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Auswirkung von Hitzeweilen auf die Wertschöpfung Auswirkung von Trockenheit auf die Wertschöpfung Auswirkung von Starkniederschlag auf die Wertschöpfung
3.55) 3.57) 3.57) 3.58) 3.60) 3.61) 3.62) 3.84) 3.84) 3.84) 3.84) 3.85) 3.86) 3.87)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_inf_heat vg_inf_drou vg_inf_drou vg_inf_rain vg_inf_storm	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in Germany during next 2 3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         influence of heatwaves on value added         influence of cold waves on value added         influence of drought on value added         influence of drought on value added         influence of storms on value added	Aussteller auf einer internationalen Fachmesse         Aussteller auf einer internationalen Fachmesse in Deutschland         Aussteller auf einer internationalen Fachmesse im europäischen Ausland         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland         Aussteller auf einer internationalen Fachmesse im den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren         Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren         Auswirkung von Kältewellen (inkl. Eis & Schnee) auf die Wertschöpfung         Auswirkung von Starkniederschlag auf die Wertschöpfung         Auswirkung von Starkniederschlag auf die Wertschöpfung         Auswirkung von Stürmen auf die Wertschöpfung
3.55) 3.56) 3.57) 3.59) 3.60) 3.61) 3.62) 3.63) 3.83) 3.84) 3.85) 3.86) 3.86) 3.86) 3.86) 3.86)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_inf_heat vg_inf_cold vg_inf_rain vg_inf_storm vg_einf_pur	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         influence of heatwaves on value added         influence of drought on value added         influence of drought on value added         influence of storms on value added         influence of storms on value added         influence of storms on value added	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse im europäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Ausswirkung von Kiltzewellen auf die Wertschöpfung Auswirkung von Trockenheit auf die Wertschöpfung Auswirkung von Starkniederschlag auf die Wertschöpfung Auswirkung von Stürmen auf die Wertschöpfung Auswirkung von Stürmen auf die Wertschöpfung
3.55) 3.56) 3.57) 3.59) 3.60) 3.61) 3.62) 3.83) 3.84) 3.85) 3.85) 3.85) 3.85) 3.85) 3.83) 3.83)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_inf_heat vg_inf_cold vg_inf_drou vg_inf_rain vg_inf_storm vg_einf_pur vg_einf_prod vg_einf_prod vg_einf_sal	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         influence of heatwaves on value added         influence of cold waves on value added         influence of storms on value added         influence of storms on value added         expected influence of climate change on purchases         expected influence of climate change on production	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse in uropäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Auswirkung von Hitzewellen auf die Wertschöpfung Auswirkung von Stärkeniederschlag auf die Wertschöpfung Auswirkung von Stärkniederschlag auf die Wertschöpfung Auswirkung von Stürmen auf die Wertschöpfung Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion
3.55) 3.56) 3.57) 3.59) 3.60) 3.61) 3.62) 3.62) 3.83) 3.84) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_inf_heat vg_inf_cold vg_inf_drou vg_inf_rain vg_inf_storm vg_einf_pur vg_einf_prod vg_einf_sal vg_einf_wast	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         influence of heatwaves on value added         influence of old waves on value added         influence of heatwaves on value added         influence of storms on value added         influence of storms on value added         expected influence of climate change on purchases         expected influence of climate change on sales         expected influence of climate change on waste management	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse in uropäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Auswirkung von Hitzeweilen auf die Wertschöpfung Auswirkung von Stärkeweilen (inkl. Eis & Schnee) auf die Wertschöpfung Auswirkung von Stürmen auf die Wertschöpfung Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung
3.55) 3.56) 3.57) 3.59) 3.60) 3.61) 3.62) 3.83) 3.84) 3.85) 3.85) 3.85) 3.85) 3.85) 3.85) 3.82) 3.82) 3.82) 3.82) 3.82)	vg_fairxh vg_fairxh_g vg_fairxh_e vg_fairxh_ne vg_fairxhexp vg_fairxhexp_g vg_fairxhexp_e vg_fairxhexp_ne vg_inf_heat vg_inf_cold vg_inf_drou vg_inf_rain vg_inf_storm vg_einf_pur vg_einf_prod vg_einf_prod vg_einf_sal	exhibitor at an international specialized fair         exhibitor at an international specialized fair in Germany         exhibitor at an international specialized fair in a foreign European country         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in a country outside Europe         exhibitor at an international specialized fair in Germany during next 2-3 years         exhibitor at an international specialized fair in a foreign European country during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         exhibitor at an international specialized fair in a country outside Europe during next 2-3 years         influence of heatwaves on value added         influence of cold waves on value added         influence of cold waves on value added         influence of storms on value added         influence of storms on value added         expected influence of climate change on purchases         expected influence of climate change on production         expected influence of climate change on sales	Aussteller auf einer internationalen Fachmesse Aussteller auf einer internationalen Fachmesse in Deutschland Aussteller auf einer internationalen Fachmesse in uropäischen Ausland Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren Auswirkung von Hitzewellen auf die Wertschöpfung Auswirkung von Statewellen (inkl. Eis & Schnee) auf die Wertschöpfung Auswirkung von Statewellen (inkl. Eis & Schnee) auf die Wertschöpfung Auswirkung von Stürmen auf die Wertschöpfung Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz

3.95)	
	vg_flight_ger
3.96)	vg_flight_eur
3.97)	vg_flight_world
3.98)	
	vg_surp_cat
3.99)	vg_ros_surp
3.100)	vg_loss_cat
3.101)	vg_ros_loss
3.102)	vg_russia1
3.103)	vg_russia2
3.104)	vg_russia3
3.105)	vg_russia4
3.106)	vg_russia5
3.107)	vg_russia6
3.108)	vg_russia7
3.109)	vg_russia8
3.110)	vg_fambus
3.111)	vg_minim1
3.112)	vg_minim2
3.113)	vg_minim3
3.114)	vg_minim4
3.115)	vg_minim5
3.116)	vg_minim6
3.117)	vg_minim7
3.118)	vg_minim8
3.119)	vg_invest_lj
3.120)	vg_invcon_lj
3.121)	vg_inveq_lj
3.122)	vg_invest_dj
3.123)	vg_invcon_dj
3.124)	vg_inveq_dj
3.125)	vg_invest_nj
3.126)	vg_invcon_nj
3.127)	vg inveg nj
3.128)	vg_ref1
3.129)	vg_ref2
3.130)	vg_1012
	vg_ref3
3.131)	vg_ref4
3.132)	vg_ref5
3.133)	vg_ref6
3.134)	vg_ref7
3.135)	vg_ref8
3.136)	vg_ref9
3.137)	
	vg_minim_post1
3.138)	vg_minim_post2
3.139)	vg_minim_post3
3.140)	vg_minim_post4
3.141)	vg_minim_post5
3.142)	vg_minim_post6
3.143)	vg minim post7
3.144)	vg_minim_post8
3.145)	
	vg_minim_post9
3.146)	vg_minim_post10
3.147)	vg_minim_post11
3.148)	
3.149)	vg_credityes
	vg_credityes vg_creditno
3.150)	vg_credityes vg_creditno vg_credituse1
3.150) 3.151)	vg_credityes vg_creditno vg_credituse1 vg_credituse2
3.150) 3.151) 3.152)	vg_credityes vg_creditno vg_credituse1 vg_credituse2 vg_credituse3
3.150) 3.151) 3.152) 3.153)	vg_credityes vg_creditno vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit
3.150) 3.151) 3.152) 3.153) 3.154)	vg_credityes vg_creditno vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager
3.150) 3.151) 3.152) 3.153)	vg_credityes vg_creditno vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit
3.150) 3.151) 3.152) 3.153) 3.154)	vg_credityes vg_credituse1 vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare
3.150) 3.151) 3.152) 3.153) 3.154) 3.155)	vg_credityes vg_creditno vg_credituse1 vg_credituse2 vg_oredituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes
3.150) 3.151) 3.152) 3.153) 3.154) 3.155) 3.156) 3.157)	vg_credityes vg_creditno vg_credituse1 vg_credituse2 vg_oredituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes
3.150) 3.151) 3.152) 3.153) 3.154) 3.155) 3.156) 3.157) 3.158)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_2
3.150) 3.151) 3.152) 3.153) 3.154) 3.155) 3.156) 3.156) 3.157) 3.158) 3.159)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_3
3.150)         3.151)         3.152)         3.153)         3.154)         3.155)         3.156)         3.157)         3.158)         3.158)         3.159)         3.159)         3.160)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_2 vg_usgov_exp_3 vg_usgov_exp_4
3.150)         3.151)         3.152)         3.153)         3.154)         3.155)         3.156)         3.157)         3.158)         3.159)         3.159)         3.159)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.160)         3.161)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_2 vg_usgov_exp_2 vg_usgov_exp_3 vg_usgov_exp_4 vg_usgov_exp_4 vg_usgov_inf_1
3.150)         3.151)         3.152)         3.153)         3.154)         3.155)         3.156)         3.157)         3.158)         3.158)         3.159)         3.159)         3.160)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_2 vg_usgov_exp_3 vg_usgov_exp_4
3.150)         3.151)         3.152)         3.153)         3.154)         3.155)         3.156)         3.157)         3.158)         3.159)         3.159)         3.159)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.150)         3.160)         3.161)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_2 vg_usgov_exp_3 vg_usgov_exp_4 vg_usgov_inf_1 vg_usgov_inf_3
3.150) 3.151) 3.152) 3.153) 3.154) 3.155) 3.156) 3.157) 3.158) 3.159) 3.160) 3.161) 3.162)	vg_credityes vg_credituse1 vg_credituse2 vg_credituse3 vg_brexit vg_midmanager vg_midmanshare vg_midyes vg_usgov_exp_1 vg_usgov_exp_2 vg_usgov_exp_3 vg_usgov_exp_4 vg_usgov_inf_1 vg_usgov_inf_3
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importance of flight connections in Germany mportance of flight connections in Europe importance of flight connections worldwide return on sales: surplus (category) return on sales: surplus return on sales: loss (category) return on sales: loss Russia/Ukraine conflict q1 Russia/Ukraine conflict q2 Russia/Ukraine conflict q3 Russia/Ukraine conflict q4 Russia/Ukraine conflict q5 Russia/Ukraine conflict q6 Russia/Ukraine conflict q7 Russia/Ukraine conflict q8 family business minimum wage g1 minimum wage q2 minimum wage q3 minimum wage q4 minimum wage q5 minimum wage q6 minimum wage q7 minimum wage q8 total investment last year investment in construction last year investment in equipment last year total investment this yea investment in construction this year investment in equipment next year total investment next year investment in construction next year investment in equipment next year refugees question 1 refugees question 2 refugees question 3 refugees question 4 refugees question 5 refugees question 6 refugees question 7 refugees question 8 refugees question 9 affected by minimum wage no minimum wage measures measures: employee reduction measures: working hour reduction measures: increased prices measures: decreased investment measures: decreased special payments less minijobs minijobs transformed into insurable employment new insurable employment employment relationships did not change credit agreement signed credit agreement not signed financing of ongoing operating resources financing of an investment other financing expected impact from brexit mid tier: more than 4 managers mid tier: at least one manager has shares mid tier: company rated as mid tier new US government: expect new customs new US government: expect increased customs new US government: expect other barriers new US government: expect no change new US government influence: more production new US government influence: opening of new branches new US government influence: no US exports new US government: revenue expectations new US government: importance as destination new US government: importance as origin new US government: importance as production location credit seeking credit allocation reasons for not credit seeking confronted with negative interest rates negative interest actions: none negative interest actions: bank agreements negative interest actions: change of bank negative interest actions: increase of cash negative interest actions: redeployment in other financial assets and settlement of credits

Bedeutung von Flugverbindungen zu Zielen in Deutschland Bedeutung von Flugverbindungen zu Zielen in Europa Bedeutung von Flugverbindungen zu Zielen weltweit Jahresüberschuss (Kategorie) Jahresüberschuss Jahresverlust (Kategorie) Jahresverlust Russland/Ukraine-Konflikt Frage 1 Russland/Ukraine-Konflikt Frage 2 Russland/Ukraine-Konflikt Frage 3 Russland/Ukraine-Konflikt Frage 4 Russland/Ukraine-Konflikt Frage 5 Russland/Ukraine-Konflikt Frage 6 Russland/Ukraine-Konflikt Frage 7 Russland/Ukraine-Konflikt Frage 8 Familienunternehemen Mindestlohn Frage 1 Mindestlohn Frage 2 Mindestlohn Frage 3 Mindestlohn Frage 4 Mindestlohn Frage 5 Mindestlohn Frage 6 Mindestlohn Frage 7 Mindestlohn Frage 8 Gesamtinvestitionen letztes Jahr Investitionen in Bauten letztes jahr Investitionen in Ausrüstung letztes Jahr Gesamtinvestitionen dieses Jahr Investitionen in Bauten dieses Jahr Investitionen in Ausrüstung dieses Jahr Investitionen im kommenden Jahr, Insgesamt Investitionen im kommenden Jahr, Bauter Investitionen im kommenden Jahr, Ausrüstung Flüchtlinge Frage 1 Flüchtlinge Frage 2 Flüchtlinge Frage 3 Flüchtlinge Frage 4 Flüchtlinge Frage 5 Flüchtlinge Frage 6 Flüchtlinge Frage 7 Flüchtlinge Frage 8 Flüchtlinge Frage 9 von Mindestlohn betroffen keine Mindestlohn- Maßnahmen Maßnahmen: Personalabbau Maßnahmen: Arbeitszeitreduzierung Maßnahmen: Preiserhöhungen Maßnahmen: verringerte Investitionen Maßnahmen: Kürzungen von Sonderzahlungen Minijobs weggefallen Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt neue soz.vers.pflichtige Besch.verhältnisse keine veränderten Besch.Verhältnisse Kreditvertrag abgeschlossen Kreditvertrag nicht abgeschlossen Finanzierung laufender Kreditmittel Finanzierung einer Investition Sonstiger Verwendungszweck Erwartete Auswirkungen von einem Brexit Mittlestand: mehr als 4 Manage Mittelstand: Mindestens ein Manager hat Anteile Mittelstand: Als Mittelstand eingeschätzt neue US Regierung: neue Zölle erwartet neue US Regierung: Zollerhöhung erwartet neue US Regierung: andere Handelsbarrieren erwartet neue US Regierung: keine Veränderung erwartet neue US Regierung Einfluss: mehr Produktion neue US Regierung Einfluss: weitere Niederlassung gründen neue US Regierung Einfluss: keine Exporte in die USA neue US Regierung: Umsatzerwartungen neue US Regierung: Wichtigkeit als Exportziel neue US Regierung: Wichtigkeit als Importursprung neue US Regierung: Wichtigekeit als Produktionsstandort Kreditverhandlungen durchgeführt Kreditvergabe: Verhalten der Banken Gründe für keine Kreditverhandlungen Wurden Sie mit Negativzinsen konfrontiert? Keine Maßnahmen Verhandlungen mit Bank Wechsel der Bank Erhöhung der Bargeldhaltung Umschichtung Finanzanlagen/Rückzahlung von Krediten Umschichtung des Guthabens

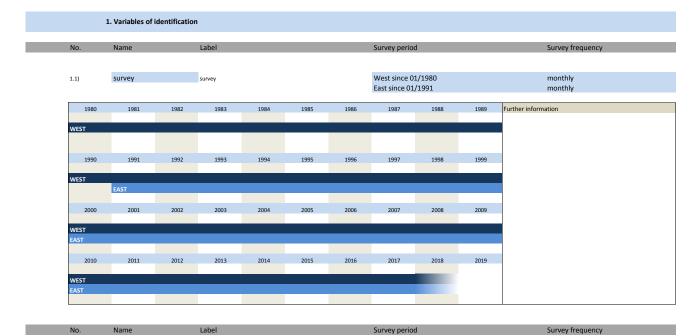
negative interest actions: redeployment of assets within company

3.178)	vg negint inv	negative interest actions: investing or preponing (additional) investments	Investitionen
3.179)	vg_negint_oth	negative interest actions: other	Andere
3.180)	vg_negint_burden	burden of negative interest rates on profit situation	Belastung durch Negativzinsproblematik
3.181)	vg_negint_banks	number of relationship banks	Wie viele Banken?
3.182)	vg_mercoex	export to Mercosur area	Export in Mersosur-Raum
3.183)	vg_mercoex_tariffs	export to Mercosur area if: trade tariffs decrease	Handelszölle
1.184)	vg_mercoex_transco	export to Mercosur area if: transport costs decrease	Transportkosten
1.185)	vg_mercoex_techsta	export to Mercosur area if: technical standards equalized	technsiche Standards und Normen
1.186)	vg_mercoex_admin	export to Mercosur area if: administrative obstacles disappear	bürokratische Hindernisse
1.187)	vg_mercoex_polrisk	export to Mercosur area if: political risks decrease	politische Risiken
1.188)	vg_mercoex_serv	export to Mercosur area if: access to service markets facilitated	Zugang zu Dienstleistungsmärkten
1.189)	vg_mercoex_pubten	export to Mercosur area if: access to public tenders facilitated	Zugang zu öffentlichen Ausschreibungten
1.190)	vg_mercoagree_ex	If free trade agreement EU-Mercosur: export more to M.	Export in Mercosur
1.191)	vg_mercoagree_im	If free trade agreement EU-Mercosur: import more from M.	Import aus Mercosur
1.192)	vg_mercoagree_inv	If free trade agreement EU-Mercosur: invest more in M.	Invetitionen im Mercusor
1.193)	vg_mercoagree_comp	If free trade agreement EU-Mercosur: more competition from M.	Erhöhter Wettbewerb durch Unternehmen aus Mercosur
1.194)	vg_mercoagree_no	If free trade agreement EU-Mercosur: no impact	Nicht betroffen
3.195)	vg_ustax_sales	tax reform: percentage sales in US	US Steuerreform: prozentualer Umsatz in USA
3.196)	vg_ustax_competition	tax reform: competition with US-companies	US Steuerreform: Wettbewerb mit US-Firmen
3.197)	vg_ustax_shortterm	tax reform: tax burden short term	US Steuerreform: Steuerbelastung kurzfristig
3.198)	vg_ustax_longterm	tax reform: tax burden long term	US Steuerreform: Steuerbelastung langfristig
3.199)	vg_ustax_export	tax reform: reaction export	US Steuerreform: Reaktion Exporte
3.200)	vg_ustax_import	tax reform: reaction import	US Steuerreform: Reaktion Importe
3.201)	vg_ustax_invus	tax reform: reaction investment in US	US Steuerreform: Reaktion Investitionen in USA
3.202)	vg_ustax_invger	tax reform: reaction investment in Germany	US Steuerreform: Reaktion Investitionen in Deutschland
3.203)	vg_ustax_intelprop	tax reform: relocation of intellectual property	US Steuerreform: Verlagerung von geistigen Eigentum
	*standard question since 07/1997. So	ee 2.14)	

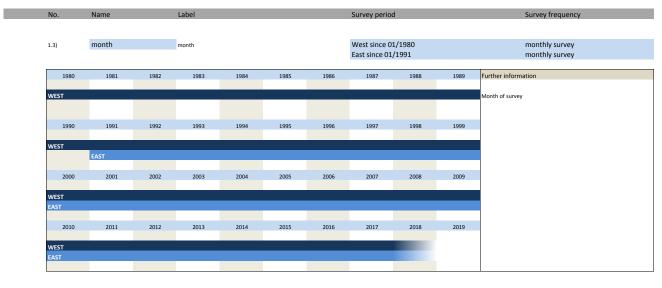
\*\*standard question since 07/1997. See 2.14)

### 4. Special question Innovation

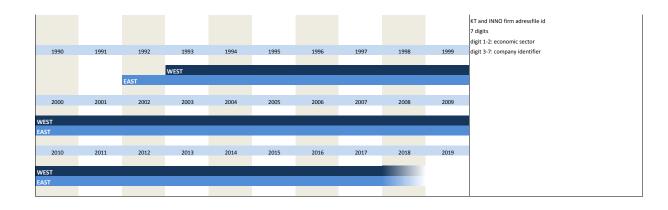
Nr.	Name	Label	Label
4.1)	vg_market_national_1	development of national market in next 5 years	Entwicklung des nationalen Marktes in den nächsten 5 Jahren
4.2)	vg_market_national_2	development of national market in next 5 years	Entwicklung des nationalen Marktes in den nächsten 5 Jahren
4.3)	vg_market_abroad_1	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
	vg_prod_inno_plan_comp		
4.9)	leted	product innovation planning completed this year	Planung für Produktinnovationen abgeschlossen
	vg prod inno in plannin		
4.10)	g	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_co		
	mpleted vg process inno in plan	process innovation planning completed this year	Planung für Prozessinnovationen abgeschlossen
4.15)			
4.16)	ning vg process inno np	process innovation still in planning stage this year process innovation not planned this year	Prozessinnovationen noch in Planungsphase keine Prozessinnovationen geplant
4.10)	vg_share_inno_np	share of turnover in stage of product launch	Anteil Produktein Produktstartphase an Umstaz
4.18)	vg share growth phase	share of turnover in stage of positive growth	Anteil Produkte in Phase positiven Wachstums an Umsatz
	vg share stagnation pha	share of tarrierer in stage of positive growth	
4.19)	se	share of turnover in stage of stagnation	Anteil Produkte in Phase von stagnatierendem Wachstum an Umsatz
	vg share negative growt	share of turnover in stage of stagnation	Anten Produkte in Phase von stagnatierendenn wachstum an omsatz
4.20)	h	share of turnover in stage of negative growth	Antol Produkto in Dhaco norativon Washetums an Umsatz
4.21)	vg rd activity	R&D activity	Anteil Produkte in Phase negativen Wachstums an Umsatz FuE Aktivitäten
4.21)	vg rd employee share	share of employees R&D	Anteil FuE-Personals an Beschäftigten
4.23)	vg rd expen share	share of R&D expenditures	Anreil FuE-Ausgaben an Umsatz

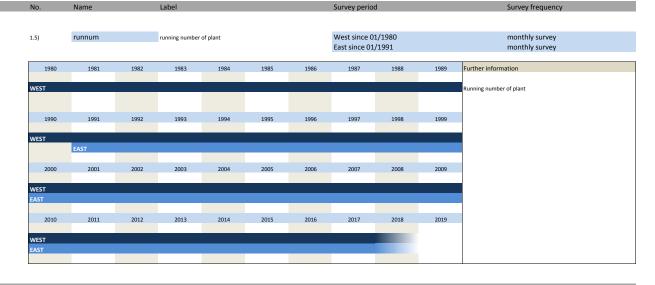


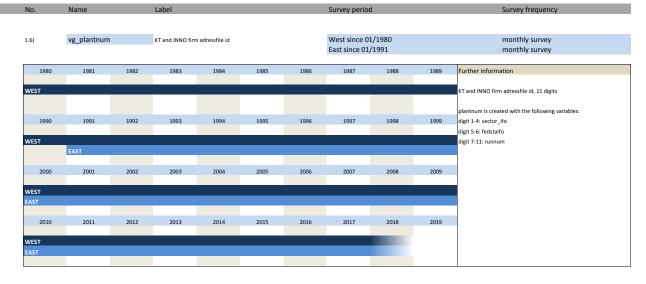
1.2)	year		year				West since 0 East since 01			monthly survey monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Year of survey
										4 digits
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

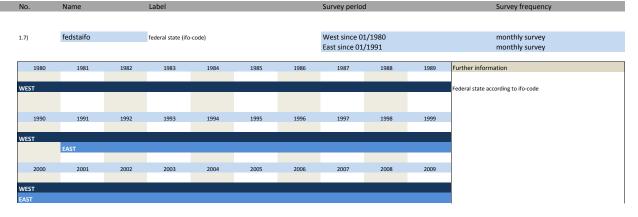


No.	Name		Label				Survey perio	d		Survey frequency
1.4)	idnum		KT and INNO firm	n adressfile id			West since 0	4/1993		monthly survey
							East since 04	/1992		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information

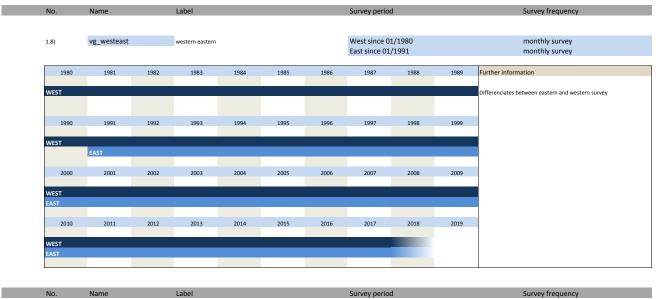








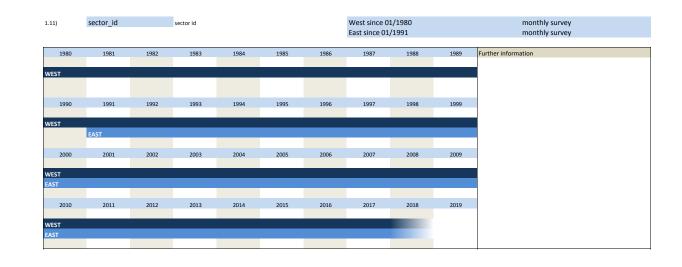
2	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST										
EAST										



								-		
								. /		
.9)	vg_weight		weight				West since 0			monthly survey
							East since 01	/1991		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
NEST										
										Variable is not collected in the survey but is
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	constructed later using a formula to calculate.
										weight: calculated by this formula:
WEST										
	EAST									(log <sub>10</sub> ('emppro2')) <sup>e</sup>
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Weighting refers to employees per product
	_									'emppro2'
WEST										
EAST	_									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey perio	bd		Survey frequency
1.10)	vg_latecomer		latecomer					98 to 12/2001 8 to 03/2011		monthly survey
								1/1998 to 12/2 8 to 03/2011	2001	monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Latecomer
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	[1] N=latecomer
								WEST EAST		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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST EAST	_							WEST EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST	_									

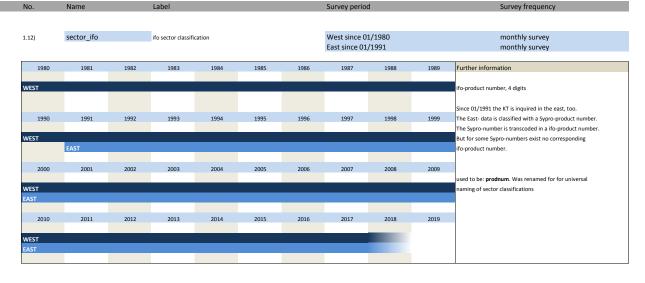
No. Name Label Survey period Survey frequency



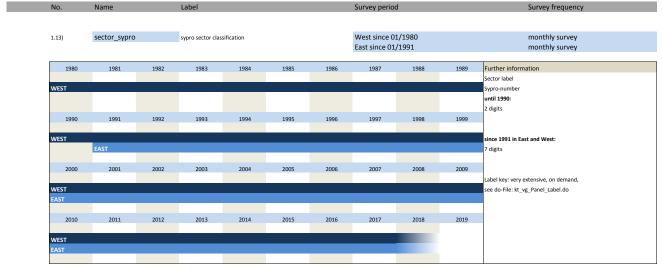
No

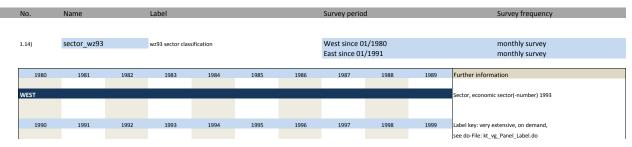
Name

Label

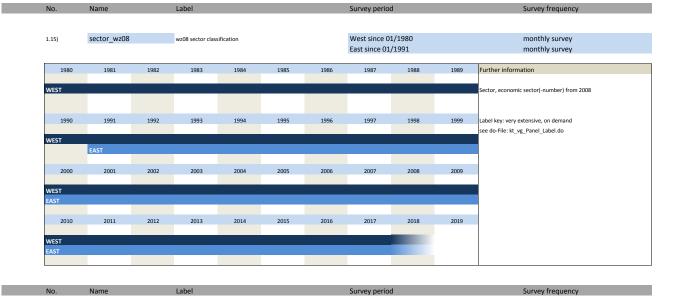


Survey period



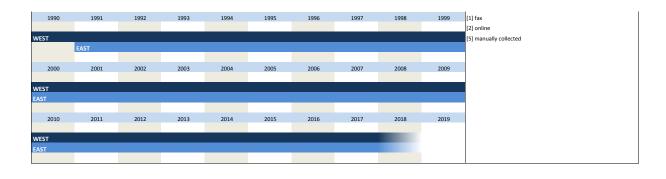


WEST									
	EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST EAST									
EAST									



1.16)	sector_total		ebdc sector classi	ification			West since 02 East since 01	•		monthly survey monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Sector, economic sector
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	<ul> <li>[6] food, drinks and tobacco industry</li> <li>[7] textile, clothing, leather</li> <li>[8] wood industry, production of cork, wooden, braided</li> </ul>
WEST	EAST									and basket articles (without furniture) [9] paper industry, Production of paper, board
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	and articles thereof [10] publishing industry, printing industry, reproduction of recorded sound, image and data storage media
WEST EAST	_									[11] cokery, mineral oil processing, processing of fissile and fertile meterials
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	<ul><li>[12] chemical industry</li><li>[13] pharmazeutical industry</li><li>[14] rubber and plastics industry</li></ul>
WEST EAST										<ul> <li>[15] glass and ceramics industry, processing of stones and soil</li> <li>[16] metal industry</li> <li>[17] production of data processing devices, electronical</li> </ul>
										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

		II. Variables	regarding the	survey proce	SS					
No.	Name		Label				Survey perio	d		Survey frequency
1.17)	online		online				West 01/199 and since 07	99 to 11/2001 /2004		monthly survey
							East since 07	/2004		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Questionnaire answered online
										[0] paper



Survey period

Survey frequency

Survey frequency

No.

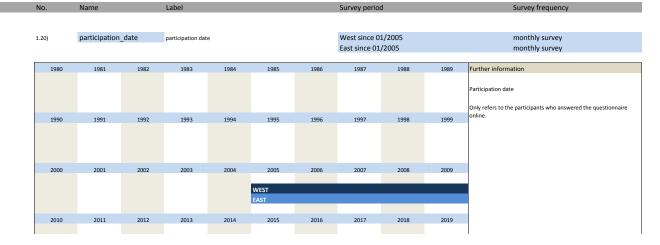
Name

No. Name Label

Label

18)	survey_start		survey start				West since 02 East since 01			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
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
2000	2001	2002	2003	2004	2005 WEST	2006	2007	2008	2009	
					EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
VEST AST										

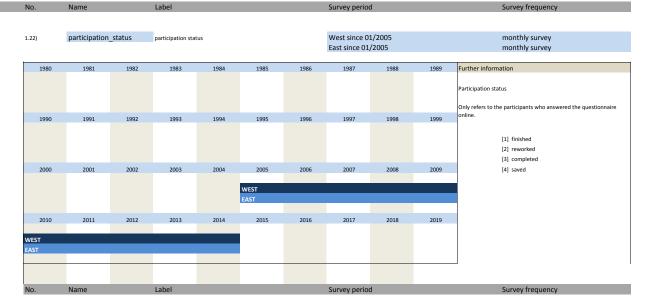
.19)	survey_end		survey end				West since 0 East since 01			monthly survey monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										End of survey Only refers to the participants who answered the questionnair
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
					WEST EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			_							
VEST										
AST										



		_		
WEST			WEST	
EAST			EAST	

No

No.	Name		Label				Survey perio	Ju		Survey frequency
1.21)	participation	hour	participation hour				West since 0 East since 0			monthly survey monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Participation hour
										Only refers to the participants who answered the questionna
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
					WEST					
					EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST								WEST		
EAST								EAST		

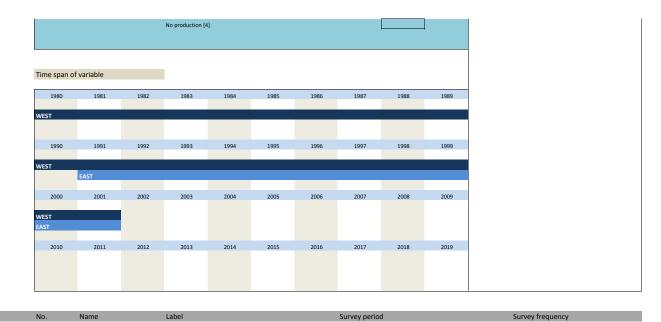




No.	Name		Label				Survey perio	d		Survey frequency
2.1)	vg_statebus		state of buisness	(appraisal)			West since 0 East since 01			monthly survey monthly survey
Wording	of question						Last since of	, 1991		monthly survey
01/1991 to 1	.1/2001								I	Further information
No question	naires for the East ava	ilable							,	Appraisal of the state of business
01/1980 to 1	1/2001									
	y evaluate our state of	f husiness for Y	V to be							
ine currenti		business for A	good [1]			1				
			satisfiable (seaso bad [3]	onal) [2]	<u></u>			1		
			Dag [5]					J		
01/2002 to 0	02/2002 ation and tendencies									
	y evaluate our state of	f business for X	Y to be							
			good [1]			]	Т			
			satisfiable [2] bad [3]					]		
03/2002 to 0 Current situa	ation									
We evaluate	our state of business	for XY to be				7				
			good [1] satisfiable [2]				1	-		
			bad [3]					]		
Time spar	n 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	1011	LUIL	2013	2014	2013	2010	2017	2010	2013	
EAST										
							Survey perio	d		Survey frequency
No.	Name		Label							
			_	is pravious month			West 01/109	10 to 11/2001		monthly survey
2.2)	vg_provpm	1	_	us previous month			West 01/198 East 01/1991	30 to 11/2001 I to 11/2001		monthly survey monthly survey
2.2)			_	us previous month			West 01/198 East 01/1991	80 to 11/2001 L to 11/2001	1.	monthly survey
2.2)	vg_provpm of question		_	is previous month			West 01/198 East 01/1991	80 to 11/2001 I to 11/2001		
2.2) Wording ( 01/1991 to 1	vg_provpm of question	ilable	_	is previous month			West 01/198 East 01/1991	80 to 11/2001 I to 11/2001	1	monthly survey Further information Production compared to previous month Due to the alignment of the survey periods
2.2) Wording ( 01/1991 to 1	vg_provpm of question 11/2001 naires for the East ava	ilable	_	is previous month			West 01/198 East 01/1991	80 to 11/2001 I to 11/2001	1	Further information Production compared to previous month Due to the alignment of the survey periods y the European Union, the question is continued by the variable
2.2) Wording of 01/1991 to 1 No question 01/1980 to 0	vg_provpm of question 11/2001 naires for the East ava		production versu	is previous month			West 01/198 East 01/1991	30 to 11/2001 L to 11/2001		monthly survey Further information Production compared to previous month Que to the alignment of the survey periods by the European Union, the question is

he activity of our domest	ic production of XY was			
not	re [1] t changed [2] s [3]	<u> </u>	; 	

07/1994 to 11/2001 Compared to previous month t



vg\_stin West since 01/1980 monthly survey 2.3) stock of inventories East since 01/1991 monthly survey Wording of question Further information 01/1991 to 11/2001 ppraisal of the stock of inventories No questionnaires for the East available 01/2002 and 02/2002 \*Current situation and tendencies 01/1980 to 11/1992 \*addition "current" In the english translation of the value label there is a linguistic, but not a contentual divergence before 1990. We currently evaluate our stock of unsold finished goods to be too little [1] sufficient [2] too much [3] no stock-keeping [4] 12/1992 to 11/2001 Ne currently evaluate our stock of unsold finished goods to be too little [1] sufficient [2] too much [3] no stock-keeping [4] 01/2002 to 06/2018 Current situation\* Ne evaluate our (current)\*\* stock of unsold finished goods to be too little [1] sufficient [2] too much [3] no stock-keeping [4] Time span of variable 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 WEST 1991 1992 1993 1994 1995 1996 1997 1998 1999 1990 WEST EAST 2001 2009 2002 2003 2004 2005 2006 2007 2008 2000 WEST

2016

2017

2018

2019

2010

WEST

2011

2012

2013

2014

2015

No.	Name		Label				Survey period	d		Survey frequency
2.4)	vg_demand		situation of dem	and			West 01/198	0 to 11/2001		monthly survey
Wording of	question						East 01/1991	to 11/2001		monthly survey
01/1991 to 11, No questionna	/2001 vires for the East avai	lable								Further information Situation of demand compared to previous month Due to the alignment of the survey periods
01/1980 to 06,	/1994									by the European Union, the question is continued by the variable <b>2.16) demand_vpq</b> from 01/2002 on
Compared to p	previous month the si	ituation of dem		foreign demand)	) for XY is	1				
			better [1] not changed [2] worse [3]				<u> </u>	]		
07/1994 to 11	/2001									
Compared to p	previous month the si	ituation of dem	and for XY is							
			better [1] not changed [2]				7			
			worse [3]					]		_
Time span		4000	1000	4004	1005	1000	1007	4000	4000	
1980 WEST	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	
No.	Name		Label				Survey period	d		Survey frequency
							March 04 /400	0 +- 11 /2001		
2.5) Wording of	vg_ordvpm		orders versus pa	st			West 01/198 East 01/1991			monthly survey monthly survey
										Further information
01/1991 to 11, No questionna	/2001 iires for the East avai	lable								Orders versus previous month
										Due to the alignment of the survey periods by the European Union, the question is
01/1980 to 12						6				continued by the variable 2.17) ord_vpq from 01/2002 on
Compared to p	previous month our o	rder backlog (d	omestic and foreig higher [1]	n orders) for XY i	s currently (in tern	ns of value*)				*The addition "in terms of value" is only
			as high as norma lower [3] stock-keeping no						]	added in the months 01/03/04/05/09/10
01/1981 to 12,	/1982									
Compared to p	previous month our o	rder backlog (ir	n terms of value, do	omestic and forei	gn orders) for XY i	currently				
			higher [1]				_			
			as high as norma	1 [2]						

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

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

ince 01/1983 to 06/1994

	previous month our o	order backlog (i	n terms of value) fo	r XY is currently						
			higher [1]				-			
			as high as norma lower [3]	1[2]						
since 07/1997	to 11/2001									
Compared to p	previous month our o	order backlog o	f domestic and fore	ign orders (in ter	ms of value) for XY	is currently				
			higher [1]							
			as high as norma	[2]	L		1	ı.		
			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	
	1991	1332	1995	1354		1990	1997	1330	2355	
WEST	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2001	2002	2003	2004	2003	2000	2007	2008	2005	
WEST EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
No	Nama		Labol				Current paria			Curries from one
No.	Name		Label				Survey period	L L L L L L L L L L L L L L L L L L L		Survey frequency
26)	vg_orders		orders (appraisal	)			West since 0	1/1980		monthly survey
Wording of	question						East since 01,	/1991		monthly survey
worung of	question									
01/1991 to 11	/2001									Further information
No questionna	ires for the East ava	ilable								appraisal of the current order backlog
										01/2002 and 02/2002 *instead of "Current situation"
	/1982									→"Current situation and tendencies" **addition "current"
01/1980 to 12		acklog (domest	ic and foreign order:	s) to be						
	evaluate our order ba			1						since 01/1994 inquired for east and west
	evaluate our order ba		relatively high [1]				_			
	evaluate our order ba		(e.g. extended time							
	evaluate our order ba		(e.g. extended time sufficient [2] too small [3]						1	
	evaluate our order ba		(e.g. extended time sufficient [2]						]	
We currently o			(e.g. extended time sufficient [2] too small [3]						]	
We currently o 01/1983 to 06			(e.g. extended time ( sufficient [2] too small [3] not usual [4]	of delivery)					]	

	relatively high [1] (e.g. extended time of delivery) sufficient [2] or not customary too small [3]	
07/1994 to 06/1997		
We currently evaluate our order backlog		
	relatively high [1] (e.g. extended time of delivery) sufficient [2] or not customary too small [3]	
07/1997 to 11/2001		
We currently evaluate our order backlog (domestic	c and foreign orders) to be	
	relatively high [1] (e.g. extended time of delivery)	

or not customary

			too small [3]						
01/2002 to 06/2 Current situation We evaluate our			clatively high [1] (e.g. extended time of sufficient [2] or not customary too small [3]			total			
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 perio	bd	Survey frequency
2.7)	vg pricevpm	domestic prices	of sale versus previous month	West 01/19	80 to 11/2001	monthly survey
					1 to 11/2001	monthly survey
Wording of	fquestion					
						Further information
01/1991 to 11	/2001					Domestic prices of sale versus previous month
No questionna	aires for the East ava	ilable				Due to the alignment of the survey periods
						by the European Union, the question is
01/1980, 04/1	980, 05/1980, 10/19	80				continued by the variable
Compared to r	arouious month our s	fomestic sale prices - taking chang	r in conditions into account for	W wara		2.18) price_vpq from 01/2002 on
compared to p	previous month our c	iomestic sale prices - taking chang	es in conditions into account - for .	follow up orders		
			regular orders (a	also "since stock-orders")		
		increased [1]				
		Increased [1]				
		not changed [2]				
		decreased [3]				
		decreased [5]				
02/1980, 03/1	980, 06/1980 to 09/1	1980, 11/1980 to 09/1991				
Compared to p	previous month our o	fomestic sales prices (net-prices) -	taking changes in conditions into a	account - for XY were		
		increased [1]		1		
		not changed [2]			_	
		decreased [3]				
10/1991 to 11	/2001					
Compared to p	previous month our o	domestic sales prices (net-prices) -	taking changes in conditions into a	account - for XY were		
				-		
		increased [1]				
		not changed [2] decreased [3]		ļ	7	
Time span	of variable					
1980	1981	1982 1983	1984 1985	1986 1987	1988 1989	
WEST						
	1991	1992 1993	1994 1995	1000	1000	
1990	1991	1992 1993	1994 1995	1996 1997	1998 1999	
WEST						
	EAST					

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	IEST AST									
E/	451									
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
_										

Survey frequency

No.

Name

No. Name Label

Label

#### 2.8) vg\_proexp expected production West since 01/1980 monthly survey East since 01/1991 monthly survey Wording of question Further information 01/1991 to 11/2001 Expected domestic production No questionnaires for the East available \* 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 or 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 be [...] in cyclical regards increasing [1] not changing [2] decreasing\* [3] no production [4] 01/2002 to 06/2018 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 1982 1980 1981 1983 1984 1985 1986 1987 1988 1989 WEST 1991 1992 1993 1994 1995 1997 1998 1999 1990 1996 WEST EAST 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 WEST 2011 2013 2015 2017 2019 2010 2012 2014 2016 2018 WEST EAST

Survey period

Survey frequency

Wording of c	question		expected domest	ic prices			West since 01 East since 01/			monthly survey monthly survey
	Juestion									Further information
01/1991 to 11/2	:001									expected domestic prices
No questionnair	res for the East avai	ilable								*03/1990 to 01/1993
01/1980 to 05/1	1980									"decrease" instead of "fall"
		astic sales price	s for XY (only regula	ar orders) - takin	t changes in condit	ons into accoun	t - are expected to	ha		
burning the next.	5 months our dom	estic sales price.	TOTAT (ONLY TEBUIE	ii orders) - taking	changes in condic		it - are expected to	50		
			rising [1]				т			
			not changing [2] falling [3]		l					
06/1980 to 11/2	:001									
During the next	3 months our dom	estic sales price	s for XY (ony net sal	les prices) - takin	g changes in condi	ions into accour	nt - are expected to	be		
					]					
			rising [1] not changing [2]				L			
			falling* [3]							
01/2002 to 06/2	2018									
Expectations for	r the next 3 month		nges in conditions i	nto account wil	l avaastadlu ba					
our domestic sa	ies prices (iver) for	XT - taking cha	iges in conditions in	ito account - wi	respectedly be					
			rising [1]				т			
			not changing [2] falling [3]		l					
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	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		·	· · · · · · · · · · · · · · · · · · ·							
WEST EAST										
	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010 WEST	2011	2012	2013	2014	2015	2016	2017	2018	2019	
EAST 2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
EAST 2010 WEST EAST		2012		2014	2015	2016			2019	
2010 WEST	2011 Name	2012	2013 Label	2014	2015	2016	2017 Survey period		2019	Survey frequency
EAST 2010 WEST EAST No.	Name	2012			2015	2016			2019	
EAST 2010 WEST EAST No. 2.10)	Name vg_expexp	2012	Label		2015	2016	Survey period	/1980	2019	Survey frequency monthly survey monthly survey
EAST 2010 WEST EAST No.	Name vg_expexp	2012	Label		2015	2016	Survey period West since 01	/1980	2019	monthly survey monthly survey
EAST 2010 WEST EAST No. 2.10)	Name vg_expexp question	2012	Label		2015	2016	Survey period West since 01	/1980	2019	monthly survey monthly survey Further information
EAST 2010 WEST EAST No. 2.10) Wording of c	Name vg_expexp question		Label		2015	2016	Survey period West since 01	/1980	2019	monthly survey monthly survey
EAST 2010 WEST EAST No. 2.10) Wording of c 01/1991 to 11/2 No questionnaire	Name vg_expexp question 2001 res for the East avail		Label		2015	2016	Survey period West since 01	/1980	2019	monthly survey monthly survey Further information
EAST 2010 WEST EAST No. 2.10) Wording of c 01/1991 to 11/2: No questionnaire 01/1980 to 11/2:	Name vg_expexp question 2001 2001 2001	ilable	Label expected export t	trade			Survey period West since 01 East since 01/	/1980 1991	2019	monthly survey monthly survey Further information
EAST 2010 WEST EAST No. 2.10) Wording of c 01/1991 to 11/2 No questionnaire 01/1980 to 11/2	Name vg_expexp question 2001 2001 2001	ilable	Label	trade			Survey period West since 01 East since 01/	/1980 1991	2019	monthly survey monthly survey Further information
EAST 2010 WEST EAST No. 2.10) Wording of c 01/1991 to 11/2: No questionnaire 01/1980 to 11/2:	Name vg_expexp question 2001 2001 2001	ilable	Label expected export t s - taking former exp	trade			Survey period West since 01 East since 01/	/1980 1991	2019	monthly survey monthly survey Further information
EAST 2010 WEST EAST No. 2.10) Wording of c 01/1991 to 11/2: No questionnaire 01/1980 to 11/2:	Name vg_expexp question 2001 2001 2001	ilable	Label expected export t s - taking former exp increasing [1] not changing [2]	trade			Survey period West since 01 East since 01/	/1980 1991	2019	monthly survey monthly survey Further information
EAST 2010 WEST EAST 2.10) Wording of c 01/1991 to 11/2 01/1980 to 11/2	Name vg_expexp question 2001 2001 2001	ilable	Label expected export t s - taking former exp increasing [1]	trade			Survey period West since 01 East since 01/	/1980 1991	2019	monthly survey monthly survey Further information

I/2002 to 06/2018		
epectations for the next 3 months		
uring the next 3 months the extent of our exp	oorts - taking former export de	eals and running order negotiations into accoun
	increasing [1]	
	not changing [2]	

t - is expected to be

			decreasing [3] no export of XY	4]					]
Time span o	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									

Survey frequency

No. Name

No. Name Label

Label

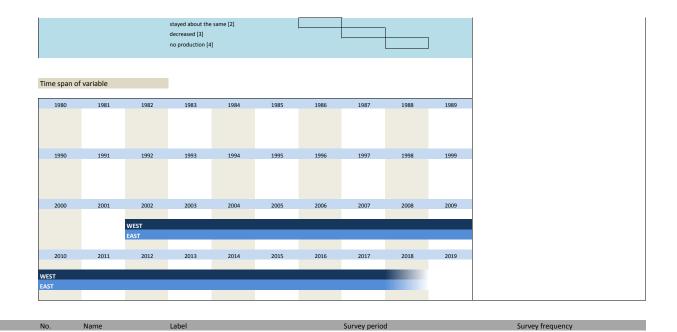
West since 01/1980 East since 01/1991 2.11) vg\_comexp expected commercial operations monthly survey monthly survey Wording of question Further information 01/1991 to 11/2001 Expected commercial operations No questionnaires for the East available 01/1980 to 06/1997 During the next 6 months our commercial operations for XY will be [...] in cyclical regards, therefore by eliminating purely seasonal fluctuations favourable [1] not changing [2] unfavourable [3] 07/1997 to 11/2001 During the next 6 months our commercial operations for XY will be [...] in cyclical regards favourable [1] not changing [2] unfavourable [3] 01/2002 to 06/2018 Expectations for the next 6 months n cyclical regards our commercial operations for XY will be favourable [1] not changing [2] unfavourable [3] Time span of variable 1989 1980 1981 1982 1983 1984 1985 1986 1987 1988 WEST 1991 1992 1993 1995 1997 1999 1990 1994 1996 1998 WEST EAST 2001 2002 2003 2004 2005 2006 2007 2008 2009 2000 WEST 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST

Survey period Survey frequency

2.12) Wording of	vg_foreord question		foreign orders (a	ppraisai)			West since 01 East since 01/			monthly survey monthly survey
01/1991 to 11,										Further information
	ires for the East ava	ilable								Appraisal of foreign orders
01/1980 to 11,	(2001									01/2002 and 02/2002 *instead of "Current situation" →"Current situation and tendencies"
	ur foreign order bac	klog for XY curr	ently to be							**addition "current"
We consider o		nog for Ar curre	relatively high [1	1						
			(e.g. extended time sufficient [2]							
			too small [3] no export XY [4]							
01/2002 to 06, Current situati	on*									
We consider o	ur (current**) foreig	n order backlog		,		for export				
			relatively high [1 sufficient [2]	]						
			or not customary too small [3] no export XY [4]							
			no export AT [4]		_					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
1990 WEST	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									
Wording of			sales expectancy				West 01/1980	) to 06/1994		monthly survey
	question		sales expectancy				West 01/1980	) to 06/1994		monthly survey
			sales expectancy				West 01/1980	) to 06/1994		monthly survey Further information
01/1980 to 06,	/1994						West 01/1980	) to 06/1994		
01/1980 to 06,		nestic and foreig	gn) sales of XY will 6				West 01/1980	) to 06/1994		Further information
01/1980 to 06,	/1994	nestic and foreig	gn) sales of XY will ( rising [1] not changing [2]	expectedly be			West 01/1980	) to 06/1994		Further information Sales expectancy
01/1980 to 06, During the nex	/1994		gn) sales of XY will e rising [1] not changing [2] falling [3]	expectedly be			West 01/1980	) to 06/1994		Further information Sales expectancy
01/1980 to 06, During the nex	/1994 t 3 months our (don		gn) sales of XY will e rising [1] not changing [2] falling [3]	expectedly be			West 01/1980	0 to 06/1994		Further information Sales expectancy
01/1980 to 06, During the nex	1994 t 3 months our (don antity compared to t		gn) sales of XY will e rising [1] not changing [2] falling [3]	expectedly be			West 01/1980	) to 06/1994		Further information Sales expectancy
01/1980 to 06, During the nex	1994 t 3 months our (don antity compared to t		gn) sales of XY will e rising [1] not changing [2] falling [3]	expectedly be	1985	1986	West 01/1980	1988		Further information Sales expectancy
01/1980 to 06, During the nex In terms of qua Time span of	/1994 t 3 months our (don antity compared to t of variable	the correspondir	gn) sales of XY will ( rising [1] not changing [2] falling [3] ng period of previou	expectedly be	1985	1986	[]			Further information Sales expectancy
01/1980 to 06, During the nex In terms of qua Time span of 1980 WEST	/1994 t 3 months our (don antity compared to t of variable 1981	the correspondin	gn) sales of XY will ( rising [1] not changing [2] falling [3] ng period of previou 1983	expectedly be us year 1984			1987	1988	1989	Further information Sales expectancy
01/1980 to 06, During the nex in terms of qu: Time span of 1980	/1994 t 3 months our (don antity compared to t of variable	the correspondir	gn) sales of XY will ( rising [1] not changing [2] falling [3] ng period of previou	expectedly be	1985	1986	[]			Further information Sales expectancy
01/1980 to 06, During the nex in terms of qui Time span of 1980 WEST 1990	/1994 t 3 months our (don antity compared to t of variable 1981	the correspondin	gn) sales of XY will ( rising [1] not changing [2] falling [3] ng period of previou 1983	expectedly be us year 1984			1987	1988	1989	Further information Sales expectancy
01/1980 to 06, During the nex in terms of qui Time span of 1980 WEST 1990	/1994 t 3 months our (don antity compared to t of variable 1981	the correspondin	gn) sales of XY will ( rising [1] not changing [2] falling [3] ng period of previou 1983	expectedly be us year 1984			1987	1988	1989	Further information Sales expectancy
01/1980 to 06, During the nex in terms of qua Time span of 1980 WEST 1990 WEST	/1994 I 3 months our (don antity compared to t of variable 1981 1991	the correspondir 1982 1992	gn) sales of XY will e rising [1] not changing [2] failing [3] ng period of previou 1983	expectedly be us year 1984	1995	1996	1987	1988	1989	Further information Sales expectancy
01/1980 to 06, During the nex in terms of qua Time span of 1980 WEST 1990 WEST	/1994 I 3 months our (don antity compared to t of variable 1981 1991	the correspondir 1982 1992	gn) sales of XY will e rising [1] not changing [2] failing [3] ng period of previou 1983	expectedly be us year 1984	1995	1996	1987	1988	1989	Further information Sales expectancy

No.	Name		Label				Survey period	d		Survey frequency
2.14)	vg_emplexp		expected emplo	wees				30 to 04/1997		quarterly survey
,	0			,			and since 07/	/1997		monthly survey
Wording of	f question						East since 01,	/1991		monthly survey
01/1991 to 11,										Further information Expected development of the total number of
	aires for the East ava	iilable								employees *10/1980 to 10/1993 the question has the
	nly domestic compar									same structure for the west in October as the question of the variable "empl". see 3.14)
	xt 3 months the num eliminating purely sea	asonal fluctuation		production of XY	will be in cycli	cal regards,				was a special question until 06/1997. see 3.13)
		increasing [1] not changing [2] decreasing [3]					I			
07/1997 to 11,	/2001									
Employees (or	nly domestic compar									
During the nex	xt 3 months the num	nber of employees increasing [1]	assigned to the	production of XY	will be					
		not changing [2] decreasing [3]					I			
01/2002 to 06,	6/2018									
Expectations f	for the next 3 month nly domestic compar									
	of employees assigned		on of XY will be							
		in the production								
		increasing [1] not changing [2]				]	T			
		increasing [1]			<u> </u>	]	]			
Time span (		increasing [1] not changing [2]			1		Ţ			
Time span of 1980		increasing [1] not changing [2]		1984	1985	1986	1987	1988	1989	
	of variable	increasing [1] not changing [2] decreasing [3]		1984	1985	1986	1987	1988	1989	
1980	of variable	increasing [1] not changing [2] decreasing [3]		1984	1985	1986	1987	1988	1989	
1980 WEST	of variable 1981 1991	increasing [1] not changing [2] decreasing [3]	1983							
1980 WEST 1990	of variable 1981	increasing [1] not changing [2] decreasing [3]	1983							
1980 WEST 1990 WEST 2000 WEST	of variable 1981 1991 EAST	increasing [1] not changing [2] decreasing [3]	1983	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000	of variable 1981 1991 EAST	increasing [1] not changing [2] decreasing [3]	1983	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST EAST 2010	of variable 1981 1991 EAST 2001	increasing [1] not changing [2] decreasing [3]	1983 1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 WEST 1990 WEST 2000 WEST EAST 2010	of variable 1981 1991 EAST 2001	increasing [1] not changing [2] decreasing [3]	1983 1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 WEST 1990 WEST 2000 WEST EAST 2010	of variable 1981 1991 EAST 2001	increasing [1] not changing [2] decreasing [3]	1983 1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008 2018	1999 2009	Survey frequency
1980 WEST 1990 WEST 2000 WEST EAST EAST EAST	of variable 1981 1981 1991 EAST 2001 2011	increasing [1] not changing [2] decreasing [3]	1983 1993 2003 2013	2004	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018 d	1999 2009	monthly survey
1980 WEST 1990 WEST 2000 WEST EAST EAST EAST EAST	of variable 1981 1981 1981 1991 2001	increasing [1] not changing [2] decreasing [3]	1983 1993 2003 2013 2013	2004	1995 2005	1996 2006	2007 2017 Survey period	1998 2008 2018 d	1999 2009	
1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST EAST EAST 2010	of variable           1981           1981           1991           2011           2011           2011           Variable           Variable     <	increasing [1] not changing [2] decreasing [3]	1983 1993 2003 2013 2013	2004	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018 d	1999 2009	monthly survey
1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST EAST No. 2.15) Wording of 01/2002 to 02,	of variable           1981           1981           1991           2011           2011           2011           Variable           Variable     <	increasing [1] not changing [2] decreasing [3]	1983 1993 2003 2013 2013 100 100 100 100 100 100 100 100 100	2004	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018 d	1999 2009	monthly survey monthly survey
1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST EAST No. 2.15) Wording of 01/2002 to 02,	of variable 1981 1981 1981 1991 2001	increasing [1] not changing [2] decreasing [3] 1982 1982 2002 2012 2012	1983 1993 2003 2013 2013 2014 production vs. P	2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018 d	1999 2009	monthly survey monthly survey Further information production in previous month or during the last 2-3 months Due to the alignment of the survey periods
1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST EAST No. 2.15) Wording of 01/2002 to 02,	of variable 1981 1981 1981 1991 2001	increasing [1] not changing [2] decreasing [3] 1982 1992 2002 2012 2012 30 2012 30 30 30 30 30 30 30 30 30 30 30 30 30	Label production vs. P	2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018 d	1999 2009	monthly survey monthly survey Further information production in previous month or during the last 2-3 months

increased [1]



2.16)	vg_demand_	vpq	situation of dema	nd vs. Past			West since 0 East since 01			monthly survey monthly survey
Wording of	question						case since 01	,2002		montany survey
										Further information
01/2002 to 02/	2002									
Ouring the last	2-3 months the sit	uation of deman	d of XY was							Situation of demand previous month or during the last 2-3 months
Ť										-
			better [1]				т			Due to the alignment of the survey periods
			not changed [2]					1		by the European Union, the question was
			worse [3]				L	J		expressed by the variable
										2.4) demand until 11/2001
03/2002 to 06/	2018									
	revious month									
	f demand of XY wa	15								
						_				
			better [1]				-			
			not changed [2]					1		
			worse [3]				ļ			
Fime span c	fvariable									
nine span c	i valiable									
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								
		LAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
VEST										
AST										

No.	Name	Label		Survey period	Survey frequency
2.17)	vg_ord_vpq	orders vs. Past		West since 01/2002	monthly survey
				East since 01/2002	monthly survey
Wording	of question				
					Further information
01/2002 to 0	02/2002				
					Orders last month or
During the la	ast 2-3 months our order backl	og (domestic and foreign orders, in terms o	f value) for XY was		during the last 2-3 months
			_		
	higher [	1]			Due to the alignment of the survey periods
	about t	he same [2]			by the European Union, the question was
	lower [3	3]			expressed by the variable

03/2002 to 06 tendencies in										
	previous month cklog (domestic and	foreign orders in	terms of value) f	or VV was						
our order bac	cong (domestic and		terms of value)							
		higher [1] about the same	[2]			]	т			
		lower [3]					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	
2000	2001		2005	2004	2005	2000	2007	2000	2003	
		WEST EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST	-									
No.	Name		Label				Survey perior	d		Survey frequency
0.40)	us price un	~		( )			West since O	1/2002		monthly survey
2.18)	vg_price_vp	pq	domestic prices	s of sale vs. Past			West since 0 East since 01			monthly survey monthly survey
Wording o	f question									
01/2002/ to 0	12/2002									Further information
during the las		net-) domestic sale	is prices for XY w	ere () taking chang	zes in conditions	into account				Domestic prices of sale previous month or during the last 2-3 months
during the las		net-) domestic sale	s prices for XY w	ere [] taking chang	ges in conditions	into account	Т			during the last 2-3 months
during the las		net-) domestic sale	es prices for XY w	increased [1] not changed [2]	ges in conditions	into account	1	]	1	during the last 2-3 months Due to the alignment of the survey periods by the European Union, the question was
during the las		net-) domestic sale	is prices for XY w	increased [1]	ges in conditions	into account	<u> </u>	]	]	during the last 2-3 months Due to the alignment of the survey periods
during the las	st 2-3 months our (r	net-) domestic sale	is prices for XY w	increased [1] not changed [2]	ges in conditions	into account	<u> </u>		]	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
03/2002 to 06 tendencies in	st 2-3 months our (r 5/2018 previous month			increased [1] not changed [2]		into account	1	<u> </u>	]	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
03/2002 to 06 tendencies in	st 2-3 months our (r 5/2018 previous month			increased [1] not changed [2] decreased [3]		into account	1	<u> </u>	]	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
03/2002 to 06 tendencies in	st 2-3 months our (r 5/2018 previous month			increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2]		into account	l	<u> </u>	]	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
03/2002 to 06 tendencies in	st 2-3 months our (r 5/2018 previous month			increased [1] not changed [2] decreased [3]		into account	1		]	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
03/2002 to 06 tendencies in Our (net-) do	t 2-3 months our (r 5/2018 previous month mestic sales prices			increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2]		into account	<u> </u>	<u></u>	]	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
03/2002 to 04 tendencies in Our (net-) do Time span	at 2-3 months our (r 5/2018 previous month mestic sales prices of variable	for XY were [] tal	king changes in c	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt			<u> </u>	]	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
03/2002 to 06 tendencies in Our (net-) do	t 2-3 months our (r 5/2018 previous month mestic sales prices			increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2]		into account	1987	1988	]	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
03/2002 to 04 tendencies in Our (net-) do Time span	at 2-3 months our (r 5/2018 previous month mestic sales prices of variable	for XY were [] tal	king changes in c	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt		1987	1988	]	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
03/2002 to 04 tendencies in Our (net-) dor Time span	st 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981	for XY were [] tai 1982	king changes in c	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985	1986			]	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
03/2002 to 04 tendencies in Our (net-) do Time span	at 2-3 months our (r 5/2018 previous month mestic sales prices of variable	for XY were [] tal	king changes in c	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt		1987	1988	]	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
03/2002 to 04 tendencies in Our (net-) dor Time span	st 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981	for XY were [] tai 1982	king changes in c	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985	1986			]	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
03/2002 to 04 tendencies in Our (net-) dor Time span	st 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981	for XY were [] tai 1982	king changes in c	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985	1986			]	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
03/2002 to 00 tendencies in Our (net-) do Time span	t 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981 1991	for XY were [] tal 1982 1992	king changes in c	increased [1] not changed [2] decreased [3] onditions into accour increased [1] not changed [2] decreased [3]	unt 1985 1995	1986	1997	1998	]	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
03/2002 to 00 tendencies in Our (net-) do Time span	t 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981 1991	for XY were [] tal 1982 1992 1992	king changes in c	increased [1] not changed [2] decreased [3] onditions into accour increased [1] not changed [2] decreased [3]	unt 1985 1995	1986	1997	1998	]	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
03/2002 to 00 tendencies in Our (net-) do Time span	t 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981 1991	for XY were [] tail 1982 1992 1992 2002	king changes in c	increased [1] not changed [2] decreased [3] onditions into accour increased [1] not changed [2] decreased [3]	unt 1985 1995	1986	1997	1998	]	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
03/2002 to 00 tendencies in Our (net-) do: Time span 1980 1990 2000 2010 WEST	at 2-3 months our (r 5/2018 previous month mestic sales prices 0f variable 1981 1991 1991	for XY were [] tal 1982 1992 2002 WEST EAST	king changes in c 1983 1993 2003	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985 1995 2005	1986	1997 2007	1998 2008	] 1989 1999 2009	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
03/2002 to 04 tendencies in Our (net-) do: Time span 1980 1990 2000	at 2-3 months our (r 5/2018 previous month mestic sales prices 0f variable 1981 1991 1991	for XY were [] tal 1982 1992 2002 WEST EAST	king changes in c 1983 1993 2003	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985 1995 2005	1986	1997 2007	1998 2008	] 1989 1999 2009	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
03/2002 to 0( tendencies in Our (net-) doi 1980 1990 2000 2010 WEST EAST	at 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981 1991 1991 2001 2001	for XY were [] tal 1982 1992 2002 WEST EAST	king changes in c 1983 1 1993 1 2003 1 2013 1	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985 1995 2005	1986	2007	2008	] 1989 1999 2009	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 2.7) pricevpm until 11/2001
03/2002 to 00 tendencies in Our (net-) do: Time span 1980 1990 2000 2010 WEST	at 2-3 months our (r 5/2018 previous month mestic sales prices 0f variable 1981 1991 1991	for XY were [] tal 1982 1992 2002 WEST EAST	king changes in c 1983 1993 2003	increased [1] not changed [2] decreased [3] onditions into accou- increased [1] not changed [2] decreased [3]	unt 1985 1995 2005	1986	1997 2007	2008	] 1989 1999 2009	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
03/2002 to 0( tendencies in Our (net-) doi 1980 1990 2000 2010 WEST EAST	at 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981 1991 1991 2001 2001	for XY were [] tal 1982 1992 2002 WEST EAST	king changes in c 1983 1 1993 1 2003 1 2013 1	increased [1] not changed [2] decreased [3] onditions into accourt increased [1] not changed [2] decreased [3] 1984 1994 2004 2004 2014	unt 1985 1995 2005	1986	1997 2007 2017 Survey period	1998 2008 2018 d	2009	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 2.7) pricevpm until 11/2001
03/2002 to 04 tendencies in Our (net-) do Time span 1980 2000 2010 WEST EAST NO.	at 2-3 months our (r 5/2018 previous month mestic sales prices of variable 1981 1991 1991 2001 2001 2001	for XY were [] tal 1982 1992 2002 WEST EAST	king changes in c 1983 1993 2003 2013 2013 Label	increased [1] not changed [2] decreased [3] onditions into accourt increased [1] not changed [2] decreased [3] 1984 1994 2004 2004 2014	unt 1985 1995 2005	1986	2007 2017 2017 Survey period	1998 2008 2018 d	2009	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 2.7) pricevpm until 11/2001

since 07/2003			aks to grant credit	s to businesses?						credit allocation
How do you ev	valuate the current	willingness of bar								
		accomodating [			٦					2003: June, August was a special question until 08/2008.
		normal [2]	-)	ļ		]	т			see 3.48)
		reserved [3]					1			
										since 2017: replaced by 3.168)vg_credit2_1 to 3.170)credit2_3
Time span of	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 perio	d		Survey frequency
								- /		
2.20)	vg_statebus_	_si	state of busines	s (VAS)			West since 0 East since 08			monthly survey monthly survey
Wording of	fauestion									
	4									
since 08/2005										Further information
Current situati	ion	s to be								Further information Appraisal of the state of business (VAS)
Current situati										
Current situati	ion	s to be I 0-bad		50-sa	l		100-good			Appraisal of the state of business (VAS)
Current situati	ion	I O-bad	]		tisfiable of business is rate	l				
Current situati	ion	I O-bad	the variable <b>2.1) s</b>			l				Appraisal of the state of business (VAS)
Current situati We consider o	ion uur state of business	I O-bad				l				Appraisal of the state of business (VAS)
Current situati We consider o	ion ur state of business of variable	I O-bad Other than t		tatebus the state	of business is rate		al analog scale			Appraisal of the state of business (VAS)
Current situati We consider o	ion uur state of business	I O-bad	 the variable <b>2.1) s</b> 1983			l td based on a visu 1986		1988	1989	Appraisal of the state of business (VAS)
Current situati We consider o	ion ur state of business of variable	I O-bad Other than t		tatebus the state	of business is rate		al analog scale	1988	1989	Appraisal of the state of business (VAS)
Current situati We consider o Time span o	ion uur state of business of variable 1981	0-bad Other than t	1983	tatebus the state of 1984	of business is rate	1986	al analog scale			Appraisal of the state of business (VAS)
Current situati We consider o	ion ur state of business of variable	I O-bad Other than t		tatebus the state	of business is rate		al analog scale	1988	1989	Appraisal of the state of business (VAS)
Current situati We consider o Time span o	ion uur state of business of variable 1981	0-bad Other than t	1983	tatebus the state of 1984	of business is rate	1986	al analog scale			Appraisal of the state of business (VAS)
Current situati We consider o Time span o 1980	ion ur state of business of variable 1981 1991	0-bad Other than t 1982 1992	1983	1984 1994	of business is rate	1986	al analog scale 1987 1997	1998	1999	Appraisal of the state of business (VAS)
Current situati We consider o Time span o	ion uur state of business of variable 1981	0-bad Other than t	1983	tatebus the state of 1984	of business is rate	1986	al analog scale			Appraisal of the state of business (VAS)
Current situati We consider o Time span o 1980	ion ur state of business of variable 1981 1991	0-bad Other than t 1982 1992	1983	1984 1994	of business is rate	1986	al analog scale 1987 1997	1998	1999	Appraisal of the state of business (VAS)
Current situati We consider of Time span of 1980 1990 2000	ion ur state of business of variable 1981 1991 2001	0-bad Other than t 1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008	1999 2009	Appraisal of the state of business (VAS)
Current situati We consider of Time span of 1980 1990 2000 2010	ion ur state of business of variable 1981 1991	0-bad Other than t 1982 1992	1983	1984 1994	1985 1995 2005 WEST	1986	al analog scale 1987 1997	1998	1999	Appraisal of the state of business (VAS)
Current situati We consider of Time span of 1980 1990 2000	ion ur state of business of variable 1981 1991 2001	0-bad Other than t 1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008	1999 2009	Appraisal of the state of business (VAS)
Current situati We consider of Time span of 1980 1990 2000 2010 WEST	ion ur state of business of variable 1981 1991 2001	0-bad Other than t 1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008	1999 2009	Appraisal of the state of business (VAS)
Current situati We consider of Time span of 1980 1990 2000 2010 WEST EAST	ion ur state of business of variable 1981 1991 2001 2001 2011	0-bad Other than t 1982 1992 2002	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008 2018	1999 2009	Appraisal of the state of business (VAS) online only
Current situati We consider of Time span of 1980 1990 2000 2010 WEST	ion ur state of business of variable 1981 1991 2001	0-bad Other than t 1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008 2018	1999 2009	Appraisal of the state of business (VAS)
Current situati We consider of 1980 1990 2000 2010 WEST EAST	ion ur state of business of variable 1981 1981 2001 2001 2001 2001 2001 2001 2001	0-bad Other than 1 1982 1992 2002 2002 2012	1983 1993 2003 2013 Label	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008 2018	1999 2009	Appraisal of the state of business (VAS) online only Survey frequency
Current situati We consider of 1980 1990 2000 2010 WEST EAST	ion ur state of business of variable 1981 1991 2001 2001 2011	0-bad Other than 1 1982 1992 2002 2002 2012	1983 1993 2003 2013	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008 2018 d	1999 2009	Appraisal of the state of business (VAS) online only
Current situati We consider of 1980 1990 2000 2010 WEST EAST	ion ur state of business of variable 1981 1991 2001 2001 2011 2011 Name vg_statebus	0-bad Other than 1 1982 1992 2002 2002 2012	1983 1993 2003 2013 Label	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008 2018 d	1999 2009	Appraisal of the state of business (VAS) online only Survey frequency monthly survey
Current situati We consider of 1980 1990 2000 2010 WEST EAST 2.21)	ion ur state of business of variable 1981 1991 2001 2001 2011 2011 Name vg_statebus	0-bad Other than 1 1982 1992 2002 2002 2012	1983 1993 2003 2013 Label	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	al analog scale	1998 2008 2018 d	1999 2009	Appraisal of the state of business (VAS) online only Survey frequency monthly survey
Current situati We consider of 1980 1990 2000 2010 WEST EAST No. 2.21)	ion ur state of business of variable 1981 1991 2001 2001 2001 2011 20	o-bad Other than t 1982 1992 2002 2002 2012	1983 1993 2003 2013 Label state of busines	tatebus the state of 1984 1984 1994 1994 1994 1994 1994 1994	of business is rate	1986 1996 2006 2016	al analog scale	1998 2008 2018 d 1/2017 /2017	1999 2009 2019	Appraisal of the state of business (VAS) online only Survey frequency monthly survey monthly survey
Current situati We consider of 1980 1990 2000 2010 WEST EAST No. 2.21)	ion ur state of business of variable 1981 1991 2001 2001 2001 2011 20	o-bad Other than t 1982 1992 2002 2002 2012	1983 1993 2003 2013 Label state of busines	tatebus the state of 1984 1984 1994 1994 1994 1994 1994 1994	of business is rate	1986 1996 2006 2016	al analog scale	1998 2008 2018 d 1/2017 /2017	1999 2009 2019	Appraisal of the state of business (VAS) online only O
Current situati We consider of 1980 1990 2000 2010 WEST EAST No. 2.21)	ion ur state of business of variable 1981 1991 2001 2001 2001 2011 20	o-bad Other than t 1982 1992 2002 2002 2012	1983 1993 2003 2013 Label state of busines	tatebus the state of 1984 1984 1994 1994 1994 1994 1994 1994	of business is rate	1986 1996 2006 2016	al analog scale	1998 2008 2018 d 1/2017 /2017	1999 2009 2019	Appraisal of the state of business (VAS) online only Survey frequency monthly survey monthly survey

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

No. Name Label Survey period Survey frequency

2.22) vg\_comexp\_sl expected commercial (VAS)

West since 08/2005 East since 08/2005 monthly survey monthly survey

Wording of question

										Further information
since 08/2005										
Expectations for										Expected commercial (VAS)
In cyclical regard	Is our state of bu	siness for XY will b	e							
										online only
		0- be rather less	favourable	50-stay ab	out the same	100-rathe	r more favourable			
		Other than the	upriphic 2 11) com	own the expecte	d commorcial ic r	ated based on a v	isual analog scale			
		other than the		lexp the expecte	u commerciaris i	ateu baseu on a v	isual analog scale			
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										

	Special quest									
No.	Name		Label				Survey period	i		Survey frequency
3.1)	vg_ranord		range of orders in	n months			West 03/198 East 07/1992 East 12/1993	to 07/1993 to 09/2001		Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec
Wording of q	luestion						East and Wes	t since 01/200	2	Jan, Apr, Jul, Oct Further information
07/1992 to 09/2 No questionnain	001 es for the East av	ailable								range of orders in months * since 01/2002
03/1980 to 09/2	001									instead of "currently" "momentarily"
Currently our or	der backlog for d	elivery of XY equa	ates to a production	n duration of						
	no backlog	up to al	bout month(s) 5 6 7 8 9	10 state nu	for more than 10, p umber of months	lease				
01/2002 to 06/2										
	no	up to al	equates to a product bout month(s) 5 6 7 8 9 1 9		f for more than 10, p umber of months	lease				
				1 1						
Time span of										
1980 WEST	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990 WEST	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	EAST 2002	2003	2004	2005	2006	2007	2008	2009	
WEST	1001	2002	2005	2004	2005	2000	2007	2000	2005	
EAST 2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST		_								
No.	Name		Label				Survey period	1		Survey frequency
3.2) Wording of q	vg_uticappc		capacity utilizatio	n in %			West 03/198 East 07/1992 East 12/1993	to 07/1993 to 09/2001		Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec
							East and West		2	Jan, Apr. Jul, Oct
07/0002 +- 00/2							East and Wes	at since 01/200	2	Jan, Apr, Jul, Oct Further information
07/1992 to 09/2 No questionnair	001 es for the East av	ailable					East and Wes	it since 01/200	2	Further information Capacity utilization in %
No questionnair	es for the East av	ailable					East and Wes		2	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01
No questionnain 03/1980 to 06/2	es for the East av		ce XY ( full capacity	utilization norm	hal for the company	y = 100%) is up t			2	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnain 03/1980 to 06/2	es for the East av	plants* to produc	ce XY ( full capacity	more	than 100%	y = 100%) is up t		1 since 01/200	2	Further information Capacity utilization in % *06/94, 09/95, 05/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants"
No questionnair 03/1980 to 06/2 Currently** the	es for the East av 018 utilization of our [	plants* to produc		more	than 100%	y = 100%) is up t		1 since 01/200	2	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnain 03/1980 to 06/2	es for the East av 018 utilization of our [	plants* to produc		more	than 100%	y = 100%) is up t 1986		1988	2	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of	es for the East av 018 utilization of our [ variable	plants* to produc 30 40 50 60 7	0 75 80 85 90 5	more 1	than 100%		0			Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980	es for the East av 018 utilization of our [ variable	plants* to produc 30 40 50 60 7	0 75 80 85 90 5	more 1	than 100%		0			Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST	es for the East av 018 utilization of our [ variable 1981	plants* to produc 30 40 50 60 7 1982	1983	more 1 95 100 in fact: 1984	than 100%	1986	0	1988	1989	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 1990	es for the East av 018 utilization of our [ variable 1981	plants* to produce 30 40 50 60 7 1982 1992	1983	more 1 95 100 in fact: 1984	than 100%	1986	0	1988	1989	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST	es for the East av 018 utilization of our variable 1981 1991	plants* to produce 30 40 50 60 7 1982 1992 EAST	0 75 80 85 90 9	more 1 55 100 in fact: 1984 1994	1985	1986 1996	0 1987 1997	1988	1989	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 2000 WEST	es for the East av 018 utilization of our variable 1981 1991	plants* to produce 30 40 50 60 7 1982 1992 EAST	0 75 80 85 90 9	more 1 55 100 in fact: 1984 1994	1985	1986 1996	0 1987 1997	1988	1989	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 2000 WEST EAST	es for the East av 018 utilization of our [ variable 1981 1991 2001	plants* to produce 30 40 50 60 7 1982 1982 EAST 2002	0 75 80 85 90 9	more to state the state of the	than 100%	1986 1996 2006	0 1987 1997 2007	1988	1989 1999 2009	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 2000 WEST EAST 2010 WEST EAST	es for the East av 018 utilization of our ( variable 1981 1991 2001 2011	plants* to produce 30 40 50 60 7 1982 1982 EAST 2002	0 75 80 85 90 9	more to state the state of the	than 100%	1986 1996 2006	0 1987 1997 2007 2017	1988 1998 2008 2018	1989 1999 2009	Further information Capacity utilization in % "09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002 instead of "currently" "momentarily"
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST	es for the East av 018 utilization of our [ variable 1981 1991 2001	plants* to produce 30 40 50 60 7 1982 1982 EAST 2002	0 75 80 85 90 9	more to state the state of the	than 100%	1986 1996 2006	0 1987 1997 2007	1988 1998 2008 2018	1989 1999 2009	Further information Capacity utilization in % *09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants" **since 01/2002
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 2000 WEST EAST 2010 WEST EAST 2010 WEST EAST 2010 WEST EAST 2010	es for the East av 018 utilization of our ( variable 1991 2001 2001 2001 Name vg_uticapap	plants* to produce 30 40 50 60 7 1982 1982 EAST 2002	0 75 80 85 90 9	2004 more to the second	than 100%	1986 1996 2006	o 1987 1997 2007 2017 2017 Survey period West 03/198 East 07/1992 East 12/1993	1988 1998 2008 2018 2018 2018 0 to 09/2001	1989 1999 2009 2019	Further information Capacity utilization in % *09/94, 09/95, 09/95, 09/97, 09/98, 09/96, 09/00, 09/01 addition "domestic plants" **since 01/2002 instead of "currently" "momentarily"  Survey frequency Survey frequency Mrch, Jun, Sep, Dec Mrch, Jul, Sep, Dec Mrch, Jul, Sep, Dec
No questionnair 03/1980 to 06/2 Currently** the Time span of 1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST EAST 2010 WEST EAST	es for the East av 018 utilization of our ( variable 1991 2001 2001 2001 Name vg_uticapap	plants* to produce 30 40 50 60 7 1982 1982 EAST 2002	0 75 80 85 90 9	2004 more to the second	than 100%	1986 1996 2006	o 1987 1997 2007 2017 2017 Survey period West 03/198 East 07/1992 East 12/1993	1988 1998 2008 2018 2018 0 to 09/2001 to 07/1993	1989 1999 2009 2019	Further information Capacity utilization in % "09/94, 09/95, 09/95, 09/97, 09/98, 09/95, 09/00, 09/01 addition "domestic plants" **since 01/2002 Instead of "currently" "momentarily"  Survey frequency Krch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct
No questionnair           03/1980 to 06/2           Currently** the           1980           1980           WEST           2000           WEST           2000           WEST           2000           WEST           2010           WEST           2010           WEST           2010           WEST           3.3)           Wording of q           07/1992 to 09/2	es for the East av 018 utilization of our variable 1981 1991 2001 2001 Name vg_uticapap uuestion	Plants* to produc 30 40 50 60 7 1982 1982 EAST 2002 2012	0 75 80 85 90 9	2004 more to the second	than 100%	1986 1996 2006	o 1987 1997 2007 2017 2017 Survey period West 03/198 East 07/1992 East 12/1993	1988 1998 2008 2018 2018 2018 0 to 09/2001	1989 1999 2009 2019	Further information Capacity utilization in % *09/94, 09/95, 09/95, 09/97, 09/98, 09/96, 09/00, 09/01 addition "domestic plants" **since 01/2002 instead of "currently" "momentarily"  Survey frequency Survey frequency Mrch, Jun, Sep, Dec Mrch, Jul, Sep, Dec Mrch, Jul, Sep, Dec

03/1980 to 06/20	018								
Taking into accou our technical cap		order backlog and t b be	the and the new o	orders we expect	for the next 12 m	onths			
			more than suffici sufficient [2] not sufficient [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

West since 01/1980 East 01/1991 to 12/2000 East since 01/2001 3.4) vg\_constrain constraints to production Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Wording of question Further information 01/1991 to 10/2001 Constraints to production No questionnaires for the East available [3]: Conflict - here, "no" was chosen , but for any constraining factor ( 3.5) vg\_ordlack to 3.13) vg\_othrea), "yes" was crossed. 01/1980 to 10/2001 Our domestic production of XY is currently constrained yes [1] no [2] since 01/2002 Our domestic production is currently constrained yes [1] no [2] Time span of variable 1980 1981 1982 1984 1985 1986 1987 1988 1983 1989 WEST 1991 1993 1995 1996 1997 1990 1992 1994 1998 1999 WEST EAST 2001 2002 2003 2005 2006 2007 2008 2009 2000 2004 WEST 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 

No.	Name		Label				Survey period	ł		Survey frequency
3.5)	vg_ordlack		lack of orders				West since 01			Jan, Apr, Jul, Oct
							East von 01/2		000	monthly survey
Wording of	question						East since 01/	/2001		Jan, Apr, Juli, Oct
										Further information
01/1991 to 10/	/2001									Lack of orders
No questionna	ires for the East availa	able								
										*East 01/1991 to 12/2000 instead of "insufficient orders"
01/1980 to 10/	/2001									"sales difficulties"
Our domostic r	production of XY is cu	cronthe constra	ined							
our uomestic p	If yes, by following		ineu.							
			insufficient order	* [4]						
			insumcient order	, [T]	·					
since 01/2002										
Our domestic p	production is current If yes, by following									
	it yes, by following	Tactors.								
			insufficient order	5* [1]						
	e									
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1992	1990	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	d		Survey frequency
3.6)	vg_mplack		lack of manpowe	er			West 01/198	0 to 10/2001		Jan, Apr, Jul, Oct
							East 01/1991	to 12/2000		monthly survey
							East 01/2001	to 10/2001		Jan, Apr, Jul, Oct
Wording of	question									
										Further information
01/1991 to 10	/2001									
No questione:	aires for the East ava	alabla								Lack of manpower
NO questionna	alles für the East ave	anable								
01/1980 to 10	/1995									
Our domestic	production of XY is If yes, by following		ined.							
	yes, by followi	-B ractors.								
			lack of manpowe	er [1]		]				
										-
01/1996 to 10	0/2001									
01/1996 to 10	0/2001									
	production of XY is		ined.							
			ined.							
	production of XY is			mannower [1]			T			
	production of XY is		ined. lack of qualified i	manpower [1]			I			
	production of XY is			manpower [1]			I			
Our domestic	production of XY is a lf yes, by followin			manpower [1]			I			
	production of XY is a lf yes, by followin			manpower [1]			I			
Our domestic	production of XY is a lf yes, by followin			manpower [1] 1984	1985	1986	1987	1988	1989	
Our domestic	production of XY is If yes, by followin of variable	ng factors:	lack of qualified		1985	1986	1987	1988	1989	
Our domestic	production of XY is If yes, by followin of variable	ng factors:	lack of qualified		1985	1986	1987	1988	1989	
Our domestic Time span o 1980 WEST	production of XY is if yes, by followin of variable 1981	ng factors: 1982	lack of qualified i	1984						
Our domestic	production of XY is If yes, by followin of variable	ng factors:	lack of qualified		1985	1986	1987	1988	1989	
Our domestic Time span o 1980 WEST	production of XY is if yes, by followin of variable 1981	ng factors: 1982	lack of qualified i	1984						
Our domestic Time span of 1980 WEST 1990	production of XY is if yes, by followin of variable 1981	ng factors: 1982	lack of qualified i	1984						
Our domestic Time span of 1980 WEST WEST	production of XY is of If yes, by followin of variable 1981 1991 EAST	1982 1992	lack of qualified i	1984 1994	1995	1996	1997	1998	1999	
Our domestic Time span of 1980 WEST 1990	production of XY is of if yes, by followin of variable 1981 1991	ng factors: 1982	lack of qualified i	1984						
Our domestic Time span of 1980 WEST WEST	production of XY is of If yes, by followin of variable 1981 1991 EAST	1982 1992	lack of qualified i	1984 1994	1995	1996	1997	1998	1999	
Our domestic Time span ( 1980 WEST 1990 WEST 2000	production of XY is of If yes, by followin of variable 1981 1991 EAST	1982 1992	lack of qualified i	1984 1994	1995	1996	1997	1998	1999	
Our domestic Time span ( 1980) WEST 2000 WEST EAST EAST	production of XY is If yes, by followin 1981 1981 EAST 2001	1982 1992 2002	lack of qualified	1984 1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
Our domestic Time span ( 1980) WEST 2000 WEST	production of XY is of If yes, by followin of variable 1981 1991 EAST	1982 1992	lack of qualified i	1984 1994	1995	1996	1997	1998	1999	
Our domestic Time span ( 1980) WEST 2000 WEST EAST EAST	production of XY is If yes, by followin 1981 1981 EAST 2001	1982 1992 2002	lack of qualified	1984 1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	

 
 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

Wording of q	question									
01/2001 to 10/2	2001									Further information
										Lack of material
No questionnair	es for the East av	ailable								
01/1980 to 10/2	2001									
Our domestic pr	roduction of XY is If yes, by followi		ined.							
			lack of raw mate pre-materials [1]			l				
since 01/2002										
Our domestic pr	roduction is curre If yes, by followi									
	11 yes, by 10110wi	ng ractors.								
			lack of raw mate pre-materials [1]			1				
			pre-materials [1							
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
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										

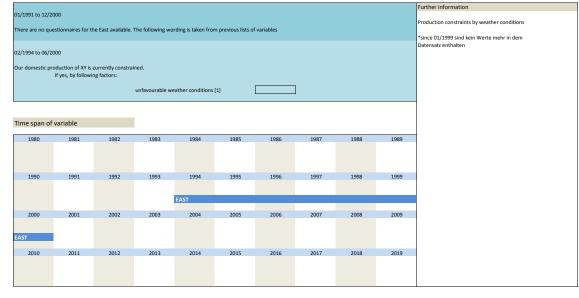
No.	Name		Label				Survey perior	ł		Survey frequency
3.8)	vg_techcap		technical capaci	ity			West since 0 East 01/1991			Jan, Apr, Jul, Oct monthly survey
Wording of	question						East since 01			Jan, Apr, Jul, Oct
										Further information
01/1991 to 10/										technical capacity
No questionna	ires for the East ava	ailable								*East 01/1991 to 12/2000
01/1980 to 10/	2001									instead of "insufficient technical capacity" "insufficient technical endowment"
Our domestic p	production of XY is	currently constra	ained.							
	If yes, by followi	ng factors:					-			
			insufficient tech	hnical capacity* [	1]		1			
since 01/2002										
Our domestic p	production is curren									
	If yes, by following	ng factors:								
			insufficient tech	hnical capacity [1]	]		1			
Time span o	f 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 perior	ł		Survey frequency
8.9)	vg_bastlack		lack of back stat	ff			West 10/198	5 to 10/1995		Jan, Apr, Jul, Oct
Wording of	question									
10/1985 to 12/	1995									Further information
10/1505 (0 12/										
Our domestic i	production of XY is	currently constra	ained.							Lack of back staff
Our domestic p	oroduction of XY is If yes, by followi	currently constra ng factors:	ained.							Lack of back staff
Our domestic p	oroduction of XY is If yes, by followi	currently constra ng factors: lack of manpow	/er		7					Lack of back staff
Our domestic p	production of XY is If yes, by followin	ng factors:								Lack of back staff
	If yes, by followi	ng factors:	/er							Lack of back staff
Time span c	If yes, by followi	ng factors: lack of manpow	ver back staff [1]							Lack of back staff
	If yes, by followi	ng factors:	/er	1984	1985	1986	1987	1988	1989	Lack of back staff
Time span c	If yes, by followi	ng factors: lack of manpow	ver back staff [1]	1984	1985 WEST	1986	1987	1988	1989	Lack of back staff
Time span c	If yes, by followi	ng factors: lack of manpow	ver back staff [1]	1984		1986	1987	1988	1989	Lack of back staff
Time span c 1980 1990	If yes, by followi f variable 1981	ng factors: lack of manpow 1982	ver back staff [1] 1983		WEST					Lack of back staff
Time span o 1980 1990 WEST	If yes, by followi f variable 1981 1991	ng factors: lack of manpow 1982 1992	ver back staff [1] 1983 1993	1994	WEST 1995	1996	1997	1998	1999	Lack of back staff
Time span c 1980 1990	If yes, by followi f variable 1981	ng factors: lack of manpow 1982	ver back staff [1] 1983		WEST					Lack of back staff
Time span o 1980 1990 WEST	If yes, by followi f variable 1981 1991	ng factors: lack of manpow 1982 1992	ver back staff [1] 1983 1993	1994	WEST 1995	1996	1997	1998	1999	Lack of back staff
Time span o 1980 1990 WEST	If yes, by followi f variable 1981 1991	ng factors: lack of manpow 1982 1992	ver back staff [1] 1983 1993	1994	WEST 1995	1996	1997	1998	1999	Lack of back staff
Time span o 1980 1990 WEST 2000	If yes, by followi of variable 1981 1991 2001	lack of manpow 1982 1992 2002	ver back staff [1] 1983 1993 2003	1994 2004	WEST 1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Lack of back staff
Time span o 1980 1990 WEST 2000	If yes, by followi of variable 1981 1991 2001	lack of manpow 1982 1992 2002	ver back staff [1] 1983 1993 2003	1994 2004	WEST 1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Lack of back staff
Time span c 1980 1990 WEST 2000 2010	If yes, by following of variable 1981	lack of manpow 1982 1992 2002	ver back staff [1] 1983 1993 2003 2013	1994 2004	WEST 1995 2005	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009	
Time span c 1980 1990 WEST 2000 2010	If yes, by followi of variable 1981 1991 2001	lack of manpow 1982 1992 2002	ver back staff [1] 1983 1993 2003	1994 2004	WEST 1995 2005	1996 2006	1997 2007	1998 2008 2018	1999 2009	Lack of back staff
Time span o 1980 1990 WEST 2000 2010 No.	If yes, by following of variable 1981	lack of manpow 1982 1992 2002	ver back staff [1] 1983 1993 2003 2013	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009	
Time span o 1980 WEST 2000 2010 No. 3.10)	If yes, by followi f variable 1981 1991 2001 2011 Name vg_diffin	lack of manpow 1982 1992 2002	ver back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency
Time span of 1980 WEST 2000 2010 No.	If yes, by followi f variable 1981 1991 2001 2011 Name vg_diffin	lack of manpow 1982 1992 2002	ver back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span o 1980 WEST 2000 2010 No. 3.10) Wording of	If yes, by following of variable 1981 1991 1991 1991 1991 1991 1991 199	lack of manpow 1982 1992 2002	ver back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 WEST 2000 2010 No. 3.10) Wording of 01/1991 to 12	If yes, by following of variable 1981 1991 1991 1991 1991 1991 1991 199	1982 1982 2002 2012	ver back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 UP90 WEST 2000 2010 2010 3.10) Wording of 01/1991 to 12/ No questionna	If yes, by following of variable 1981 1981 1991 1991 1991 1991 1991 199	1982 1982 2002 2012	ver back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 WEST 2000 2010 2010 3.10) Wording of 01/1991 to 12/ No questionna since 01/2002	If yes, by following of variable 1981 1981 1991 1991 2001 2011 2011 2011 2011 201	I ack of manpow I ack of manpow 1982 1982 2002 2002 2012 2012	ver back staff [1] 1983 1993 2003 2013 2013 2013 difficulties of fir	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 WEST 2000 2010 2010 3.10) Wording of 01/1991 to 12/ No questionna since 01/2002	If yes, by following of variable 1981 1991 1991 2001 2001 2001 2001 2001 200	I ack of manpow I ack of manpow 1982 1992 2002 2012 2012 allable	ver back staff [1] 1983 1993 2003 2013 2013 2013 difficulties of fir	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 WEST 2000 2010 2010 3.10) Wording of 01/1991 to 12/ No questionna since 01/2002	If yes, by following of variable 1981 1981 1991 1991 2001 2011 2011 2011 2011 201	I ack of manpow I ack of manpow 1982 1992 2002 2012 2012 allable	leer back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 WEST 2000 2010 3.10) Wording of 01/1991 to 12/ No questionna	If yes, by following of variable 1981 1991 1991 2001 2001 2001 2001 2001 200	I ack of manpow I ack of manpow 1982 1992 2002 2012 2012 allable	ver back staff [1] 1983 1993 2003 2013 2013 2013 difficulties of fir	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980           1990           WEST           2000           2010           01/1991 to 12/           No questionna           since 01/2002           Our domestic p	If yes, by following of variable 1981 1981 1991 1991 2001 2011 2011 2011 2011 201	I ack of manpow I ack of manpow 1982 1992 2002 2012 2012 allable	leer back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time Span of 1980 1990 WEST 2000 2010 2010 2010 3.10) Wording of 01/1991 to 12/ No questionna since 01/2002 Our domestic p	If yes, by following of variable 1981 1981 1991 1991 1991 2001 2011 2011 2011 201	I ack of manpow I ack of manpow 1982 1982 2002 2002 2012 2012 allable	ver back staff [1] 1983 1993 2003 2003 2013 2013 difficulties of fir difficulties of fir	1994 2004 2014 nancing	WEST  1995  2005  2015	2006	1997 2007 2017 Survey period	1998 2008 2018 2018 to 12/2000 tt since 01/200	2009	Survey frequency monthly survey Jan, Apr, Jul, Oct
Time span of 1980 WEST 2000 2010 2010 3.10) Wording of 01/1991 to 12/ No questionna since 01/2002	If yes, by following of variable 1981 1981 1991 1991 2001 2011 2011 2011 2011 201	I ack of manpow I ack of manpow 1982 1992 2002 2012 2012 allable	leer back staff [1]	1994 2004 2014	WEST 1995 2005	1996 2006	1997 2007 2017 Survey perior East 01/1991	1998 2008 2018 to 12/2000	1999 2009 2019	Survey frequency monthly survey Jan, Apr, Jul, Oct

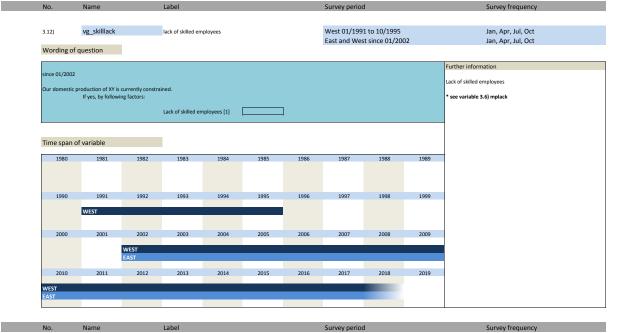
199	90	1991	1992	1993	1994	1995	1996	1997	1998	1999
		EAST								
200	00	2001	2002	2003	2004	2005	2006	2007	2008	2009
			WEST							
EAST										
201	10	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST										
EAST										

No. Name Label Survey period

Survey frequency

3.11) vg\_weather weather conditions East 02/1994 to 06/2000\* monthly survey Wording of question





No. Name Lahel Survey period

3.13) Wording of c	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
01/1991 to 10/2 No questionnair	2001 res for the East available			Further information other factors/ other reasons
	1001 roduction of XY is currently constra If yes, by following factors:	ined other factors [1]		

ur domestic p	roduction is currer									
	If yes, by following	ng factors:								
			other factors [1]		<u> </u>	1				
						-				
ime span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
						WEST				
	EAST									
	2001		2003						2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
VEST										
AST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015	2010	2017	2010	2019	
VEST										
AST								1000		

Survey frequency

Survey frequency

No. Name Label

No. Name Label Survey period

East 01/1991 to 12/2000 monthly survey 3.14) vg\_proexpen product too expensive Wording of question Further information 01/1991 to 12/2000 roducts too expensive 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 EAST AST 2010 2011 

							East 01/1991	+- 12/2000		
3.15)	vg_proqual		quality of produc	ts			East 01/1991	10 12/2000		monthly survey
Wording of	question									
										Further information
01/1991 to 12	/2000									Quality of product
There are no o	questionnaires for t	he East available.	Quality of product							
01/1991 to 12	/2000									
Our domestic	production of XY is									
	It yes, by followi	ing factors: sales o	difficulties, as							
			quality of produc insufficient [1]	t	[	1				
			insumclent [1]			1				
Time span of	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	
2010	2011	2012	2015	2014	2015	2010	2017	2018	2019	

	Name		Label				Survey period	1		Survey frequency
3.16)	vg_propro		program of pro	ducts			East 01/1991	to 12/2000		monthly survey
Wording of			F8					,		
	4									Further information
01/1991 to 12/										Program of products
There are no qu	uestionnaires for t	he East available	e. The following wo	ording is taken fro	m previous lists of	variables				
01/1991 to 12/2	2000									
Our domestic p	production of XY is If yes, by followi									
	,,.,		program of pro	ducts	-					
			insufficient [1]							-
Time span o										
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	4		Survey frequency
	Hume		Luber				Survey period			Survey inequency
3.17)	vg_ovtime		overtime				West since 02 East and West			Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
Wording of	question						Lust and Wes	1 Since 03/20		
since 01/1980										Further information
	vork with overtime									Overtime
		yes [1]		no [2]						
Time span o										
	of variable									
1980	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983 1993	1984	1985	1986	1987	1988 1998	1989	
1980 WEST	1981									
1980 WEST 1990	1981									
1980 WEST 1990 WEST	1981 1991 2001	1992 2002	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST	1981 1991 2001	1992 2002 EAST	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 WEST 1990 WEST 2000 WEST 2010	1981 1991 2001	1992 2002	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST	1981 1991 2001	1992 2002 EAST	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 WEST 1990 WEST 2000 WEST EAST	1981 1991 2001 2011	1992 2002 EAST	1993 2003 2013	1994 2004	1995 2005	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009	
1980 WEST 1990 WEST 2000 WEST	1981 1991 2001	1992 2002 EAST	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008 2018	1999 2009	Survey frequency
1980 WEST 1990 WEST 2000 WEST EAST	1981 1991 2001 2011	1992 2002 EAST 2012	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct
1980 WEST 1990 WEST 2000 WEST EAST No.	1981 1991 2001 2011 Name vg_ovtimemo	1992 2002 EAST 2012	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	
1980 WEST 1990 WEST 2000 WEST 2010 WEST EAST No. 3.18)	1981 1991 2001 2011 Name vg_ovtimemo	1992 2002 EAST 2012	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct
1980 WEST 1990 WEST 2000 WEST 2010 WEST EAST No. 3.18) Wording of a since 01/1980	1981 1991 2001 2011 Name vg_ovtimemo question	1992 2002 EAST 2012	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
1980 WEST 1990 WEST 2000 WEST 2010 WEST EAST No. 3.18) Wording of a since 01/1980	1981 1991 2001 2011 Name vg_ovtimemo	1992 2002 EAST 2012	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980 WEST 1990 WEST 2000 WEST 2010 WEST EAST No. 3.18) Wording of a since 01/1980	1981 1991 2001 2011 Name vg_ovtimemo question	1992 2002 EAST 2012	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary
1980 WEST 1990 WEST 2000 WEST 2010 WEST 2010 WEST 2010 Since 01/1980 We currently w	1981 1991 2001 2011 2011 Name vg_ovtimemod question vork with overtime if yes, more than	1992 2002 EAST 2012	1993 2003 2013	2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           VEST           2000           WEST           2010           WEST           2010           WEST           3.18)           Wording of i           since 01/1980           We currently w           Time span o	1981 1991 2001 2011 Name vg_ovtimemo question vork with overtime if yes, more than	1992 2002 EAST 2012 2012 0 0 0	2003 2013 2013 Covertime more	1994 2004 2014 than customary	2005	2006	2007 2017 Survey period	1998 2008 2018 1/1980 to 10, 1/1980 to 10, 1/1980 to 3/20	1999 2009 2019 /2001 /2001 /2001	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           WEST           2000           WEST           2010           WEST           2010           WEST           2010           WEST           3.18)           Wording of i           since 01/1980           We currently w           Time span o           1980	1981 1991 2001 2011 2011 Name vg_ovtimemod question vork with overtime if yes, more than	1992 2002 EAST 2012	1993 2003 2013	2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey period	1998 2008 2018	2009	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           VEST           2000           WEST           2010           WEST           2010           WEST           3.18)           Wording of i           since 01/1980           We currently w           Time span o	1981 1991 2001 2011 Name vg_ovtimemo question vork with overtime if yes, more than	1992 2002 EAST 2012 2012 0 0	2003 2013 2013 Covertime more	1994 2004 2014 than customary	2005	2006	2007 2017 Survey period	1998 2008 2018 1/1980 to 10, 1/1980 to 10, 1/1980 to 3/20	1999 2009 2019 /2001 /2001 /2001	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           WEST           2000           WEST           2010           WEST           2010           WEST           2010           WEST           3.18)           Wording of i           since 01/1980           We currently w           Time span o           1980	1981 1991 2001 2011 Name vg_ovtimemo question vork with overtime if yes, more than	1992 2002 EAST 2012 2012 0 0	2003 2013 2013 Covertime more	1994 2004 2014 than customary	2005	2006	2007 2017 Survey period	1998 2008 2018 1/1980 to 10, 1/1980 to 10, 1/1980 to 3/20	1999 2009 2019 /2001 /2001 /2001	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           VEST           2000           WEST           2010           WEST           2010           WEST           2010           WEST           2010           West           Since 01/1980           We currently w           Time span 0           1980           WEST	1981 1991 2001 2011 2011 Name vg_ovtimemor question vork with overtime if yes, more than of variable 1981	1992 2002 EAST 2012 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2003 2013 2013 certime more	1994 2004 2014 than customary	1995	1996	1997 2007 2017 Survey period West since 02 East and West	1998 2008 2018 2018 1/1980 to 10, 1/1980 to 10, 1988	1999 2009 2019 /2001 /2001 /2001 /2001	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           VEST           2000           WEST           2010           WEST           2010           WEST           3.18)           Wording of 1           Since 01/1980           We currently w           Time span o           1990           WEST           1990           WEST	1981 1991 2001 2011 Name vg_ovtimemo question vork with overtime if yes, more than if yes, more than of variable 1981	1992 2002 EAST 2012 2012 2012 2012 2012 2012 2012 201	2003 2003 2013 2013 2013 2013 2014 2014 2014 2014 2014 2014 2014 2014	2004 2004 2014 than customary [no [2]	1995 2005 2015	1996 2006 2016 3016 3016 3016 3016 3016 3016 3016 3	1997 2007 2017 Survey period West since O East and West	1998 2008 2018 2018 1 1 1 1 1 1 1 1 980 to 10, 10 10 10 10 10 10 10 10 10 10 10 10 10	1999 2009 2019 2019 /2001 /02	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no".
1980           WEST           1990           2000           WEST           2010           WEST           2010           WEST           3.18)           Wording of I           since 01/1980           We currently w           Time span o           1980           WEST           1990	1981 1991 2001 2011 Name vg_ovtimemo question of variable 1981 1991 1991	1992   2002   EAST   2012   2012   2012   100   10	2003 2013 2013 certime more	1994 2004 2014 than customary	1995	1996	1997 2007 2017 Survey period West since 02 East and West	1998 2008 2018 2018 1/1980 to 10, 1/1980 to 10, 1988	1999 2009 2019 /2001 /2001 /2001 /2001	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no"
1980           WEST           1990           VEST           2000           WEST           2010           WEST           2010           WEST           3.18)           Wording of I           since 01/1980           We currently w           Time span o           1980           WEST           1990           WEST           1990           WEST           2000	1981 1991 2001 2011 Name vg_ovtimemo question of variable 1981 1991 1991	1992 2002 EAST 2012 2012 2012 2012 2012 2012 2012 201	2003 2003 2013 2013 2013 2013 2014 2014 2014 2014 2014 2014 2014 2014	2004 2004 2014 than customary [no [2]	1995 2005 2015	1996 2006 2016 3016 3016 3016 3016 3016 3016 3016 3	1997 2007 2017 Survey period West since O East and West	1998 2008 2018 2018 1 1 1 1 1 1 1 1 980 to 10, 10 10 10 10 10 10 10 10 10 10 10 10 10	1999 2009 2019 2019 /2001 /02	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec Further information Overtime more than customary 06/2012 - 03/2018: if vg_ovtime was answered with "no".

·												
No.	Name		Label				Survey perio	d			Survey frequency	
3.19) Wording of c	vg_stwork question		short-time work				West 01/198 East 01/1991 East 01/2001 East and We	L to 12/2000			Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec	
01/1991 to 10/2	2001									Further inform	ation	
	res for the East ava	ilable								Short-time work	s	
since 01/1980												
	ave short-time wor	k										
		yes [1]		no [2]								
Time span of 1980	f variable 1981	1982	1983	1984	1985	1986	1987	1988	1989			
WEST												
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999			
WEST			_					_				
2000	EAST 2001	2002	2003	2004	2005	2006	2007	2008	2009			
WEST												
EAST 2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
WEST			_									
EAST												
No.	Name		Label				Survey perio	d			Survey frequency	
3.20)	vg_stworkexp	)	expected short-	time work			West 01/198				Jan, Apr, Jul, Oct	
							East 01/1991 East 01/2001	L to 10/2001			monthly survey Jan, Apr, Jul, Oct	
Wording of c	Juestion						East and we	st since 01/2002		Further inform	Mrch, Jun, Sep, Dec	
since 03/2002	t 3 months we will 6	yes [1]	k short-time	]no [2] ]no [2]								
1990 WEST 2000 WEST	1991 EAST 2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007	1988 1998 2008	1989 1999 2009			
1990 WEST 2000	1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999			
1990 WEST 2000 WEST EAST 2010 WEST	1991 EAST 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009			
1990 WEST 2000 WEST EAST 2010	1991 EAST 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009			
1990 WEST 2000 WEST EAST 2010 WEST EAST	1991 EAST 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008 2018	1999 2009		Survey frequency	
1990 WEST 2000 WEST 2010 WEST EAST	1991 EAST 2001 2011	1992 2002	1993 2003 2013	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017	1998 2008 2018	1999 2009		Survey frequency Jan, Apr, Jul, Oct*	
1990 WEST 2000 WEST 2010 WEST EAST	1991 EAST 2001 2011 Name	1992 2002	1993 2003 2013 Label	1994 2004 2014	1995 2005	1996 2006	2007 2017 Survey perior West 01/198 and since 07,	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009		Jan, Apr, Jul, Oct* monthly survey	
1990 WEST 2000 EAST 2010 WEST EAST No. 3.21)	1991 EAST 2001 2011 Name vg_emplexp	1992 2002	1993 2003 2013 Label	1994 2004 2014	1995 2005	1996 2006	1997 2007 2017 Survey perior	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009		Jan, Apr, Jul, Oct*	
1990 WEST 2000 WEST 2010 WEST EAST NO. 3.21) Wording of c	1991 EAST 2001 2011 Name vg_emplexp	1992 2002	1993 2003 2013 Label	1994 2004 2014	1995 2005	1996 2006	2007 2017 Survey perior West 01/198 and since 07,	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009	Further inform	Jan, Apr, Jul, Oct* monthly survey monthly survey	
1990 WEST 2000 WEST EAST 2010 WEST EAST 3.21) Wording of c 01/1980 to 04/1 Employees (dor	1991 EAST 2001 2011 Name vg_emplexp question 1997 mestic companies of	1992 2002 2012	1993 2003 2013 Label expected emplo	1994 2004 2014	2005	1996 2006	2007 2017 Survey perior West 01/198 and since 07,	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009		Jan, Apr, Jul, Oct* monthly survey monthly survey	5
WEST           2000           WEST           EAST           2010           WEST           EAST           3.21)           Wording of c           0.1/1980 to 04/1           Employees (dor           During the next (dor	1991 EAST 2001 2011 2011 Name vg_emplexp question	1992 2002 2012	2003 2013 Label expected emplo	2004 2014 yees	2005	1996 2006	2007 2017 Survey perior West 01/198 and since 07,	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009	Expected develo	Jan, Apr, Jul, Oct* monthly survey monthly survey ation appment of the number of total employee	
1990 WEST 2000 WEST EAST 2010 WEST EAST 0 0 0 1/1980 to 04/1 Employees foet	1991 EAST 2001 2011 Name vg_emplexp question 1997 mestic companies of 8 3 months the num rds - therefor by eli	1992 2002 2012 2012 anly) beer of employee minating purely increasing [1] not changing [2]	2003 2013 Label expected emplo	2004 2014 yees	2005	1996 2006	2007 2017 Survey perior West 01/198 and since 07,	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009	Expected develo *10/1980 to 10/ has the same str "empl". see 3.14	Jan, Apr, Jul, Oct* monthly survey ation upment of the number of total employee '1993 the question for the West in Octot ructure as the question of the variable )	
1990 WEST 2000 WEST EAST 2010 WEST EAST 0 0 0 1/1980 to 04/1 Employees foet	1991 EAST 2001 2011 Name vg_emplexp question 1997 mestic companies of 8 3 months the num rds - therefor by eli	1992 2002 2012 2012 bier of employe minating purely increasing [1]	2003 2013 Label expected emplo	2004 2014 yees	2005	1996 2006	2007 2017 Survey perior West 01/198 and since 07,	1998 2008 2018 d 30 to 04/1997 /1997	1999 2009	Expected develo *10/1980 to 10/ has the same str "empl". see 3.14	Jan, Apr, Jul, Oct* monthly survey monthly survey ation upment of the number of total employee 1993 the question for the West in Octot	

07/19	97 to 11/2	001												
	nployees (domestic companies only) rring the next 3 months the number of employees assigned to the production of XY will be increasing [1]													
		increasing [1]												
since	01/2002													
Emplo	oyees (dom	r the next 3 mont nestic companies employees assign				]	]]							
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 frequency

vg\_empl West 10/1980 to 10/1993 annual survey \* 3.22) employees 12 month Wording of question Further information 10/1980 to 10/1993 Employees expectations Employees In cyclical regards - therefor by eliminating purely seasonal flutuations - the number of employees assigned to the production of XY will be ... during the next... \*The expected occupation during the next 3 months is recorded by the variable "emplexp". see 3.13) 3 months\* 12 months from month under report on\*\* 10/1990 to 10/1993 \*\*additionally "from month under report on" increasing [1] not changing [2] decreasing [3] annual survey in October Time span of variable WEST WEST 

Survey period

No.	Name	L	abel				Survey period			Survey frequency
3.23)	3.23) vg_prof profit situation							/2002*	May, Sep	
5.251							East since 06/			May, Sep
Wording of	question						,			
	1									
										Further information
since 06/2002										Current profit situation
Profit situatio	n and development									
[]	consider the profit si	tustion of our com		l hu tha anaratia	a results from sust	omore husinoss	operations to be			*in 2002: June and September
we currently	consider the profits	cuation of our com	ipany - measure	o by the operation	ig results ironi cusi	ornary business	operations - to be			The question was fed into an own dataset
		-								for the East 12/1995 to 11/2001
		good [1] satisfying [2]			1					
		bad [3]	L							
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1992	1994	1992	1990	1997	1338	1999	

1										
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
			WEST							
			EAST							
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WE:	ST									
EAS	π									
L										

Survey frequency

No. Name Label

May, Sep May, Sep 3.24) vg\_profch change of profit situation West since 06/2002\* East since 06/2002\* Wording of question Further information since 06/2002 Change of profit situation compared to previous quarter Profit situation and development [...] As compared to fall 20## the profit situation of our company - measured by the operating results from customary business operations \*in 2002: June and September improved [1] did not change [2] deteriorated [3] 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..." Time span of variable 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..." The question was fed into an own dataset for the East 12/1995 to 11/2001 WEST EAST EST

	Name		Label				Survey perior	d		Survey frequency
3.25)	vg_hcount		headcount				West 03/200			Mrch, Jun, Sep, Dec
							East 09/1994	- 12/2015*		Mrch, Jun, Sep, Dec
Wording of	question									
										Further information
09/1994 to 12/	2001									Development of the headcount
No questionna	ires for the East ava	ailable								* no inquiry in Dec 2001 but in Nov 2001
										no inquiry in Dec 2001 but in Nov 2001
since 03/2002										
We consider o	ur head count with	respect to the exp	pected sales dev	elopment of XY du	ring the next 12 r	nonths to be				
		relatively high [1]								
		(e.g. reduction of staf	ff neccessary)							
		sufficient [2]								
		too low [3]								
		(e.g. additional staff r	neccessary)							
Time span	fuariable									
Time span o										
Time span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982 1992	1983 1993	1984 1994	1985	1986 1996	1987 1997	1988 1998	1989 1999	
1980	1981									
1980	1981									
1980	1981			1994						
1980 1990	1981 1991 2001	1992 2002	1993	1994 EAST	1995	1996	1997	1998	1999	
1980 1990	1981 1991 2001	1992	1993	1994 EAST	1995	1996	1997	1998	1999	
1980 1990 2000 EAST	1981 1991 2001	1992 2002 WEST	1993 2003	1994 EAST 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 1990 2000 EAST 2010	1981 1991 2001	1992 2002	1993	1994 EAST	1995	1996	1997	1998	1999	
1980 1990 2000 EAST 2010 WEST	1981 1991 2001	1992 2002 WEST	1993 2003	1994 EAST 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 1990 2000 EAST 2010	1981 1991 2001	1992 2002 WEST	1993 2003	1994 EAST 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 1990 2000 EAST 2010 WEST	1981 1991 2001	1992 2002 WEST	1993 2003	1994 EAST 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	

3.26)	vg_fest	feedstock	West 02/1980 to 05/1994	Feb, May, Aug, Nov
Wording of c	question			
since 02/1980				Further information feedstock
Feedstock Our stock of the	e most important raw materials and	d pre-materials to produce XY is currently		

		relatively high [1 normal [2] relatively low [3] stock-keeping no								Not inquired in November 1981
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			Feb, May, Aug, Nov						
Wording of c	uestion									
since 08/1981										Further information
Feedstock										enlargement of production
		aw materials and	l pre-materials to p	produce XY is cur	rently					*"currently" since 02/1988
We currently ha	ve a high stock be	cause of								
			enlargement of p	production [1]						
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 a	question			

since 08/1981										Further information
Feedstock Our stock of the [] if relatively high		aw materials and	l pre-materials to	produce XY is cur	rentiy					*"currently" since 02/1988 Not inquired in November 1981
We currently ha	ve a high stock be	cause of								Not indrined in Movember 1901
			expected increas	se in price [1]		]				
Time span of										
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	

vg\_fincolow low costs of financing 3.29)

No. Name Label

Wording of question

No. Name Label

[] if relatively high							T			Further information low costs of financing **currently" since 02/1988
			relatively low cos	ts of financing [1	]		1			-
_										
Time span of										
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	

Survey period Survey frequency

3.30) vg\_diffsup1 difficulties of supply West 08/1981 to 02/1993 Feb, May, Aug, Nov Wording of question Further information since 08/1981 difficulties of supply Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently "currently" since 02/1988 [...] if relatively high: Not inquired in November 1981 We currently have a high stock because of difficulties of supply [1] Time span of variable 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 WEST 1990 1991 1992 1993 1994 1995 1996 1997 1999 1998 WEST 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019

			_							
3.31)	vg_weaken		weakening				West 08/198	1 to 02/1993		Feb, May, Aug, Nov
Wording of	question									
										Further information
since 08/1981										weakening
Feedstock Our stock of th	e most important i	raw materials and	pre-materials to i	aroduce XY is cur	rently					*"currently" since 02/1988
[]					,					
if relatively hig										Not inquired in November 1981
We currently h	nave a high stock be	ecause of								
			The feedstock in				т			
			a weakening (in o	iemand) [1]			1			
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	WEST									
	WEST									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
			,		,				,	1
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011					2010		2010	2315	

No. Name Label Survey period Survey frequency

No.	Name		Label				Survey period	1		Survey frequency
3.32)	vg_prored		reduction of pro	duction			West 08/198	1 to 02/1993		Feb, May, Aug, Nov
Wording of	question									
	4									Further information
since 08/1981										
Feedstock										Reduction of production
Our stock of th	ie most important r	aw materials and	pre-materials to	produce XY is cur	rently					*"currently" since 02/1988
[] if relatively lo	<b>w</b> :									Not inquired in November 1981
We currently h	ave a low stock on	nurnose herause	of							
We currently h	ave a low stock on				I	1				
We currently h	ave a low stock on		of reduction in pro	duction [1]		]				
We currently h	nave a low stock on			duction [1]		]				
We currently h				duction [1]		]				
				duction [1]	1985	1986	1987	1988	1989	
Time span o	of variable		reduction in pro		1985	1986	1987	1988	1989	
Time span o	of variable		reduction in pro		1985	1986	1987	1988	1989	
Time span o	of variable		reduction in pro		1985	1986	1987	1988	1989	
Time span o 1980 1990	of variable 1981 WEST	1982	reduction in pro	1984						
Time span o	of variable 1981 WEST	1982	reduction in pro	1984						
Time span o 1980 1990	of variable 1981 WEST	1982	reduction in pro	1984						
Time span o 1980 1990 WEST	of variable 1981 WEST 1991	1982	reduction in pro	1984 1994	1995	1996	1997	1998	1999	
Time span o 1980 1990 WEST	of variable 1981 WEST 1991	1982	reduction in pro	1984 1994	1995	1996	1997	1998	1999	
Time span o 1980 1990 WEST	of variable 1981 WEST 1991 2001	1982 1992 2002	reduction in pro	1984 1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
Time span ( 1980 1990 WEST 2000	of variable 1981 WEST 1991	1982	reduction in pro	1984 1994	1995	1996	1997	1998	1999	

No. Label Name

Survey period West 08/1981 to 02/1993 Feb, May, Aug, Nov 3.33) vg\_pricedec price decrease

Survey frequency

since 08/1981										Further information price decrease
Feedstock Our stock of the	e most important i	raw materials and	pre-materials to	produce XY is cur	rently					*"currently" since 02/1988
[] if relatively low	r:									Not inquired in November 1981
We currently ha	ave a low stock on	purpose because	e of							
			expected price of	lecline [1]		]				
										-
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	WEST									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	1351	1552	1555	1554	1555	1550	1557	1550	1999	
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

3.34)	vg_fincohi		high costs of fina	incing			West 05/198	2 to 02/1993		Feb, May, Aug, Nov
Wording of o	question									
since 05/1982										Further information
Feedstock Our stock of the []	e most important	raw materials and	high costs of financing *"currently" since 02/1988							
if relatively low		n purpose because	of							
			unusual high costs of financin	g [1]		]				
Time span o	fvariable									
Time span o	i variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
		WEST								
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
		-								I I

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 perior	d		Survey frequency
3.35)	vg_diffsup2		difficulties of sup				West 08/198	1 to 02/1002		Feb, May, Aug, Nov
5.531	vg_unsupz		unneutles of sup	ihià			West 06/196	1 10 02/1995		i eb, way, Aug, Nov
Wording of										

										Further information
since 08/1981 Feedstock										Difficulties of supply
	e most important i	raw materials and	pre-materials to p	produce XY is cur	rently					Not inquired in November 1981
	ecame scarce due									
The reedstock t	ecame scarce due									
			difficulties of sup	ply [1]						
										*
Time span o	f variable									
		1002	1000	1004	1005	1000	4007	4000	1000	
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	

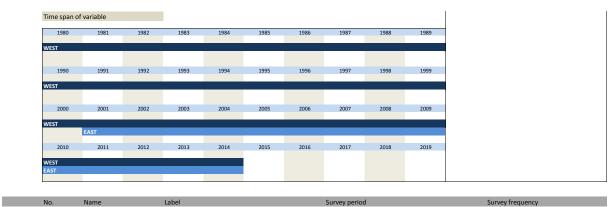
No. Name Label Survey period Survey frequency

3.36)	vg_strength		strengthening				West 08/198	1 to 02/1993		Feb, May, Aug, Nov
Wording of	question									
										Further information
since 08/1981										
Feedstock										strengthened production
Our stock of t []	he most important r	aw materials and	pre-materials to	produce XY is cu	rrently					Not inquired in November 1981
if relatively lo	w:									
The feedstock	became scarce due	to								
			strengthened pr	oduction [1]		]				
	6									
Time span										
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	Feb, May, Aug, Nov
			East 02/2001 - 11/2014	Feb, May, Aug, Nov
Wording of	f question			
				Further information
02/2001 to 11	1/2001			Feedstock in weeks
No questionn	aires for the East available			recorder in weeks
				meaning in dataset:
02/1980 to 08	2/1001			"no feedstock" = 0 weeks "less than 1/2" = 0,3 weeks
02/1980 10 08	5/1561			"more than 6, in fact", but just ticked
Feedstock				= 8 weeks
Our feedstock	k is currently sufficient for			
		less than more than 6, 0,5 0,5 1 2 3 4 5 6 in fact		

11/1981 to 02/1994 Feedstock Our stock of the ray		-materials mo	ost important to u	s are currently s	sufficient for					
weeks of production			0,5 1 2	8 4 5 6	more than 6, in fact					
05/1994 Feedstock Our stock of the mo [] They are currently s	ost important raw m sufficient for	naterials and p	ore-materials to p							
weeks of production			0,5 1 2	8 4 5 6	in fact					
08/1994 to 11/2001 Feedstock Our stock of the rav	w materials and pre-					ently sufficient	for			
weeks of production			0,5 1 2	8 4 5 6	more than 6, in fact					
since 02/2002 Feedstock Our stock of the rav	v materials and pre-	-materials mo	est important to u	s for the produc	tion of XY are curr	ently sufficient	for			
**measured by the curre	no feedstock		Produktion vo	n weeks** 8 4 5 6	more than 6, in fact					
Time span of va	riable	1982	1983	1984	1985	1986	1987	1988	1989	
WEST 1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010 WEST	2011	2012	2013	2014	2015	2016	2017	2018	2019	
No. N	ame		Label				Survey period	d		Survey frequency
3.38) Vg Wording of que	g_stinwe		stock of inventori	es in weeks			West 02/198 East 02/2003			Feb, May, Aug, Nov Feb, May, Aug, Nov
02/2001 to 11/2001 No questionnaires f		e								Further information Stock of inventories in weeks in weeks * 08/1980
02/1980 to 08/1981 Stock of inventories Our stock of unsold	s									"no stock of inventories" = 0 weeks "less than 1/2" = 0.3 weeks "more than 6, in fact", but just ticked = 8 weeks
weeks of production	n (measured by the		0,5 1 2	8 4 5 6	in fact					
11/1981 to 11/2001 Stock of inventories Our stock of unsold	finished goods of X		quates to 0,5 1 2 :	8 4 5 6	more than 6, in fact					
weeks of production since 02/2002 Stock of inventories	5									
Our stock of unsold	finished goods of X		production of 0,5 1 2	weeks** 8 4 5 6	more than 6, in fact					
**measured by the curre	no inventories t		production of 0,5 1 2 3	weeks***	more than 6, in fact					_

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



No.	Name		Label				Survey perio	J		Survey frequency
3.39)	vg emppro2		employees in pro	duction			West 09/198	0 to 10/2001		annual survey*
5.59)	vg_empproz		employees in pro	uuction			East 01/1991			,
										monthly survey
Wording of	question						East and We	st since 11/200	1	annual survey**
										Further information
01/1991 to 11	/2001									
										Employees in production for XY
No questionna	aires for the East ava	ilable								
										* annual survey 1980: inquiry in September
09/1980										1981 - 2000: inquiry in October
03/1300										1994: no inquiry
Number of em	nployees (employees	and workers,sta	te September 198	0) assigned to the	e production of X	Y				
										** annual survey in November
			about		persons					Note West:
			about		. persons					The data is only inquired annually
										but appears in the datasets monthly.
10/1981 to 10	/1997									This is due to the fact, that every month the data
Number of em	anlouene									of the annual survey is transferred manually.
	nployees [month] [year]***									The data of the current survey is normally transferred 2-3 months after the survey
	] persons in the who		nestic companies o	only).						Example:
Thereof ar	e assigned to the pro	oduction of XY.								For November, December 2002 the
				pe	rsons					variable emppro2 contains the value of the survey from November 2001. Since January 2003 the
										variable emppro2 contains the value of the survey from
10/1998										Nov 02
Number of em	nployees									***West 10/1995 to 10/1997
We occupy [	] persons in the who	le company (don	nestic companies (	nh/)						Month and year of the previous reporting interval Example 10/1995:
	e assigned to the pro		nestic companies t	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,						"State: End of September 1995"
				pe	rsons					East 01/1991 to 06/2000
										"State: End of month under reports"
since 10/1999										
Number of em	nnlovees									
indiniber of en	inprosects									
We occupy []	] persons in the who	le company (don	nestic companies o	only).						
Thereof ar	e assigned to the pro	oduction of XY.								
					rsons					
			(possibly esti	mations by share	of revenue)					
										-
Time span of	of variable									
1000		1000			1005	1000				-
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
										1
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	_									
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
14/507						_	_			
WEST EAST										
CASI										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.

3.40)

Name Label

vg\_emplinc increase of employees in %

Survey period East 01/1991 to 12/2000 Survey frequency

monthly survey

Wording of qu	estion									
01/1991 to 12/200 There are no ques		e East available.	The following wo	ding is taken from	n previous lists c	of variables				Further information Increase of employees for the production of XY in %
01/1991 to 12/200 During the next 3 i in cyclical regards	months the num	minating purely s		ons	f will []					
Time span of v	ariable 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									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

Name Label Survey period

East 01/1991 to 12/2000

monthly survey

Survey frequency

Wording of question

No. Name

vg\_empldec

decrease of employees in %

Label

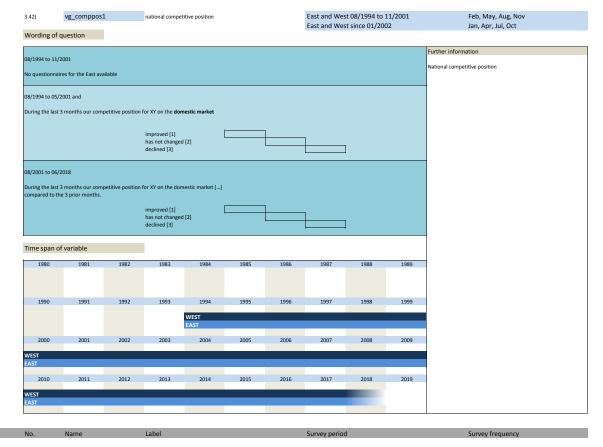
No.

3.41)

1/1991 to 12/2	000									Further information
	estionnaires for th	ae East available 1	The following wor	ding is taken from	n provious lists of	variables				Decrease of employees for the production in %
nere are no qu	estionnaires for ti	le Last available.	The following wor	ung is taken non	in previous lists of	Valiables				
1/1991 to 12/2	000									
	3 months the nun ds - therefor by el				′ will []					
			decrease by abou							
										4
ïme 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	
AST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

Survey period

Survey frequency



Wording of a	nuestion									
wording of t	question									Further information
08/1994 to 11/2										EU competitive position
No questionnai	res for the East ava	ilable								_
08/1994 to 05/2	2001 and									
During the last t	three months our o	competitive pos	ition for XY on the	e foreign marke	ts inside of the Eur	opean Union				
			improved [1] has not change	4 [9]			т			
			declined [3] no export [4]	u [2]		L		]	٦	
08/2001 to 06/2	2018 three months our c	competitive pos	ition for XX on the	o foreign marke	ts inside of the Fur	onean Union [ ]				
	e prior 3 months	ompetitive pos		. Ioreign marke		spean emen []				
			improved [1] has not change	d [2]	ļ		I	7		
			declined [3] no export [4]				L		]	
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
				WEST						
2000	2004	2002	2002	EAST	2005	2000	2007	2000	2000	
2000 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										
No. 3.44) Wording of d	Name vg_comppos3 question	3	Label	sition abroad				d est 08/1994 to est since 01/20		Survey frequency Feb, May, Aug, Nov Jan, Apr, Jul, Oct
3.44) Wording of c 08/1994 to 11/2	vg_comppos3 question		_	sition abroad			East and We	est 08/1994 to		Feb, May, Aug, Nov
3.44) Wording of a 08/1994 to 11/2 No questionnair	vg_comppos3 question 2001 res for the East ava		_	sition abroad			East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of a 08/1994 to 11/2 No questionnair 08/1994 to 05/2	vg_comppos3 question 2001 res for the East ava	ilable	competitive po		<b>ts outside</b> of the Eu	ropean Union	East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of a 08/1994 to 11/2 No questionnair 08/1994 to 05/2	vg_comppos3 question 2001 res for the East ava 2001 and	ilable	competitive po		ts outside of the Eu	ropean Union	East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of a 08/1994 to 11/2 No questionnair 08/1994 to 05/2	vg_comppos3 question 2001 res for the East ava 2001 and	ilable	competitive po- sition for XY on the improved [1] has not change declined [3]	≘ foreign marke	ts outside of the Eu	ropean Union	East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of a 08/1994 to 11/2 No questionnair 08/1994 to 05/2	vg_comppos3 question 2001 res for the East ava 2001 and	ilable	competitive po ition for XY on the improved [1] has not change	≘ foreign marke	<b>ts outside</b> of the Eu	ropean Union	East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of o 08/1994 to 11/2 No questionnail 08/1994 to 05/2 During the last 1 08/2001 to 06/2	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018	ilable	competitive po aition for XY on the improved [1] has not change declined [3] no export [4]	e foreign marke d [2]		<u> </u>	East and We East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnali 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1	vg_comppos3 question 2001 res for the East ava 2001 and three months our c	ilable	competitive po aition for XY on the improved [1] has not change declined [3] no export [4]	e foreign marke d [2]		<u> </u>	East and We East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnali 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of	ilable	competitive po aition for XY on the improved [1] no export [4] aition for XY on the improved [1]	e foreign marke d [2] e foreign marke		<u> </u>	East and We East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnali 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of	ilable	competitive po dition for XY on the improved [1] has not change declined [3] no export [4] attion for XY on the	e foreign marke d [2] e foreign marke		<u> </u>	East and We East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of o 08/1994 to 11/2 No questionnain 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last st compared to th	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of 2018	ilable	competitive po ition for XY on the improved [1] has not change declined [3] no export [4] improved [1] has not change declined [3]	e foreign marke d [2] e foreign marke		<u> </u>	East and We East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/1 No questionnail 08/1994 to 05/2 During the last t 08/2001 to 06/2 During the last t Compared to th Time span of	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of e prior 3 months	ilable competitive pos	competitive po attion for XY on the improved [1] has not change declined [3] no export [4] improved [1] has not change declined [3] no export [4]	e foreign market d [2] e foreign market d [2]	ts outside of the Eu	ropean Union []	East and We East and We	st 08/1994 to st since 01/20	]	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of o 08/1994 to 11/2 No questionnain 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last st compared to th	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of 2018	ilable	competitive po ition for XY on the improved [1] has not change declined [3] no export [4] improved [1] has not change declined [3]	e foreign marke d [2] e foreign marke		<u> </u>	East and We East and We	est 08/1994 to		Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnail 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 Compared to th 1980	vg_comppos3 question 2001 2001 and three months our of 2018 three months our of e prior 3 months f variable 1981	iilable competitive pos competitive pos	competitive po iition for XY on the improved [1] has not change declined [3] no export [4] iition for XY on the improved [1] has not change declined [3] no export [4] 1983	e foreign marke d [2] e foreign marke d [2] 1984	ts outside of the Eu	ropean Union []	East and We East and We I and	est 08/1994 to st since 01/20	) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) )	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/1 No questionnaii 08/1994 to 05/2 During the last t 08/2001 to 06/2 During the last t Compared to th Time span of	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of e prior 3 months	ilable competitive pos	competitive po attion for XY on the improved [1] has not change declined [3] no export [4] improved [1] has not change declined [3] no export [4]	e foreign marke d [2] e foreign marke d [2] 1984	ts outside of the Eu	ropean Union []	East and We East and We	st 08/1994 to st since 01/20	]	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnail 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 Compared to th 1980	vg_comppos3 question 2001 2001 and three months our of 2018 three months our of e prior 3 months f variable 1981	iilable competitive pos competitive pos	competitive po iition for XY on the improved [1] has not change declined [3] no export [4] iition for XY on the improved [1] has not change declined [3] no export [4] 1983	e foreign marke d [2] e foreign marke d [2] 1984	ts outside of the Eu	ropean Union []	East and We East and We I and	est 08/1994 to st since 01/20	) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) )	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnail 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 08/2001 to 06/2 During the last 1 108/2001 to 109/2 1090 1990 2000	vg_comppos3 question 2001 2001 and three months our of 2018 three months our of e prior 3 months f variable 1981	iilable competitive pos competitive pos	competitive po iition for XY on the improved [1] has not change declined [3] no export [4] iition for XY on the improved [1] has not change declined [3] no export [4] 1983	e foreign market d [2] e foreign market d [2] 1984 1994	ts outside of the Eu	ropean Union []	East and We East and We I and	est 08/1994 to st since 01/20	) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) ) )	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnail 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 08/2001 to 06/2 During the last 1 108/2001 to 10/2 108/2 109/2001 to 10/2 109/2	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of f variable 1981 1991	ilable competitive pos competitive pos 1982 1992	competitive po ition for XY on the improved [1] has not change declined [3] no export [4] ition for XY on the improved [1] has not change declined [3] no export [4] 1983 1993	e foreign market d [2] e foreign market d [2] 1984 1994 ¥994	ts outside of the Eu	ropean Union []	East and We East and We East and We Instrument of the second seco	est 08/1994 to st since 01/20	1989 1999	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnaii 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 08/2001 to 06/2 During the last 1 1980 1990 2000 WEST	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months our of f variable 1981 1991	ilable competitive pos competitive pos 1982 1992	competitive po ition for XY on the improved [1] has not change declined [3] no export [4] ition for XY on the improved [1] has not change declined [3] no export [4] 1983 1993	e foreign market d [2] e foreign market d [2] 1984 1994 ¥994	ts outside of the Eu	ropean Union []	East and We East and We East and We Instrument of the second seco	est 08/1994 to st since 01/20	1989 1999	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44)  Wording of c  08/1994 to 11/2 No questionnail  08/1994 to 05/2  During the last 1  08/2001 to 06/2  During the last compared to th  1380  1390  2000  WEST EAST 2010 WEST	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months ou	ilable competitive pos competitive pos 1982 1992 2002	competitive po dition for XY on thi improved [1] improved [3] into export [4] dition for XY on the improved [1] has not change declined [3] no export [4] 1983 1993 2003	e foreign market d [2] e foreign market d [2] 1984 1994 VEST EAST 2004	ts outside of the Eu	ropean Union [] 1986 1996	East and We East and East and East East and East and East East and East and East East and East and East and East East and East and East and East and East East and East and East and East and East and East and East East and East a	est 08/1994 to st since 01/20 	002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnait 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 08/2001 to 06/2 During the last 1 08/2001 to 06/2 00/2001 08/2001 to 06/2 00/2001 08/2001 08/2001 08/2001 08/200 0	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months ou	ilable competitive pos competitive pos 1982 1992 2002	competitive po dition for XY on thi improved [1] improved [3] into export [4] dition for XY on the improved [1] has not change declined [3] no export [4] 1983 1993 2003	e foreign market d [2] e foreign market d [2] 1984 1994 VEST EAST 2004	ts outside of the Eu	ropean Union [] 1986 1996	East and We East and East and East East and East and East East and East and East East and East and East and East East and East and East and East and East East and East and East and East and East and East and East East and East a	est 08/1994 to st since 01/20 	002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44)  Wording of c  08/1994 to 11/2 No questionnail  08/1994 to 05/2  During the last 1  08/2001 to 06/2  During the last compared to th  1380  1390  2000  WIST EAST 2010 WIST EAST 2010	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months ou	ilable competitive pos competitive pos 1982 1992 2002	competitive po dition for XY on thi improved [1] improved [3] into export [4] dition for XY on the improved [1] has not change declined [3] no export [4] 1983 1993 2003	e foreign market d [2] e foreign market d [2] 1984 1994 VEST EAST 2004	ts outside of the Eu	ropean Union [] 1986 1996	East and We East and East and East East and East and East East and East and East East and East and East and East East and East and East and East and East East and East and East and East and East and East and East East and East a	est 08/1994 to st since 01/20 	002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct Further information
3.44) Wording of c 08/1994 to 11/2 No questionnait 08/1994 to 05/2 During the last 1 08/2001 to 06/2 During the last 1 08/2001 to 06/2 During the last 1 1082 1092 1090 11990 1090 1090 1090 1090 10	vg_comppos3 question 2001 res for the East ava 2001 and three months our of 2018 three months ou	ilable competitive pos competitive pos 1982 1992 2002	competitive po	e foreign market d [2] e foreign market d [2] 1984 (2) 19	ts outside of the Eu	ropean Union [] 1986 1996	East and We East and Past 2007 2017 2017 2017 2017	est 08/1994 to st since 01/20 	002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct

Range of orders in months (end of prev. Month)

	no orders	up to at	out month(s) 5 6 7 8 9	10 state nu	for more than 10, j imber of months	please				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 wou have caused the questions regarding the range of orders to be shifted by about one month.
Time span of	variable									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
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	running month (ranord) and the previous month (ranord2)
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Coding in the dataset none = [0] less than 1/2 = [5] 1 = [10] 2 = [20] 3 = [30] 4 = [40]
2000	2001	2002 WEST EAST	2003	2004	2005	2006	2007	2008	2009	5 = [50] 6 = [60] 7 = [70] 8 = [80] 9 = [90]
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	10 = [100] more than 10 = handwritten entry or if just ticked = [120]

No. Name Label

Survey period

Survey frequency

Jan, Apr, Jul, Oct

3.46) vg\_uticappc2 East and West 01/2002 to 01/2008 capacity utilization in % (end of prev. month) Wording of question

										Further information
01/2002 to 01/20	008									Capacity utilization in % (end of prev. Month)
No questionnaire	s for the East av	ailable								capacity utilization in % (end of prev. wonth)
										Coding in the dataset
										Number above the ticked box
01/2002 to 01/20	008									more than 100 % = handwritten entry or if just ticked = [120]
Currently the cap	acity utilization of	of our plant to pro	oduce XY (custom	ary full capacity u	tilization = 100%)	is up to []%				or in just dealed = [120]
in the previous m	nonth it was up to	D								
		30 40 50 60 70	0 75 90 95 00		han 100%					
	ĺ	30 40 30 80 70		55 100 III Iact.						
	,									
Time span of	variable									
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	

No.	Name		Label				Survey period	ł		Survey frequency
3.47) Wording of	vg_emppro question		employees				West 01/199 East 01/1991 East and Wes	to 06/2001	01	annual survey* monthly survey annual survey**
										Further information
01/1991 to 11,	/2001									
No questionna	ires for the East av	ailable								persons occupied in the company
										*1991 - 2000: inquiry in October
10/1991 to 10	/1997									1994: no inquiry **annual survey in November
lumber of em tate: End Imo	ployees onth] [year]***									Note West: The data is only inquired annually
										but appears in the datasets monthly.
In the whole o	ompany (domestic	companies only) v	ve occupy							This is due to the fact, that every month the data of the annual survey is transferred manually.
				p	ersons					The data of the current survey is normally transferred
										2-3 months after the survey
since 10/1998										Example:
Number of em	ployees									For November, December 2002 the variable emppro contains the value of the survey from
										November 2001. Since January 2003 the
n the whole o	ompany (domestic	companies only) v	ve occupy							variable emppro contains the value of the survey from Nov 02
				p	ersons					
										-
	e									***West 01/1994 to 10/1997
Time span o	of variable									month and year of the previous reporting interval Example 10/1995:
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	"State: End of September 1995"
										East 01/1994 to 06/2000 "State: End of month under reports"
										State: End of month and cheports
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000		2552		2004	2355	2550		2550	_555	
	WEST EAST									
	ENDT									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

NECT.										
WEST EAST										
2010 WEST	2011	2012	2013	2014	2015	2016	2017	2018	2019	
EAST										
No.	Name		Label				Survey period	I		Survey frequency
3.48)	vg_credit		credit allocation				West 06/2003			Mrch, Aug
							and from 11/		016	monthly survey
Wording of	question						East 06/2003 and from 11/		016	Mrch, Aug monthly survey
worung or	question									Further information
since 07/2003										Credit allocation
How do youeva	aluate the current v			?	1					2003: June, August
		accommodating normal [2]	g [1]			]	т			Standard question since 11/2008. see 2.19)
		reserved [3]								
Time span c	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
			WEST EAST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										
No.	Name		Label				Survey period	I		Survey frequency
No. 3.49)	Name vg_j1		Label Japan crisis q1				Survey period			Survey frequency once
	vg_j1	1	-							once
3.49) Wording of 05/2011	vg_j1 question		Japan crisis q1				East and Wes			
3.49) Wording of 05/2011 Are you curren	vg_j1	ectly affected via g the next 3 mon	Japan crisis q1	rs by supply shorta	age resulting fror	n the Japan crisis	East and Wes			once Further information
3.49) Wording of 05/2011 Are you curren	vg_j1 question tly directly or indir	ectly affected via g the next 3 mon	Japan crisis q1	rs by supply shorta	age resulting from	n the Japan crisis	East and Wes			once Further information
3.49) Wording of 05/2011 Are you curren and/or will you	vg_j1 question tly directly or indir	ectly affected via g the next 3 mon	Japan crisis q1	rs by supply shorta	age resulting from	n the Japan crisis	East and Wes			once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently:	vg_j1 question	ectly affected via	Japan crisis q1	rs by supply shorta	age resulting from	n the Japan crisis	East and Wes			once Further information
3.49) Wording of 05/2011 Are you curren and/or will you	vg_j1 question	ectly affected via the next 3 mon	Japan crisis q1	rs by supply shorta	age resulting from	n the Japan crisis	East and Wes		1989	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c	vg_1 question tly directly or indir be affected during f variable	g the next 3 mon	Japan crisis q1				East and Wes	t 05/2011	1989	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c	vg_1 question tly directly or indir be affected during f variable	g the next 3 mon	Japan crisis q1				East and Wes	t 05/2011	1989	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span o 1980	vg_j1 question tły directly or indir be affected during of variable 1981	g the next 3 mon	Japan crisis q1	1984	1985	1986	East and Wes ves [1] no [2] 1987	t 05/2011		once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span o 1980	vg_j1 question tły directly or indir be affected during of variable 1981	g the next 3 mon	Japan crisis q1	1984	1985	1986	East and Wes ves [1] no [2] 1987	t 05/2011		once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990	vg_j1 question tły directly or indir be affected during of variable 1981 1991	1982 1992	Japan crisis q1	1984 1994	1985 1995	1986	East and Wes yes [1] no [2] 1987 1997	t 05/2011	1999	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990	vg_j1 question tły directly or indir be affected during of variable 1981 1991	1982 1992	Japan crisis q1	1984 1994	1985 1995	1986	East and Wes yes [1] no [2] 1987 1997	t 05/2011	1999	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990 2000	vg_j1 question tly directly or indir be affected during f variable 1981 1991 2001	1982 1992 2002	Japan crisis q1	1984 1994 2004	1985 1995 2005	1986	East and Wes	t 05/2011	1999 2009	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990 2000	vg_1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2001	1982 1992 2002	Japan crisis q1	1984 1994 2004	1985 1995 2005	1986	East and Wes	t 05/2011	1999 2009	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990 2000	vg_1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2001	1982 1992 2002	Japan crisis q1	1984 1994 2004	1985 1995 2005	1986	East and Wes	t 05/2011	1999 2009	once Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990 2000 2010	vg_j1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2011 WEST EAST	1982 1992 2002	Japan crisis q1	1984 1994 2004	1985 1995 2005	1986	East and Wes	t 05/2011	1999 2009	Eurther information Japan crisis question 1
3.49) Wording of O5/2011 Are you curren and/or will you currently: 1980 1990 2000 2010 No.	vg_j1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2001 2001 2001 VKEST EAST	1982 1992 2002	Japan crisis q1	1984 1994 2004	1985 1995 2005	1986	East and Wes yes [1] no [2] 1987 1997 2007 2017 Survey perioc	t 05/2011	1999 2009	Once  Further information Japan crisis question 1
3.49) Wording of 05/2011 Are you curren and/or will you currently: Time span c 1980 1990 2000 2010 2010 2010 3.50)	vg_j1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2001 2001 2001 VKEST EAST	1982 1992 2002	Japan crisis q1	1984 1994 2004	1985 1995 2005	1986	East and Wes yes [1] no [2] 1987 1997 2007 2017 Survey perioc	t 05/2011	1999 2009	Once  Further information Japan crisis question 1  Survey frequency Once  Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: 1980 1990 2000 2010 2010 2010 2010 00 2010 00 2010 00 2010 2010 2010 2010 2010 2010 2010 2010 2010	vg_j1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2001 2001 Vg_j2 question	1982 1982 2002 2012 2012 ectly affected via	Japan crisis q1 other presupplies 1983 1993 2003 2013 2013 Japan crisis q2 other presupplies	1984 1994 2004 2014	1985 1995 2005 2015	1986	East and Wes	t 05/2011	1999 2009	Once  Further information Japan crisis question 1
3.49) Wording of 05/2011 Are you curren and/or will you currently: 1980 1990 2000 2010 2010 2010 3.50) Wording of 05/2011 Are you curren and/or will you	vg_j1 question tly directly or indir be affected during f variable 1981 1991 2001 2001 2001 2001 2001 VEST EAST Name vg_j2 question	the next 3 mon 1982 1992 2002 2012 2012 2012 2012 2012	Japan crisis q1 other presupplier crisis q1 logal loga	1984 1994 2004 2014	1985 1995 2005 2015	1986	East and Wes	t 05/2011	1999 2009	Once  Further information Japan crisis question 1  Survey frequency Once  Further information
3.49) Wording of 05/2011 Are you curren and/or will you currently: 1980 1990 2000 2010 2010 2010 2010 00 2010 00 2010 00 2010 2010 2010 2010 2010 2010 2010 2010 2010	vg_j1 question tly directly or indir be affected during f variable 1981 1981 2001 2001 2001 2001 2001 Vg_j2 question tly directly or indir be affected during	the next 3 mon 1982 1992 2002 2012 2012 2012 2012 2012	Japan crisis q1 other presupplies 1993 1993 2003 2013 2013 Japan crisis q2 Japan crisis q2 cother presupplies the?	1984 1994 2004 2014	1985 1995 2005 2015	1986	East and Wes	t 05/2011	1999 2009	Once  Further information Japan crisis question 1  Survey frequency Once  Further information

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198	0	1981	1982	1983	1984	1985	1986	1987	1988	1989
199	0	1991	1992	1993	1994	1995	1996	1997	1998	1999
200	0	2001	2002	2003	2004	2005	2006	2007	2008	2009
201	0	2011	2012	2013	2014	2015	2016	2017	2018	2019
		_								
	WES									
	EAST	1								

No. Name Label Survey period Survey frequency

vg\_j3 East and West 05/2011 3.51) Japan crisis q3 once Wording of question

										Further information
05/2011										Japan crisis question 3
		ectly affected via o g the next 3 monti		s by supply shorta	age resulting from	n the Japan crisis				
currently:		If yes: (reference Our methods: re		tion			yes [1]			
							no [2]			
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	*
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	WEST EAST									

No.	Name		Label				Survey period	d		Survey frequency
3.52) Wording of	vg_j4 question		Japan crisis q4				East and Wes	st 05/2011		once
05/2011 Are you currer and/or will you	ntly directly or indire u be affected during	ectly affected via the next 3 mont	other presupplier hs?	s by supply shorta	age resulting fror	n the Japan crisis				Further information Japan crisis question 4
During the nex	xt 3 months:						]yes [1] ]no [2]			
Time span of 1980	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011 WEST	2012	2013	2014	2015	2016	2017	2018	2019	
	EAST									

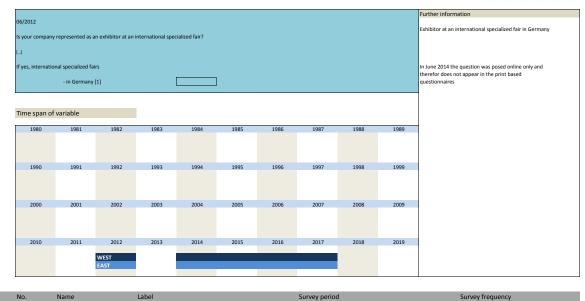
3.53)	vg_j5	Japan crisis q5		East and West 05/2011	once
Wording o	fquestion				
05/2011					Further information
		ectly affected via other presuppliers by supply shortage result g the next 3 months?	ing from the Japan crisis		Japan crisis question 5

No. Name Label Survey period Survey frequency

Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011 WEST EAST	2012	2013	2014	2015	2016	2017	2018	2019	
No.	Name		Label				Survey period			Survey frequency
							East and Wes	t 05/2011		once
3.54) Wording of	vg_j6 question		Japan crisis q6							
Wording of 05/2011 Are you currer	question	ectly affected via	other presupplier.	s by supply short	age resulting from	n the Japan crisis				Further information Japan crisis question 6
Wording of 05/2011 Are you currer	question atly directly or indir be affected during	g the next 3 mont	other presupplier.		age resulting from		]yes [1] ]no [2]			
Wording of 05/2011 Are you currer and/or will you	question	g the next 3 mont	other presupplier ths? e to question J1)		age resulting fron		]yes [1]			
Wording of 05/2011 Are you currer and/or will you During the new	question	g the next 3 mont	other presupplier ths? e to question J1)		age resulting from		]yes [1]	1988	1989	
Wording of 05/2011 Are you currer and/or will you During the new Time span o	question hty directly or indir u be affected during at 3 months: of variable	g the next 3 mont If yes: (referenc Our methods: re	other presupplier ths? e to question J1) eduction of produc	tion			]yes [1] ]no [2]	1988	1989	
Wording of 05/2011 Are you currer and/or will you During the new Time span of 1980	question htty directly or indir a be affected during at 3 months: of variable 1981	g the next 3 mont If yes: (reference Our methods: ro 1982	other presupplier ths? e to question J1) eduction of produc	tion 1984	1985	1986	]ves [1] [no [2] 1987			
Wording of 05/2011 Are you currer and/or will you During the new Time span of 1980 1990	question thy directly or indir s be affected during it 3 months: of variable 1981 1991 2001	If yes: (reference) Our methods: n 1982 1992 2002	other presupplier ths? e to question J1) eduction of produc 1983 1993 2003	tion 1984 1994 2004	1985 1995 2005	1986	[yes [1] ]no [2] 1987 1997 2007	1998 2008	1999 2009	
Wording of 05/2011 Are you currer and/or will you During the new Time span of 1980 1990	question thy directly or indir s be affected during at 3 months:          of variable         1981         1991	If yes: (referenc Our methods: rr 1982 1992	other presupplier hs? e to question J1) eduction of product 1983	1984 1994	1985	1986	]yes [1] ]no [2] 1987 1997	1998	1999	

Is your company represented as an exhibitor at an international specialized fair?	06/2012										Further information
ws11       ws12       ws12       ws12       ws14		w represented as	an exhibitor at ar	international sne	cialized fair?						Exhibitor at an international specialized fair
Time span of variable       therefor does not appear in the print based questionnaires         1980       1981       1982       1983       1984       1985       1986       1987       1988       1989         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009         2010       2011       2012       2013       2014       2015       2016       2017       2018       2019         No.       Name       Label       Survey period       Survey frequency	is your compar	iy represented us		international spe							
Time span of variable         1980       1981       1982       1983       1984       1985       1986       1987       1988       1989         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009         2010       2011       2012       2013       2014       2015       2016       2017       2018       2019         No.       Name       Label       Survey period       Survey period       Survey frequency		yes [1]			no [2]		]				therefor does not appear in the print based
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       Image: Construction of the second s											questionnaires
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 period	Time span o	of variable									
1990       1991       1992       1993       1994       1995       1996       1997       1998       1999         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009         2010       2011       2012       2013       2014       2015       2016       2017       2018       2019         No.       Nurvey period       Survey period	1980	1981	1987	1983	1984	1985	1986	1987	1988	1989	-
2000       2001       2002       2003       2004       2005       2006       2007       2008       2009         2010       2011       2012       2013       2014       2015       2016       2017       2018       2019         WEST EAST	1980	1501	1562	1905	1304	1965	1980	1907	100	1909	
2000       2001       2002       2003       2004       2005       2006       2007       2008       2009         2010       2011       2012       2013       2014       2015       2016       2017       2018       2019         WEST EAST											
2010     2011     2012     2013     2014     2015     2016     2017     2018     2019       WEST EAST     Image: Constraint of the second s	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2010     2011     2012     2013     2014     2015     2016     2017     2018     2019       WEST EAST     Image: Constraint of the second s											
2010     2011     2012     2013     2014     2015     2016     2017     2018     2019       WEST EAST     EAST     EAST     EAST     EAST     EAST     Survey period     Survey frequency											
WEST         EAST           No.         Name           Label         Survey period	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST         EAST           No.         Name           Label         Survey period											
WEST         EAST           No.         Name           Label         Survey period											
EAST       No.     Name       Label     Survey period   Survey frequency	2010	2011		2013	2014	2015	2016	2017	2018	2019	
No.     Name     Label     Survey period     Survey frequency											
	No	Nama		Label				Suproving	4		Cup ou fraguance
2 sci. ver fairwh et exhibitor at an international secialized fair in Germany East and Wast since 06/2012 irregularly	NU.	Name		Label				Survey period	1		Survey frequency
	3.56)	va fairvh a		exhibitor at an i	nternational speci	alized fair in Gerr	nanv	Fast and Wes	t since 06/20	12	irregularly

Wording of question



No. Name Label Survey period

No. Name Label

exhibitor at an international specialized fair in a foreign European East and West since 06/2012 country 3.57) vg\_fairxh\_e irregularly Wording of question

I											Further information
	06/2012										Exhibitor at an international specialized fair in a foreign European
	Is your company	represented as	an exhibitor at an i	international spec	ialized fair?						country
	[]										
	If yes, internatio	nal snecialized f:	airs								In June 2014 the question was posed online only and
	n yes, meenado					1					therefor does not appear in the print based
		- in a foreign	European country	[1]		1					questionnaires
	Time span of	variable									
1	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1980	1901	1982	1965	1904	1903	1900	1967	1900	1969	
	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

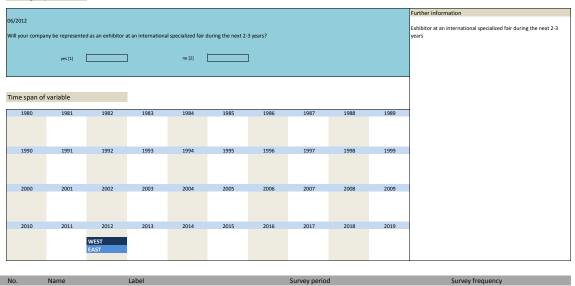
vg\_fairxh\_ne exhibitor at an international specialized fair in a country outside East and West since 06/2012 irregularly 3.58) Europe Wording of question

										Further information
06/2012										Exhibitor at an international specialized fair in a country outside of
Is your company	represented as	an exhibitor at an i	nternational spec	ialized fair?						Europe
[]										
If yes, internatio	onal specialized fa	iirs								In June 2014 the question was posed online only and therefor does not appear in the print based
	- in a country	outside of Europe	[1]							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								

Survey period Survey frequency

exhibitor at an international specialized fair during next 2-3 years East and West 06/2012 vg\_fairxhexp 3.59)

Wording of question



once

once

Survey period No. Name Label

exhibitor at an international specialized fair in Germany during next East and West 06/2012 2-3 years vg\_fairxhexp\_g 3.60)

Wording of q	uestion		2-3 years							
[]	ny be represente nal specialized fa - in Germany		t an international	specialized fair d	uring the next 2-	3 years?				Eurther information Exhibitor at an international specialized fair in Germany during the next 2-3 years
Time span of 1980	variable 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 WEST EAST	2013	2014	2015	2016	2017	2018	2019	

No. Name Label Survey period Survey frequency

exhibitor at an international specialized fair in a foreign European East and West 06/2012 country during next 2-3 years 3.61) vg\_fairxhexp\_e once Wording of question

										Further information
06/2012										Exhibitor at an international specialized fair in a foreign European
Will your compar	ny be represente	d as an exhibitor a	t an international	specialized fair of	during the next 2-	3 years?				country during the next 2-3 years
[]										
If yes, internation	nal specialized fai	irs								
	- in a foreign	European country	[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	I		Survey frequency
3.62) Wording of	vg_fairxhexp_		exhibitor at an in Europe during ne		alized fair in a cou	intry outside	East and Wes	t 06/2012		once
06/2012										Further information
	pany be represented	d as an exhibitor a	at an international	l specialized fair d	luring the next 2-3	3 years?				Exhibitor at an international specialized fair in a cour Europe during the next 23 years
[]										
If yes, internat	tional specialized fai	rs								
	- in a country	outside of Europe	2 [1]							
	- in a country	outside of Europe	2 [1]							
Time span o	of variable									
Time span o		outside of Europe	1983	1984	1985	1986	1987	1988	1989	
	of variable			1984	1985	1986	1987	1988	1989	
	of variable			1984	1985	1986	1987 1997	1988	1989	
1980	of variable	1982	1983							
1980	of variable	1982	1983							
1980 1990 2000	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980	of variable 1981 1991 2001 2011	1982 1992	1983 1993	1994	1995	1996	1997	1998	1999	

No. Name Label

East and West 02/2013

Survey period

Survey period Survey frequency

Survey frequency

once

3.83) vg\_inf\_heat influence of heatwaves on value added Wording of question

02/2											Further information
02/2											Influence of heatwaves on the value added
How	did extreme	e weather condition	ons in the past in	fluence the value	added of your cor	mpany?					
				positive influence [1]	no influence [2]	negative influence [3]	not specified [4]				
		heatv	vaves								
Tim	e 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							

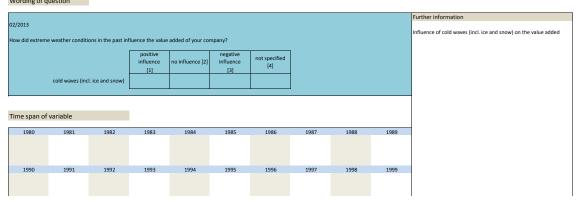
vg\_inf\_cold influence of cold waves on value added East and West 02/2013 once

3.84) vg\_inf\_cold Wording of question

Name

Label

No.



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 dro	ught on value adde	20		East and Wes	t 02/2013		once
Wording of q	question									
02/2013										Further information
										Influence of drought on the value added
How did extrem	ne weather condition	ons in the past i		added of your con						
			positive influence	no influence [2]	negative influence	not specified				
			[1]		[3]	[4]				
	drou	ught								
			-							-
Time span of	f variable									
Time span of 1980	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	

No. Name Label Survey period Survey frequency vg\_inf\_rain influence of heavy rainfall on value added East and West 02/2013 3.86)

Wording of q	uestion									
02/2013 How did extreme	e weather conditi	ions in the past in	fluence the value	added of your cor	npany?					Eurther information 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							<u>.</u>			
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 WEST EAST	2014	2015	2016	2017	2018	2019	

once

No.	Name		Label				Survey perio	d		Survey frequency
3.87)	vg_inf_storm		influence of stor	rms on value addeo			East and We	st 02/2013		once
Wording of	question									
Wording of	question									
02/2013										Further information
										Influence of storms on the value added
How did extrem	me weather condition	ns in the past inf								
		1	positive		negative	not specified	I			
			influence [1]	no influence [2]	influence [3]	[4]				
	storn	ns	[4]		[3]		Ť			
							1			
Time span o	of variable									
inite span a	, 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			
				Further information
02/2013				Expected influence of climate change on purchases

low do you eva	luate the influence	of the forecaste	ed climate change	on following secto	rs of your comp	any?				
			positive influence [1]	no influence [2]	negative influence [3]	not specified [4]				
	purch	lases								
ime span of										
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

3.89) vg\_einf\_prod expected influence of climate change on production
Wording of question

East and West 02/2013

Survey frequency

once

Further information 02/2013 Expected influence of climate change on production low do you evaluate the influence of the forec ed climate change on following sectors of your company? positive influence negative influence not specified [4] no influence [2] [1] [3] production Time span of variable 1982 1989 1980 1981 1983 1984 1985 1986 1987 1988 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2001 2003 2005 2007 2009 2002 2004 2006 2008 2000 2011 2013 2015 2016 2017 2019 2010 2012 2014 2018 WEST EAST

No. Name Label Survey period Survey frequency vg\_einf\_sal expected influence of climate change on sales East and West 02/2013 3.90) once Wording of question Further information 02/2013 Expected influence of climate change on sales How do you evaluate the influence of the forecasted climate change on following sectors of your company? positive influence negative influence not specified [4] no influence [2] [3] [1] sales Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1980	1981	1962	1905	1304	1963	1980	1987	1300	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

once

Survey frequency

once

vg\_einf\_wast East and West 02/2013 expected influence of climate change on waste management

Wording of question

3.91)

										Further information
02/2013	aluate the influenc	o of the forecast	Expected influence of climate change on waste mangement							
How do you eva	aluate the influenc	e of the forecaste								
			positive influence [1]	no influence [2]	negative influence [3]	not specified [4]				
	waste ma	inagement					[			
										-
Time span of	fvariable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST							
			EAST							

Label Survey period

expected influence of climate change on logistics vg\_einf\_log 3.92)

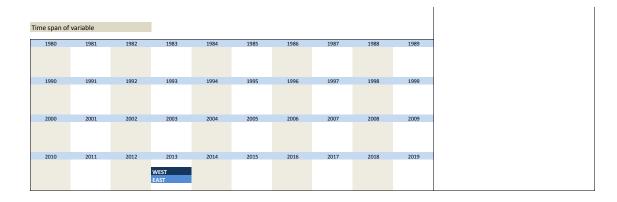
East and West 02/2013

ng of question
----------------

No. Name

										Further information
02/2013 How do you eva	aluate the influenc	Expected influence of climate change on logistics								
		stics	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	I			
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST EAST							
L										
No.	Name		Label				Survey perior	b		Survey frequency

3.93)	vg_einf_inno	expected influer	ice of climate char	nge on innovatior	IS	East and West 02/2013	once
Wording of o	question						
02/2013							Further information
	aluate the influence of the forecaste	d climate change	on following sect	ors of your comp	Sunc		Expected influence of climate change on innovations
	source of the forecaste						
		positive influence [1]	no influence [2]	negative influence [3]	not specified [4]		
	innovations					I	



Survey period Survey frequency vg\_einf\_pers expected influence of climate change on personnel East and West 02/2013 once

Wording of question

Label

No.

3.94)

3.95)

How do you evaluate the influence of the forecasted climate change on following sectors of your company?           positive         negative         not specified         Influence         Influence <th< th=""><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th>Further information</th></th<>											Further information
How do you evaluate the influence of the forecasted climate change on following sectors of your company?         positive influence in orifluence [2] negative influence influenc	02/2013										
pastive influence [1]         no influence influence [3]         not specified [4]           Time span of variable	How do you eval	uate the influenc	e of the forecaste	Expected influence of climate change on personnel							
influence [3]         influence [3]         influence [4]         influence [4]           Time span of variable           1980         1981         1983         1984         1985         1986         1987         1988         1989           1990         1991         1992         1993         1994         1995         1996         1997         1998         1999	,										
II         I3         I41           personnel         I         I         I           Time span of variable         I         I         I         I           1980         1981         1982         1983         1984         1985         1986         1987         1989           1990         1991         1992         1993         1994         1995         1996         1997         1998         1999							not specified				
personnel         normalization           Time span of variable         1981         1982         1983         1984         1985         1986         1987         1988         1989           1990         1991         1992         1993         1994         1995         1996         1997         1998         1999					no influence [2]		[4]				
1980         1981         1982         1983         1984         1985         1986         1987         1988         1989           1990         1991         1992         1994         1995         1996         1997         1998         1999		perso	onnel			(*)					
1980         1981         1982         1983         1984         1985         1986         1987         1988         1989           1990         1991         1992         1994         1995         1996         1997         1998         1999											
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999											
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999	Time span of	variable									
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999											-
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1000	1001	1007	1002	1004	1005	1996	1007	1009	1000	
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009	1550	1551	1552	1555	1554	1999	1550	1557	1338	1555	
2000         2001         2002         2003         2004         2005         2006         2007         2008         2009											
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009											
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST				WEST							
EAST EAST				EAST							

No. Name Label Survey period

> vg\_flight\_ger importance of flight connections in Germany

East and West 03/2013

Survey frequency

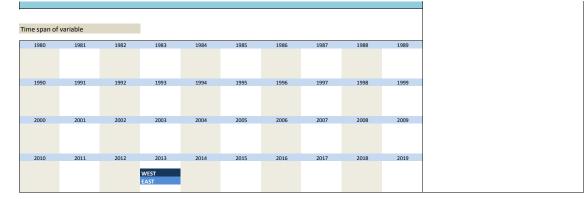
once

Wording of q	question									
										Further information
03/2013										Importance of flight connections to destinations in Germany
How important i	is a flight connecti	ion to destination	ns in [] for your co	ompany?						
			very important	important	less important	unimportant	I			
	Gerr	many	[1]	[2]	[3]	[4]				
							•			-
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2005	2004	2000	2000	2007	2000	2005	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012		2014	2015	2016	2017	2018	2019	
			WEST EAST							
			LAST							

Label Survey period Survey frequency No. Name vg\_flight\_eur importance of flight connections in Europe East and West 03/2013 3.96) once

Wording of question

[				
03/2013				
How important is a flight connection to destination	s in [] for your co	ompany?		
				r
	very important		less important	
	[1]	[2]	[3]	[4]
Europe				



Survey period

Survey frequency

 3.97)
 vg\_flight\_world
 importance of flight connections worldwide
 East and West 03/2013
 once

										Further information
03/2013										
How important i	is a flight connecti	on to dectination	ns [] for your com							Importance of flight connections to destinations worldwide
How Important I	is a night connecti	on to destination	is [] for your com	pany?						
			very important	important	less important	unimportant				
			[1]	[2]	[3]	[4]				
	world	dwide			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

 3.98)
 vg\_surp\_cat
 return on sales: surplus (category)
 East and West since 09/2008
 May,Sep

 Wording of question
 Further information

										Further information
since 09/2008										
Expected surp	lus less tax or loss o	f our company ir	n % of the net retu	rns on sales in 2	0XX*					
	if surplus:				if loss:					*20XX denotes the year under report
	up to 1%		[1]		0 to -1%		I			"20XX denotes the year under report
	> 1 to 2%		[2]		< -1 to -2%		1			
	> 2 to 3%		[3]		< -2 to -3%		1			
	> 3 to 4%		[4]		< -3 to -4%		1			
	> 4%		[5]		< -4%		1			
			-11-1				4			
	· · · ·									
Time span o										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
								WEST		
								EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST					-					
EAST										
No.	Name		Label				Survey perio			Survey frequency

Wording of question

No.

Name

Label

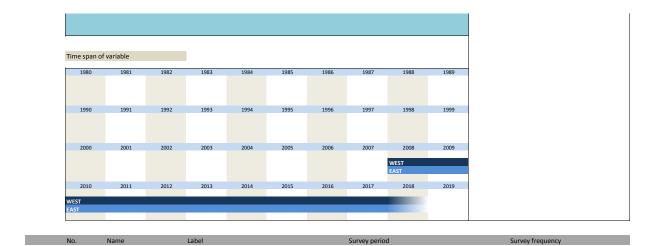
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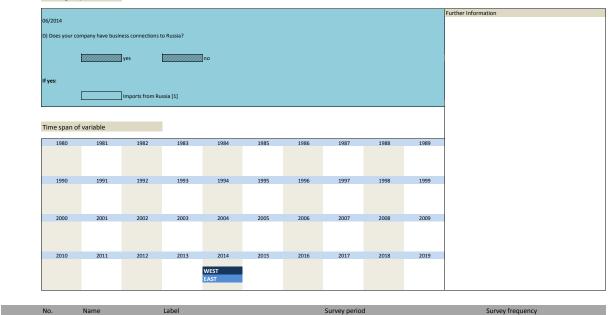
3.102)	vg_russia1		Russia/Ukraine d	onflict q1			East and Wes	t 05/2014 an	d 06 2014	once
Wording of	question									
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06/2014										Further Information
D) Does your co	ompany have busir	ness connections 1	o Russia?							
		yes[1]		no[2]						
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2004	2002	2002	2004	2005	2000	2007	2000	2000	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST EAST						
				EAST						
No.	Name		Label				Survey period	4		Survey frequency

3.103) vg\_russia2 Russia/Ukraine conflict q2

East and West 05/2014 and 06 2014 once

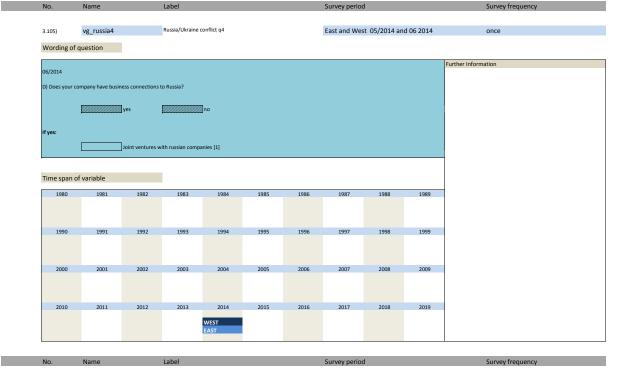
Wording of question



3.104)	vg_russia3	Russia/Ukraine conflict q3	East and West 05/2014 and 06 2014 once
Wording of	question		
			Further Information
06/2014			

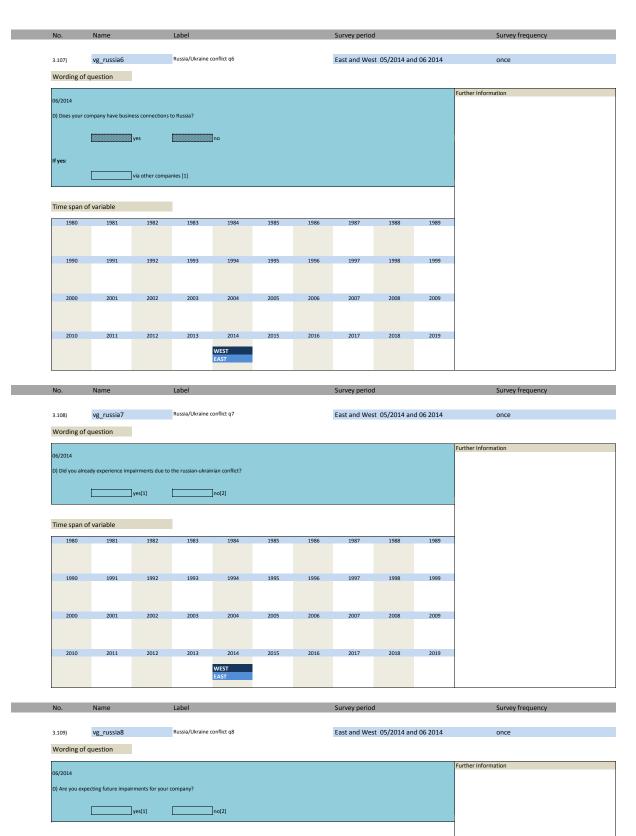
) Does your company have business connections to Russia?													
	yes												
yes:													
l		Exports to Russia	[1]										
ime span of													
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019				
				WEST EAST									

Survey period Survey frequency

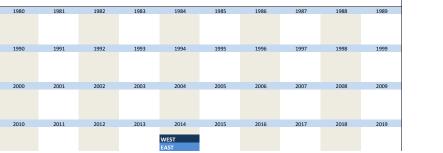


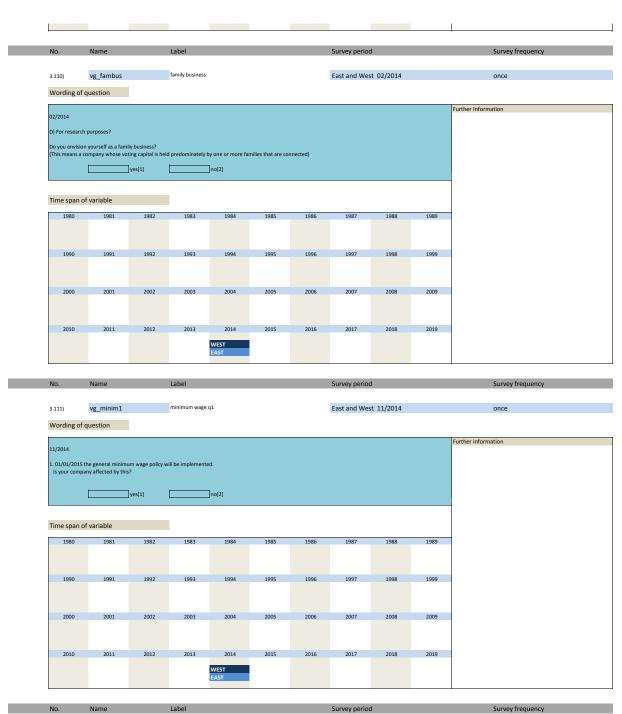
vg\_russia5 Russia/Ukraine conflict q5 East and West 05/2014 and 06 2014 3.106) once Wording of question

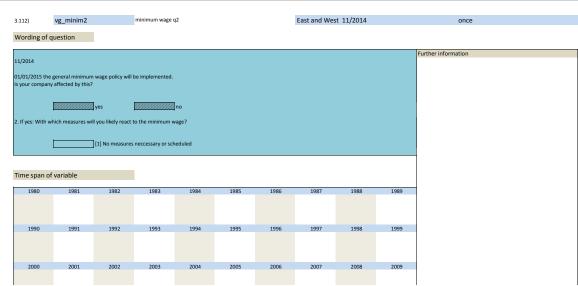
										Further Information
06/2014										
D) Does your cor	mpany have busin	less connections t								
If yes:		yes own branches in								
										-
Time span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2019	











201	0	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST EAST					

Survey period Survey frequency

No. Name Label

No. Name Label

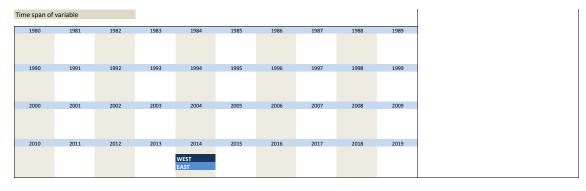
vg\_minim3 minimum wage q3 East and West 11/2014 once 3.113) Wording of question Further information 11/2014 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this? yes no 2. If yes: With which measures will you likely react to the minimum wage? [1] personnel cuts Time span of variable WEST EAST

No. Name Label Survey period Survey frequency vg\_minim4 minimum wage q4 East and West 11/2014 3.114) once Wording of question Further information 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 Time span of variable 2013 2014 WEST EAST

3.115)	vg_minim5	minimum wage q5	East and West 11/2014	once
Wording of	fquestion			
11/2014				Further information
	he general minimum wage policy wi any affected by this?	II be implemented.		
	yes	no		
2. If yes: With	which measures will you likely reac	t to the minimum wage?		
	[1] increase in	prices		

Survey period

Survey frequency



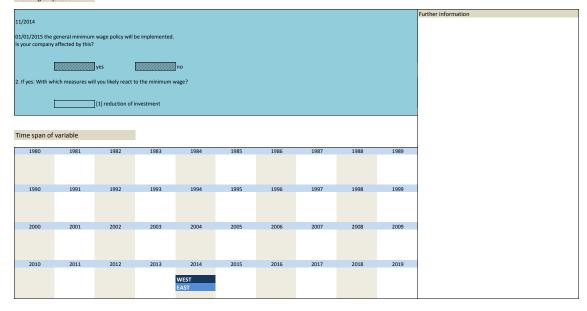
No. Name Label

Survey period

Survey frequency

 3.116)
 vg\_minim6
 minimum wage q6
 East and West 11/2014
 once

 Wording of question



No. Name Label

Survey period

East and West 11/2014

Survey frequency

once

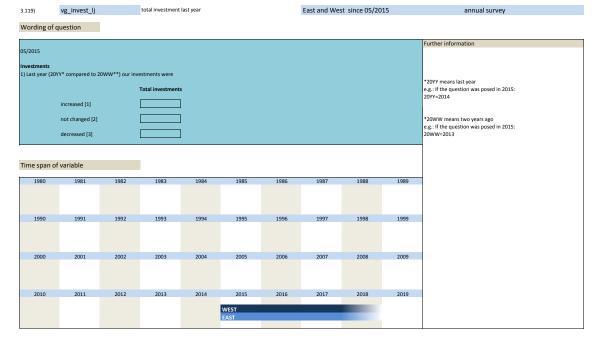
3.117) vg\_minim7 minimum wage q7

Wording of qu	uestion									
11/2014										Further information
	eneral minimum affected by this?	wage policy will b	e implemented.							
-				-						
2. If yes: With wh	ich measures will	you likely react to	o the minimum v	vage?						
[		[1] reduction of s	pecial payments							-
Time span of <sup>,</sup>	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						
										1

No.	Name	Label	Survey period	Survey frequency
3.118)	vg_minim8	minimum wage q8	East and West 11/2014	once
Wording of q	uestion			
			F	urther information

11/2014									
01/01/2015 the g Is your company		wage policy will b	e implemented.						
		yes Il you likely react to		-					
2. II yes. with wi	men measures wi	ii you iikely react o	o che minimum v	vage:					
		[1] other							
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					

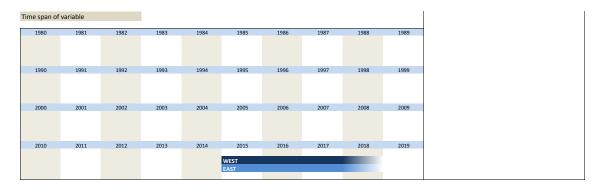
No. Name Label Survey period Survey frequency



No.	Name		Label				Survey perio	d		Survey frequency
3.120)	vg_invcon_lj		investment in co	nstruction last ye	ear		East and We	st since 05/20	015	annual survey
Wording of	question									
										Further information
05/2015										
Investments										
1) Last year (2	0YY* compared to 2	0WW**) our inv	estments were							
			Total investments	5,						*20YY means last year e.g.: If the question was posed in 2015:
			ereof in: construct							20YY=2014
	increased [1]									
	and shares of [2]									*20WW means two years ago e.g.: If the question was posed in 2015:
	not changed [2]									20WW=2013
	decreased [3]									
										-
Time span of	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1551	1552	1555	1554	1999	1550	1557	1550	1555	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
1										1

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
No.	Name		Label				Survey period	ł		Survey frequency
			investment in a	wiement last ve						
3.121)	vg_inveq_lj		investment in ed	upment last ye			East and Wes	st since 05/20	)15	annual survey
Wording of	question									Further information
05/2015										Further mormation
Investments 1) Last year (20	OYY* compared to 20	)WW**) our inv	vestments were							
			Total investment							*20YY means last year e.g.: If the question was posed in 2015:
	increased [1]	ti	hereof in: equipm	ent T						20YY=2014
	not changed [2]			ı T						*20WW means two years ago e.g.: If the question was posed in 2015:
	decreased [3]			I						20WW=2013
										-
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Ť
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	_001	_301	_000	2004	2005	_000	_30,	_300	_000	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEET					
					WEST EAST					
No.	Name		Label				Survey period	1		Survey frequency
No. 3.122)	Name vg_invest_dj	_	Label	this year		_	Survey period		015	Survey frequency twice a year (May, Nov.)
	vg_invest_dj	_	_	: this year					)15	
3.122) Wording of	vg_invest_dj		_	: this year					015	
3.122) Wording of 05/2015 Investments	vg_invest_dj question		total investment						)15	twice a year (May, Nov.)
3.122) Wording of 05/2015 Investments	vg_invest_dj		total investment	will likely					)15	twice a year (May, Nov.) Further information *20XX means current year
3.122) Wording of 05/2015 Investments	vg_invest_dj question nt year (20XX* comp		total investment	will likely					115	twice a year (May, Nov.) Further information
3.122) Wording of 05/2015 Investments	vg_invest_dj question		total investment	will likely					015	twice a year (May, Nov.) Further information *20XX means current year e.g.: If the question was posed in 2015:
3.122) Wording of 05/2015 Investments	vg_invest_dj question nt year (20XX* comp increase [1]		total investment	will likely					115	twice a year (May, Nov.)  Further information  *20XX means current year e.g. if the question was posed in 2015: 20XK-2015
3.122) Wording of 05/2015 Investments	vg_invest_dj question nt year (20XX* comp increase [1] not change [2]		total investment	will likely					)15	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3]		total investment	will likely					)15	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3]		total investment	will likely		1986			1989	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3]		) our investments Our investments Out investme	will likely s ] ] ]	EAST	1986	East and Wes	it since 05/20		twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3]		) our investments Our investments Out investme	will likely s ] ] ]	EAST	1986	East and Wes	it since 05/20		twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current Time span c 1980	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981	1982	) our investments ) our investments Total investments 101 102 1983	will likely s I I 1984	EAST		East and We:	t since 05/20	1989	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the curren Time span of 1980 1990	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981	1982 1992	total investments ) our investments Total investment 100 100 100 100 100 100 100 100 100 10	will likely s I I 1984 1994	EAST	1996	East and Wes	t since 05/20	1989	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current Time span c 1980	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981	1982	) our investments ) our investments Total investments 101 102 1983	will likely s I I 1984	EAST		East and We:	t since 05/20	1989	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current Time span of 1980 1990 2000	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981 1991 2001	1982 1992 2002	total investments our investments Total investments Total investment Total	will likely s ] ] ] 1984 	EAST	1996 2006	East and Wes	1988 2008	1989 1999 2009	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the curren Time span of 1980 1990	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981	1982 1992	total investments ) our investments Total investment 100 100 100 100 100 100 100 100 100 10	will likely s I I 1984 1994	EAST	1996	East and Wes	t since 05/20	1989	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current Time span of 1980 1990 2000	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981 1991 2001	1982 1992 2002	total investments our investments Total investments Total investment Total	will likely s ] ] ] 1984 	EAST	1996 2006	East and Wes	1988 2008	1989 1999 2009	twice a year (May, Nov.)  Further information  *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:
3.122) Wording of 05/2015 Investments 1) In the current Time span of 1980 1990 2000	vg_invest_dj question nt year (20XX* comp increase [1] not change [2] decrease [3] of variable 1981 1991 2001	1982 1992 2002	total investments our investments Total investments Total investment Total	will likely s ] ] ] 1984 	EAST	1996 2006	East and Wes	1988 2008	1989 1999 2009	twice a year (May, Nov.)  Further information  *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:

	Further information
05/2015	
Investments	
1) In the current year (20XX* compared to 20YY**) our investments will likely	
	*20XX means current year
	e.g.: If the question was posed in 2015:
thereof in: construction	20XX=2015
increase [1]	
	**20YY means last year
	e.g.: If the question was posed in 2015:
decrease [3]	20YY=2014



No.	Name	Label	Survey period	Survey frequency

3.124)	vg_inveq_dj	investment in equipment this year	East and West since 05/2015	twice a year (May, Nov.)
Wording of q	uestion			

										Further information
05/2015										
Investments										
	t year (20XX* com	pared to 20YY**)	our investments	vill likely						
										*20XX means current year
			Total investments							e.g.: If the question was posed in 2015:
		th	ereof in: equipme	nt						20XX=2015
	increase [1]									
										**20YY means last year
	not change [2]									e.g.: If the question was posed in 2015:
	decrease [3]									20YY=2014
	accrease [5]									
										1
Time span of	fvariable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	-
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
								_		
					WEST					
					EAST					
										1

## No. Name Label

Survey period

Survey frequency

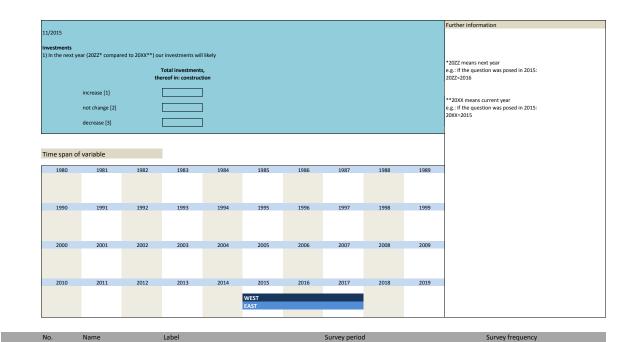
 3.125)
 vg\_invest\_nj
 total investment next year
 East and West since 11/2015
 annual survey

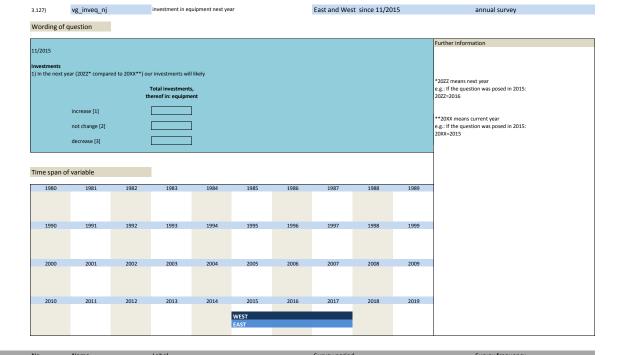
 Wording of question

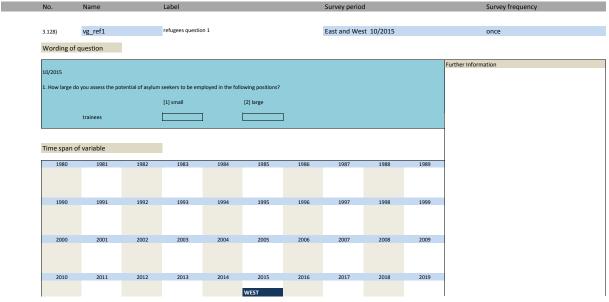
											- 11 - 14 - 11
											Further information
11	/2015										
	vestments										
1)	In the next y	ear (20ZZ* compar	ed to 20XX**) ou	ir investments will	likely						
											*20ZZ means next year
				Total investments	•						e.g.: If the question was posed in 2015:
											20ZZ=2016
		increase [1]									
		not change [2]									**20XX means current year
											e.g.: If the question was posed in 2015:
		decrease [3]									20XX=2015
т	ime span o	fvariable									
	ine span o										
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	2010	2011	2012	2015	2014	2015	2010	2017	2010	2015	
						WEST					
						EAST					
											1
N	o.	Name		Label				Survey period	ł		Survey frequency

 3.126)
 vg\_invcon\_nj
 investment in construction next year
 East and West since 11/2015
 annual survey

 Wording of question







					EAST					
No.	Name		Label				Survey period	1		Survey frequency
	Hume		20001				Survey period			Survey nequency
3.129)	vg_ref2		refugees questio	n 2			East and Wes	t 10/2015		once
Wording of	question									
10/2015										Further Information
	o you assess the po	tential of asylun	n seekers to be em	ployed in the fo	llowing positions?					
			[1] small		[2] large					
	unskilled aid wor	kers		[						
										-
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
No.	Name		Label				Survey period			Survey frequency
				n 3		_		1		Survey frequency once
3.130)	Name vg_ref3		Label	n 3			Survey period	1		
3.130) Wording of	Name vg_ref3		Label	n 3			Survey period	1		
3.130) Wording of 10/2015	Name vg_ref3 question		Label refugees questio		WEST EAST		Survey period	1		once
3.130) Wording of 10/2015	Name vg_ref3		Label refugees questio		WEST EAST		Survey period	1		once
No. 3.130) Wording of 10/2015 1. How large de	Name vg_ref3 question		Label refugees questio		EAST EAST		Survey period	1		once
3.130) Wording of 10/2015	Name vg_ref3 question		Label refugees questio		EAST EAST		Survey period	1		once
3.130) Wording of 10/2015 1. How large de	Name vg_ref3 question o you assess the po skilled workers		Label refugees questio		EAST EAST		Survey period	1		once
3.130) Wording of 10/2015 1. How large de	Name vg_ref3 question o you assess the po skilled workers		Label refugees questio		EAST EAST	1986	Survey period	1	1989	once
3.130) Wording of 10/2015 1. How large de Time span c	Name vg_ref3 question o you assess the po skilled workers	tential of asylun	Label refugees question n seekers to be em [1] small	ployed in the fo	WEST EAST		Survey period	i t 10/2015		once
3.130) Wording of 10/2015 1. How large de Time span c	Name vg_ref3 question o you assess the po skilled workers	tential of asylun	Label refugees question n seekers to be em [1] small	ployed in the fo	WEST EAST		Survey period	i t 10/2015		once
3.130) Wording of 10/2015 1. How large do Time span o 1980	Name vg_ref3 question o you assess the po skilled workers of variable 1981	tential of asylun 1982	Label refugees question n seekers to be em [1] small	ployed in the fo	WEST EAST	1986	Survey period East and Wes 1987	d t 10/2015 1988	1989	once
3.130) Wording of 10/2015 1. How large dr Time span c 1980	Name vg_ref3 question o you assess the po skilled workers of variable 1981 1991	tential of asylun 1982 1992	Label refugees question n seekers to be em [1] small 1983 1993	ployed in the fo	WEST EAST ilowing positions? [2] large 1985	1986	Survey period	4 t 10/2015	1989	once
3.130) Wording of 10/2015 1. How large do Time span o 1980	Name vg_ref3 question o you assess the po skilled workers of variable 1981	tential of asylun 1982	Label refugees question n seekers to be em [1] small	ployed in the fo	WEST EAST	1986	Survey period East and Wes 1987	d t 10/2015 1988	1989	once
3.130) Wording of 10/2015 1. How large do Time span c 1980	Name vg_ref3 question o you assess the po skilled workers of variable 1981 1991 2001	tential of asylun 1982 1992 2002	Label refugees question n seekers to be em [1] small 1983 1993 2003	2004 in the fo	WEST EAST	1986	Survey period	4 t 10/2015	1989	once
3.130) Wording of 10/2015 1. How large do Time span c 1980	Name vg_ref3 question o you assess the po skilled workers of variable 1981 1991	tential of asylun 1982 1992	Label refugees question n seekers to be em [1] small 1983 1993	ployed in the fo	WEST EAST ilowing positions? [2] large 1985	1986	Survey period	4 t 10/2015	1989	once



					EAST					
										<u> </u>
No.	Name		Label				Survey period	d		Survey frequency
3.132)	vg_ref5		refugees questio	n 5			East and Wes	st 10/2015		once
Wording of										
	4	1								Further Information
10/2015										
1. How large d	lo you assess the pol	tential of asylur		ployed in the fo						
	other positions		[1] small	r	[2] large	l				
	other positions									-
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
No.	Name		Label				Survey period	4		Survey frequency
NO.	Name		Label		_		Survey period	ц	_	Survey nequency
3.133)	vg_ref6		refugees questio	n 6			East and Wes	st 10/2015		once
Wording of	question									
10/2015										Further Information
	of an obstacle to em	ploying asylum	seekers do you con	sider the follow	ing factors to be in	your branch:				
			[1] little		[2] much					
	labor law-related	d provisions		[						
Time span o	of variable									
	1981	1982	1983	1984	1985	1986	1987	1988	1989	T
1980										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980		1992	1993	1994	1995	1996	1997	1998	1999	
1980		1992	1993 2003	1994	1995 2005	1996	1997	1998	1999 2009	

 
 2010
 2011
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 2016
 2017
 2018
 2019

 WEST EAST
 WEST EAST
 WEST
 Survey period
 Survey frequency
 Survey frequency

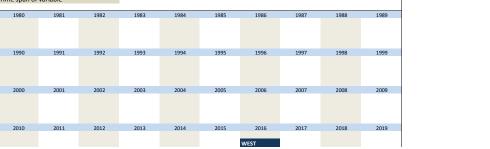
East and West 10/2015 3.134) vg\_ref7 refugees question 7 once Wording of question Further Information 10/2015 2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch: [1] little [2] much unfit level of qualification Time span of variable 1980 1981 1983 1984 1985 2014 2015 WEST 

					EAST					1
										ļ
No.	Name		Label				Survey period			Survey frequency
			_							
3.135)	vg_ref8		refugees question	18			East and West	10/2015		once
Wording of	question									
10/2015										Further Information
	f an obstacle to emp	ploying asylum:	seekers do you cons	ider the follow	ring factors to be in y	our branch:				
			[1] little		[2] much					
	minimum wage									
										_
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
No.	Name		Label				Survey period			Survey frequency
3.136)	vg_ref9		refugees question	19			East and West	10/2015		once
Wording of	question									
										Further Information
10/2015										
2. how much c	f an obstacle to emp	ploying asylum		ider the follow	ring factors to be in y	our branch:				
			[1] little		[2] much					
	lack of language s	skills								

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				

	Name		Label				Survey period	1		Survey frequency
3.137)	vg_minim_post	t1	affected by minir	num wage			East and Wes	t 03/2016		once
Wording of	fquestion									
										Further information
03/2016										
01.01.2015 th	e universal minimum v	wage was imple	emented. Is your c	ompany affected	by this regulation	n?				
			[1] yes		[2] no					
			[1] 103		[2].00	1				
						1				
Time coop	ofuariable									
Time span	of variable									
Time span	of variable 1981	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
1980 1990	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	

No.	Name		Label				Survey period	4		Survey frequency
NO.	Name		Laber				Survey period	,		Survey frequency
3.138)	vg_minim_pc	ist2	no minimum wa	age measures			East and Wes	at 03/2016		once
Wording of	question									
03/2016										Further information
01.01.2015 th <b>If yes,</b>	e universal minimun	n wage was imple	emented. Is your	company affected	l by this regulati	on?				
What measur	es did you utilize?			·	1					
			none		[1]					-
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	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	ł		Survey frequency
		10	Imagguragi amal	louge reduction			E . 194			
3.139) Wording of	vg_minim_pc	ist3	measures: empl	loyee reduction			East and Wes	st 03/2016		once
Wording of		ost3	measures: empl	loyee reduction			East and Wes	st 03/2016		once Further information
Wording of 03/2016 01.01.2015 th If yes,	f question				l by this regulati	on?	East and Wes	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes,	f question e universal minimun es did you utilize?	n wage was imple	emented. Is your	company affected	_	on?	East and Wes	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes,	f question e universal minimun es did you utilize?		emented. Is your	company affected	f by this regulati	on?	East and Wes	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes,	r question e universal minimun es did you utilize?	n wage was imple	emented. Is your	company affected	_	on?	East and Wes	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes, What measur	r question e universal minimun es did you utilize?	n wage was imple	emented. Is your	company affected	_	on? 1986	East and Wes	st 03/2016	1989	
Wording of 03/2016 01.01.2015 th If yes, What measur	f question e universal minimun es did you utilize? of variable	n wage was imple employee reduc	emented. Is your	company affected	][1]				1989	
Wording of 03/2016 01.01.2015 th If yes, What measur	f question e universal minimun es did you utilize? of variable	n wage was imple employee reduc	emented. Is your	company affected	][1]				1989	
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980	f question e universal minimun es did you utilize? of variable 1981	n wage was imple employee reduc 1982	emented. Is your ction 1983	company affected	][1] 1985	1986	1987	1988		
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980	f question e universal minimun es did you utilize? of variable 1981	n wage was imple employee reduc 1982	emented. Is your ction 1983	company affected	][1] 1985	1986	1987	1988		
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980 1990	f question e universal minimun es did you utilize? of variable 1981 1991	n wage was imple employee reduc 1982 1992	emented. Is your ction 1983	1984	][1] 1985 1995	1986 1996	1987	1988	1999	
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980 1990 2000	f question e universal minimun es did you utilize? of variable 1981 1991 2001	n wage was imple employee reduc 1982 1992 2002	emented. Is your ction 1983 1993 2003	2004	[1] 1985 1995 2005	1986 1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980 1990	f question e universal minimun es did you utilize? of variable 1981 1991	n wage was imple employee reduc 1982 1992	emented. Is your ction 1983	1984	][1] 1985 1995	1986 1996 2006 2016	1987	1988	1999	
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 1990 2000	f question e universal minimun es did you utilize? of variable 1981 1991 2001	n wage was imple employee reduc 1982 1992 2002	emented. Is your ction 1983 1993 2003	2004	[1] 1985 1995 2005	1986 1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 1990 2000 2010	f question  e universal minimun es did you utilize?  of variable  1981  1991  2001  2011	n wage was imple employee reduc 1982 1992 2002	emented. Is your ction 1983 1993 2003	2004	[1] 1985 1995 2005	1986 1996 2006 2016	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 1990 2000 2010 No.	f question  e universal minimum es did you utilize?  of variable  1981  1991  2001  2001  Name	n wage was imple employee reduc 1982 1992 2002 2012	emented. Is your ttion 1983 2003 2013 2013	2004	[1] 1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017 Survey period	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2010 No. 3.140)	f question  e universal minimum es did you utilize?  of variable  1981  1991  2001  2001  Name  vg_minim_pc	n wage was imple employee reduc 1982 1992 2002 2012	emented. Is your ttion 1983 2003 2013 2013	2004	[1] 1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 1990 2000 2010 No.	f question  e universal minimum es did you utilize?  of variable  1981  1991  2001  2001  Name  vg_minim_pc	n wage was imple employee reduc 1982 1992 2002 2012	emented. Is your ttion 1983 2003 2013 2013	2004	[1] 1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017 Survey period	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2010 No. 3.140)	f question  e universal minimum es did you utilize?  of variable  1981  1991  2001  2001  Name  vg_minim_pc	n wage was imple employee reduc 1982 1992 2002 2012	emented. Is your ttion 1983 2003 2013 2013	2004	[1] 1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017 Survey period	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2000 2010 3.140) Wording of 03/2016 01.01.2015 th	f question  e universal minimum es did you utilize?  of variable  1981  1991  2001  2001  Name  vg_minim_pc  f question	n wage was imple employee reduc 1982 2002 2012 2012	emented. Is your ttion 1983 2003 2013 2013 Label measures: work	company affected	[1] 1985 1995 2005 2015 n	1986 1996 2006 2016 2016	1987 1997 2007 2017 Survey period	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2000 2010 3.140) Wording of 03/2016 01.01.2015 th	f question  e universal minimun es did you utilize?  of variable  1981  1991  2001  2001  2001  Vame  vg_minim_pc  f question  e universal minimun es did you utilize?	n wage was imple employee reduc 1982 2002 2012 2012	emented. Is your tion 1983 2003 2013 2013 2013 measures: work	company affected	[1] 1985 1995 2005 2015 n	1986 1996 2006 2016 2016	1987 1997 2007 2017 Survey period	1988 1998 2008 2018	1999 2009	Further information



						EAST				
										•
No.	Name		Label				Survey perio	d		Survey frequency
3.141)	vg_minim_pc	ost5	measures: incre	ased prices			East and We	st 03/2016		once
Wording of	fquestion									
03/2016										Further information
01.01.2015 th	e universal minimur	n wage was imple	emented. Is your	company affected	l by this regulation	on?				
<b>If yes,</b> What measur	es did you utilize?									
		increased prices			[1]					
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST EAST				
No.	Name		Label				Survey perio	d		Survey frequency
3.142)	vg_minim_pc	set C	measures: decr	eased investment						
		1510		cuscu mesanene			East and We	ST 03/2016		once
Wording of							East and We	st 03/2016		Further information
Wording of 03/2016	f question						East and We	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes,	f question e universal minimur					n?	East and We	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes,	f question		emented. Is your	company affected		ın?	East and We	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes,	f question e universal minimur	n wage was imple	emented. Is your	company affected	by this regulation	in?	East and We	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes, What measur	f question e universal minimur es did you utilize?	n wage was imple	emented. Is your	company affected	by this regulation	n?	East and We	st 03/2016		
Wording of 03/2016 01.01.2015 th If yes, What measur	f question e universal minimur es did you utilize?	n wage was imple	emented. Is your	company affected	by this regulation	m? 1986	East and We	1988	1989	
Wording of 03/2016 01.01.2015 th If yes, What measur Time span	f question e universal minimur es did you utilize? of variable	n wage was imple decreased inves	emented. Is your	company affected	l by this regulatio				1989	
Wording of 03/2016 01.01.2015 th If yes, What measur Time span	f question e universal minimur es did you utilize? of variable	n wage was imple decreased inves	emented. Is your	company affected	l by this regulatio				1989	
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980	f question e universal minimur es did you utilize? of variable 1981	n wage was imple decreased inves 1982	rmented. Is your tment 1983	company affected	l by this regulation [1]	1986	1987	1988		
Wording of 03/2016 01.01.2015 th If yes, What measur Time span 1980	f question e universal minimur es did you utilize? of variable 1981	n wage was imple decreased inves 1982	rmented. Is your tment 1983	company affected	l by this regulation [1]	1986	1987	1988		
Wording of 03/2016 01.01.2015 th if yes, What measur Time span 1980 1990	f question e universal minimur es did you utilize? of variable 1981 1991	n wage was imple decreased inves 1982 1992	emented. Is your tment 1983 1993	1984	] by this regulation [1] 1985 1995	1986 1996	1987	1988	1999	
Wording of 03/2016 01.01.2015 th if yes, What measur Time span 1980 1990	f question e universal minimur es did you utilize? of variable 1981 1991	n wage was imple decreased inves 1982 1992	emented. Is your tment 1983 1993	1984	] by this regulation [1] 1985 1995	1986 1996	1987	1988	1999	
Wording ol 03/2016 01.01.2015 th If yes, What measur Time span 1980 1990 2000	f question e universal minimur es did you utilize? of variable 1981 1991 2001	n wage was imple decreased inves 1982 1992 2002	tmented. Is your tment 1983 1993 2003	2004	] by this regulation ][1] 1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007	1988 1998 2008	1999 2009	
Wording ol 03/2016 01.01.2015 th If yes, What measur Time span 1980 1990 2000	f question e universal minimur es did you utilize? of variable 1981 1991 2001	n wage was imple decreased inves 1982 1992 2002	tmented. Is your tment 1983 1993 2003	2004	] by this regulation ][1] 1985 1995 2005	1986 1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	
Wording ol 03/2016 01.01.2015 th If yes, What measur Time span 1980 1990 2000	f question e universal minimur es did you utilize? of variable 1981 1991 2001	n wage was imple decreased inves 1982 1992 2002	tmented. Is your tment 1983 1993 2003	2004	] by this regulation ][1] 1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 1990 2000 2010	f question  e universal minimur es did you utilize?  of variable  1981  1991  2001  2001  Name	n wage was imple decreased inves 1982 1992 2002 2012	emented. Is your tment 1983 1993 2003 2013 Label	company affected	by this regulation [1] 1985 1995 2005 2015	1986 1996 2006 2016 WEST	1987 1997 2007 2017 Survey perio	1988 1998 2008 2018	1999 2009	
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2010 No. 3.143)	f question  e universal minimur es did you utilize?  of variable  1981  1991  2001  2001  Vame  vg_minim_po	n wage was imple decreased inves 1982 1992 2002 2012	emented. Is your tment 1983 1993 2003 2013 Label	2004	by this regulation [1] 1985 1995 2005 2015	1986 1996 2006 2016 WEST	1987 1997 2007 2017	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 1990 2000 2010 No.	f question  e universal minimur es did you utilize?  of variable  1981  1991  2001  2001  Vame  vg_minim_po	n wage was imple decreased inves 1982 1992 2002 2012	emented. Is your tment 1983 1993 2003 2013 Label	company affected	by this regulation [1] 1985 1995 2005 2015	1986 1996 2006 2016 WEST	1987 1997 2007 2017 Survey perio	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2010 No. 3.143)	f question  e universal minimur es did you utilize?  of variable  1981  1991  2001  2001  Vame  vg_minim_po	n wage was imple decreased inves 1982 1992 2002 2012	emented. Is your tment 1983 1993 2003 2013 Label	company affected	by this regulation [1] 1985 1995 2005 2015	1986 1996 2006 2016 WEST	1987 1997 2007 2017 Survey perio	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2010 0 2010 3.143) Wording of 03/2016 01.01.2015 th	f question  e universal minimur es did you utilize?  of variable  1981  1991  2001  2001  Vame  vg_minim_po	n wage was imple decreased inves 1992 1992 2002 2012 2012	mented. Is your tment 1983 1993 2003 2013 Label measures: decr	company affected	by this regulation [1] 1985 1985 2005 2015 nents	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey perio	1988 1998 2008 2018	1999 2009	Further information
Wording of 03/2016 01.01.2015 th If yes, What measur 1980 2000 2010 2000 2010 3.143) Wording of 03/2016 01.01.2015 th If yes,	f question  e universal minimur es did you utilize?  of variable  1991 2001 2001 2001 Vame vg_minim_pc f question	n wage was imple decreased inves 1982 1992 2002 2012 2012 2012 2012	mented. Is your tment 1983 1993 2003 2013 Label measures: decr	company affected	by this regulation [1] 1985 1985 2005 2015 nents	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey perio	1988 1998 2008 2018	1999 2009	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	2014	2012	2012	2014	2045	2046	2017	2010	2010
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			

										Communication and Communication
No.	Name		Label				Survey period			Survey frequency
3.144)	vg_minim_pc	st8	less minijobs				East and Wes	t 03/2016		once
Wording of	question									
03/2016										Further information
	e universal minimun			company affected	by this regulatio	n?				
Has there beer	n a change in emplo less minijobs	yment in your co	ompany?		[1]					
					-1					
Time span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016 WEST	2017	2018	2019	
						EAST				
No.	Name		Label				Survey period	I		Survey frequency
			_							
3.145) Wording of	vg_minim_pc	st9	minijobs transfo	rmed into insurat	le employment		East and Wes	t 03/2016		once
	e universal minimun n a change in emplo minijobs were tr	yment in your co	ompany?	company affected	by this regulatio	in?				
Has there beer	n a change in emplo minijobs were tr employment	yment in your co	ompany?		by this regulatio	in?				
	n a change in emplo minijobs were tr employment	yment in your co	ompany?		by this regulatio	ın? 1986	1987	1988	1989	
Has there beer	n a change in emplo minijobs were tr employment of variable	yment in your co	ompany? nsurable	[1]			1987	1988	1989	
Has there beer	n a change in emplo minijobs were tr employment of variable	yment in your co	ompany? nsurable	[1]			1987	1988	1989	
Has there beer Time span c 1980	n a change in emplo minijobs were tr employment of variable 1981	yment in your co	mpany? nsurable 1983	[1]	1985	1986				
Has there beer Time span c 1980	n a change in emplo minijobs were tr employment of variable 1981	yment in your co ansformed into ii 1982	mpany? nsurable 1983	[1]	1985	1986				
Has there been	n a change in employ minijobs were tr employment of variable 1981 1991 2001	yment in your co ansformed into in 1982 1992 2002	mpany?	[1] 1984 1994 2004	1985 1995 2005	1986 1996 2006	1997 2007	1998 2008	1999 2009	
Has there beer Time span o 1980	n a change in employ minijobs were tr employment of variable 1981 1991	yment in your co ansformed into in 1982 1992	nsurable 1983 1993	[1] 1984 1994	1985	1986 1996 2006 2016	1997	1998	1999	
Has there been	n a change in employ minijobs were tr employment of variable 1981 1991 2001	yment in your co ansformed into in 1982 1992 2002	mpany?	[1] 1984 1994 2004	1985 1995 2005	1986 1996 2006	1997 2007	1998 2008	1999 2009	
Has there been	n a change in employ minijobs were tr employment of variable 1981 1991 2001	yment in your co ansformed into in 1982 1992 2002	mpany?	[1] 1984 1994 2004	1985 1995 2005	1986	1997 2007	1998 2008 2018	1999 2009	Survey frequency
Has there been Time span o 1980 2000 2010	n a change in employ minijobs were tr employment of variable 1981 1991 2001 2011	yment in your co ansformed into in 1982 1992 2002 2012	nypany?	[1] 1984 1994 2004 2014	1985 1995 2005	1986 1996 2006 2016 W <u>VEST EAST</u>	1997 2007 2017	1998 2008 2018	1999 2009	Survey frequency once
Has there been Time span of 1980 2000 2000 2010 No.	n a change in employment minijobs were tr employment of variable 1981 1991 2001 2001 2001 Name vg_minim_pc	yment in your co ansformed into in 1982 1992 2002 2012	mpany?  surable  1983  1993  2003  2013  Label	[1] 1984 1994 2004 2014	1985 1995 2005	1986 1996 2006 2016 W <u>VEST EAST</u>	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	once
Has there beer Time Span of 1980 1990 2000 2010 No. 3.146)	n a change in employment minijobs were tr employment of variable 1981 1991 2001 2001 2001 Name vg_minim_pc	yment in your co ansformed into in 1982 1992 2002 2012	mpany?  surable  1983  1993  2003  2013  Label	[1] 1984 1994 2004 2014	1985 1995 2005	1986 1996 2006 2016 W <u>VEST EAST</u>	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	
Has there beer Time Span of 1980 1990 2000 2010 2010 No. 3.146) Wording of 03/2016 01.01.2015 the	n a change in emplo minijobs were tr employment of variable 1981 1991 2001 2001 2001 Vame vg_minim_pc f question	yment in your co ansformed into in 1982 1992 2002 2012 2012 st10	mpany?  msurable  msurable  1983  1993  2003  2013  Label  new insurable ef	[1] 1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	once
Has there beer Time Span of 1980 1990 2000 2010 2010 No. 3.146) Wording of 03/2016 01.01.2015 the	n a change in employment  of variable  of variable  2001  2001  2001  Name  vg_minim_pcc  question  a change in employment	yment in your co ansformed into in 1982 1992 2002 2012 2012 2012 2012	Inpany?	[1] 1984 1994 2004 2014 mployment company affected	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	once
Has there beer Time Span of 1980 1990 2000 2010 2010 No. 3.146) Wording of 03/2016 01.01.2015 the	n a change in emplo minijobs were tr employment of variable 1981 1991 2001 2001 2001 Vame vg_minim_pc f question	yment in your co ansformed into in 1982 1992 2002 2012 2012 2012 2012	Inpany?	[1] 1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	once
Time span of 1980           1990           2000           2010           000           2010           No.           3.146)           Wording of 01.01.2015 the Has there been	n a change in emplo minijobs were tr employment of variable 1981 1991 2001 2001 2011 Name vg_minim_pc f question n a change in emplo	yment in your co ansformed into in 1982 1992 2002 2012 2012 2012 2012	Insurable Insurable Insurable Insurable Insurable Insurable Insurable er Insurable	[1] 1984 1994 2004 2014 mployment company affected	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	once
Has there beer Time Span of 1980 1990 2000 2010 2010 No. 3.146) Wording of 03/2016 01.01.2015 the	n a change in emplo minijobs were tr employment of variable 1981 1991 2001 2001 2011 Name vg_minim_pc f question n a change in emplo	yment in your co ansformed into in 1982 1992 2002 2012 2012 2012 2012	Insurable Insurable Insurable Insurable Insurable Insurable Insurable er Insurable	[1] 1984 1994 2004 2014 mployment company affected	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1997 2007 2017 Survey perioc	1998 2008 2018	1999 2009 2019	once
Has there beer Time span of 1980 1990 2000 2000 2010 2010 No. 3.146) Wording of 01.01.2015 the Has there beer Time span of Time span of	n a change in emplo minijobs were tr employment of variable 1981 1991 2001 2001 2001 2001 2001 2001 200	yment in your co ansformed into in 1982 1992 2002 2012 2012 2012 2012 2012 201	Inpany?	[1] 1984 1994 2004 2014 2014 company affected [1]	1985 1995 2005 2015 2015	1986 - 1996 - 2006 - 2016 - W <u>VEST</u> EAST	2007 2017 Survey perioc East and Wes	1998 2008 2018 t 03/2016	2009	once
Has there beer Time span of 1980 1990 2000 2000 2010 2010 No. 3.146) Wording of 01.01.2015 the Has there beer Time span of Time span of	n a change in emplo minijobs were tr employment of variable 1981 1991 2001 2001 2001 2001 2001 2001 200	yment in your co ansformed into in 1982 1992 2002 2012 2012 2012 2012 2012 201	Inpany?	[1] 1984 1994 2004 2014 2014 company affected [1]	2005 2015 2015	1986 - 1996 - 2006 - 2016 - W <u>VEST</u> EAST	2007 2017 Survey perioc East and Wes	1998 2008 2018 t 03/2016	2009	once
Time span of 1980 1990 1990 1990 1990 1990 1990 1990	n a change in emplo minijobs were tr employment of variable 1981 2001 2001 2001 2001 2001 2001 2001 20	yment in your co ansformed into in 1982 1982 2002 2012 2012 2012 2012 2012 2012 20	Inpany?	[1] 1984 1994 2004 2014 2014 2014 (1] 1984	 1985 2005 2015 2015 2015 2015 2015 2015 201	1986   1996   2006   2016   20	2007 2017 Survey perioc East and Wes	1998 2008 2018 t 03/2016	1999	once
Has there beer Time span of 1980 2000 2000 2010 2010 2010 00 00 00 00 00 00 00 00 00	n a change in emplo minijobs were tr employment of variable 1981 2001 2001 2001 2001 2001 2001 2001 20	yment in your co ansformed into in 1982 1982 2002 2012 2012 2012 2012 2012 2012 20	Inpany?	[1] 1984 1994 2004 2014 2014 2014 (1] 1984	 1985 2005 2015 2015 2015 2015 2015 2015 201	1986   1996   2006   2016   20	2007 2017 Survey perioc East and Wes	1998 2008 2018 t 03/2016	1999	once

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				
No. N	Name		Label				Survey period	l		Survey frequency
.147) vg_minim_post11 employment relationships did not change East and West 03/2016									once	
Wording of que	estion									
										Further information
03/2016										
01.01.2015 the uni	iversal minimum	ı wage was impl	emented. Is your	company affected	l by this regulati	ion?				
Has there been a c	change in employ	yment in your co	ompany?							
Г					1					
e	employment rela	tionships did no	ot change	[1]						
					-					
Time span of v	ariablo									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1551	1552	1353	1004	1999	1550	1337	1330	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				
No. N	Name		Label				Survey period			Survey frequency
2 1 4 9 1	/g_credityes		credit agreemer	nt signed			East and Wes	+ 06/2016		once
			ci cuit agreettiet	ir siBlica				00/2010		Unce
Wording of que	estion									
wording of que										

06/2016													
	ve you signed one or more credit agreements with banks during the last 12 months? g. new credits, debt restructuring or prolungation of a credit/ line of credit)												
e.g. new credits													
Yes:													
	[1] amount and conditions as expected												
		[2] amount as ex											
		[3] conditions as	expected, lower a	amount			I						
		[4] lower amoun	t and worse condi	tions than expec	ted		ļ						
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							

3.149)	vg_creditno	credit agreement not signed	East and West 06/2016	once
Wording of a	nuestion			

Wording of question	
06/2016	Further information
Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolungation of a credit/ line of credit)	
no, because:	
[1] no need [2] unacceptable terms	-
[3] denied by banks [4] no realistic prospect of a credit	
[4] no realistic prospect of a credit	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 WEST EAST	2017	2018	2019

3.150) V	vg_credituse1	financing of ongoing operating resources	East and West 06/2016	once

Wording of question

06/2016											
What was the usage of yo	at was the usage of your last negotiated credit?										
			[4]	1							
fina	ncing of ongoing operat	ing resources	[1]								
Time span of variable											
1980 198	31 1982	1983	1984	1985	1986	1987	1988	1989			
1990 199	91 1992	1993	1994	1995	1996	1997	1998	1999			
2000 200	2002	2003	2004	2005	2006	2007	2008	2009			
2010 201	11 2012	2013	2014	2015	2016	2017	2018	2019			
2010 201	2012	2015	2014	2015		2017	2018	2019			
					WEST EAST						
					EAST						

No. Name Label Survey period Survey frequency

	vg_credituse2	2	financing of an ir	ivestment			East and Wes	t 06/2016		once
ording of q	uestion									
/2016										Further information
hat was the us	age of your last n	egotiated credit?								
	finan	cing of an investr	nent	[1]						
										+
me span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983 1993	1984	1985 1995	1986	1987	1988	1989 1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990 2000	1991 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	

3.152)	vg_credituse3	other financing		East and West 06/2016	once
Wording of o	question				
					Further information
06/2016					
What was the u	sage of your last negotiated credit?				
	others	[1]			
			4		
Time span of	fvariable				

No. Name Label Survey period Survey frequency

1000	1001	1000	4002	4004	1005	4000	4007	1000	1000
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019

East and West 06/2016

once

expected impact from brexit vg\_brexit 3.153)

Wording of question

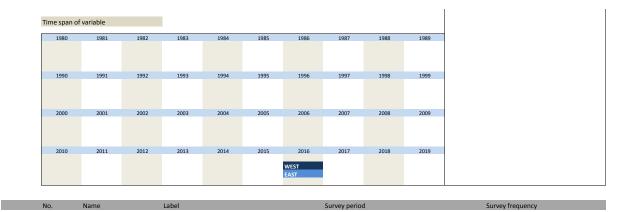
		_								Further information
06/2016										
What impact for	your company do	you expect from	a possible Brexit	?						
					positive [1]	1	T			online only
							+			
					negative [2]		1			
					none [3]		1			
Time span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	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				
						EAST				
										1

No. Name Label Survey period Survey frequency

mid tier: more than 4 managers East and West 08/2016 vg\_midmanager 3.154) once Wording of question

										Further information
08/2016										
mid tier										
Does your com	pany have more t	than 4 managers?								
		yes [1]			no [2]		[			
										-
Time span o	f									
Time span o	ir variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Ţ
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	4		Survey frequency

3.155)	vg_midmanshare	mid tier: at least one manager has shares	East and West 08/2016	once
Wording of	question			
08/2016 <b>mid tier</b> Does at least o	ne of your managers hold shares of yes [1]	f your company no [2]	1	Further information
	γε3 [1]	IIV [2]	<u> </u>	-



vg\_midyes mid tier: company rated as mid tier East and West 08/2016 once 3.156)

Wording of question

No. Name Label

										Further information
08/2016										
mid tier										
Would you rate	e your company a	as a "mid tier" com	pany?							
		yes [1]		T	no [2]	r	т			
		yes [1]	L	ļ	110 [2]	L	4			
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2005	2004	2005	2000	2007	2000	2005	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST EAST				
						CAST				
										•
Ne	Marra		Label				C			Current formation
No.	Name		Label				Survey perio	a		Survey frequency

once

Further information

vg\_usgov\_exp\_1 new US government: expect new customs East and West 02/2017 3.157)

new ci	licy more protective trade po customs will be levied 1982 1983	1984	1985	[1]	1987	1988	1989	
nent announced a m ossible) new cu	nore protective trade po		1985		1987	1988	1989	
new ci	customs will be levied		1985		1987	1988	1989	
new co		1984	1985		1987	1988	1989	
riable		1984	1985		1987	1988	1989	
	1982 1983	1984	1985	1986	1987	1988	1989	
	1982 1983	1984	1985	1986	1987	1988	1989	
	1982 1983	1984	1985	1986	1987	1988	1989	
1981	1982 1983	1984	1985	1986	1987	1988	1989	
1991 :	1992 1993	1994	1995	1996	1997	1998	1999	
2001	2002 2003	2004	2005	2006	2007	2008	2009	
2011	2012 2013	2014	2015	2016	2017	2018	2019	
					WEST			
					EAST			
ime	Label				Survey period	I		Survey frequency
ar	2001	2001 2002 2003 2011 2012 2013 me Label	2001 2002 2003 2004 2011 2012 2013 2014 me Label	2001 2002 2003 2004 2005 2011 2012 2013 2014 2015 me Label	2001 2002 2003 2004 2005 2006 2011 2012 2013 2014 2015 2016 me Label	2001 2002 2003 2004 2005 2006 2007 2011 2012 2013 2014 2015 2016 2017 WEST EAST me Label Survey perior	2001 2002 2003 2004 2005 2006 2007 2008 2011 2012 2013 2014 2015 2016 2017 2018 WEST EAST me Label Survey period	2001 2002 2003 2004 2005 2006 2007 2008 2009 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST Nme Label Survey period

w US go t: expe vg\_usgov\_exp\_2 Wording of question

E

02/2017

ecial question regarding US trade policy

L. We expect tha multiple answer									
		existing customs	charges will be in	creased		[1]	]		
Time span of	variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
1990	1991	1992	1993	1994	1992	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
110.	Nume		Laber				Survey period			Survey nequency
3.159)	vg_usgov_ex	n 3	new US governm	ent: expect othe	er barriers		East and Wes	t 02/2017		once
		φ_5					Lust and Wes	( 02,201,		once
Wording of	question									
										Further information
02/2017										
Special questi	on regarding US tra	ade policy								
The new US go	overnment announ	iced a more prote	ective trade policy.							
1. We expect t										
(multiple answ	vers possible)									
		other trade bar	riers will be levied			[1]	1			
		L				ļ	4			
Time span of	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015	2016		2018	2019	
2010	2011	2012	2013	2014	2015	2016	2017 WEST EAST	2018	2019	

vg\_usgov\_exp\_4 new US government: expect no change East and West 02/2017 once 3.160) Wording of question

02/2017									
Special question	regarding US tra	ade policy							
The new US gove	ernment announ	iced a more protec	tive trade policy.						
1. We expect tha									
(multiple answer	s possible)								
		there will be no o	changes			[1]	Т		
		there will be no t	changes			[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
2000	2001	2002	2003	2004	2003	2008	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							_		
							WEST EAST		
							CAST		

							Survey period	I		Survey frequency
No.	Name		Label							
3.161)	vg_usgov_in	f 1	new US governn	nent influence: m	ore production		East and Wes	t 02/2017		once
Wording of		-								
02/2017										Further information
	on regarding US tr	ade policy								
The new US go	overnment annour	iced a more prote	ctive trade policy.							
2. What will be (multiple answ	e the influence of t vers possible)	his on your busine	ess in the USA?							
		Our company w	ill produce (more)	) in the USA		[1]	T			
						1	-			_
Time span o	ofvariable									
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
3.162)	ve useov in	f 2	new US governn	nent influence: or	pening of new bra	inches	Fast and Wes	t 02/2017		once
3.162) Wording of	vg_usgov_in	f_2	new US governn	nent influence: op	pening of new bra	inches	East and Wes	t 02/2017		once
Wording of		f_2	new US governn	nent influence: op	pening of new bra	inches	East and Wes	t 02/2017		once Further information
Wording of 02/2017	question		new US governn	nent influence: op	pening of new bra	inches	East and Wes	t 02/2017		
Wording of 02/2017 Special question		ade policy			bening of new bra	inches	East and Wes	t 02/2017		
Wording of 02/2017 Special question The new US go	question on regarding US tr overnment annour e the influence of t	ade policy	ctive trade policy.		pening of new bra	inches	East and Wes	t 02/2017		
Wording of 02/2017 Special question The new US go 2. What will be	question on regarding US tr overnment annour e the influence of t	ade policy aced a more prote-	ctive trade policy.		bening of new bra	[1]	East and Wes	t 02/2017		
Wording of 02/2017 Special question The new US go 2. What will be	question on regarding US tr overnment annour e the influence of t	ade policy aced a more prote-	ctive trade policy.		pening of new bra		East and Wes	t 02/2017		
Wording of 02/2017 Special questi The new US gc 2. What will be (multiple answ	question	ade policy aced a more prote-	ctive trade policy.		pening of new bra		East and Wes	t 02/2017		
Wording of 02/2017 Special question The new US go 2. What will be	question	ade policy aced a more prote-	ctive trade policy.		pening of new bra		East and Wes	t 02/2017	1989	
Wording of 02/2017 Special questi The new US go 2. What will be (multiple answ	question on regarding US tr overnment annour e the influence of t erers possible)	ade policy uced a more prote- his on your busine A new branch w	ctive trade policy. sss in the USA? ill be opened in th	he USA		[1]	]		1989	
Wording of 02/2017 Special questi The new US go 2. What will be (multiple answ	question on regarding US tr overnment annour e the influence of t erers possible)	ade policy uced a more prote- his on your busine A new branch w	ctive trade policy. sss in the USA? ill be opened in th	he USA		[1]	]		1989	
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980	question on regarding US tr overnment annour e the influence of t rers possible) of variable 1981	ade policy sceed a more protection his on your busine A new branch w	ctive trade policy. iss in the USA? ill be opened in th 1983	ne USA 1984	1985	[1]	1987	1988		
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980	question on regarding US tr overnment annour e the influence of t rers possible) of variable 1981	ade policy sceed a more protection his on your busine A new branch w	ctive trade policy. iss in the USA? ill be opened in th 1983	ne USA 1984	1985	[1]	1987	1988		
Wording of 02/2017 Special questi The new US gc 2. What will be (multiple answ Time Span of 1980 1990	question on regarding US tr overnment annour e the influence of t rers possible) of variable 1981 1991	ade policy ccced a more prote- his on your busine A new branch w 1982	ctive trade policy. iss in the USA? iill be opened in th 1983 1993	1984 1994	1985	[1] 1986 1996	1987	1988	1999	
Wording of 02/2017 Special questi The new US gc 2. What will be (multiple answ Time Span of 1980 1990	question on regarding US tr overnment annour e the influence of t rers possible) of variable 1981 1991	ade policy ccced a more prote- his on your busine A new branch w 1982	ctive trade policy. iss in the USA? iill be opened in th 1983 1993	1984 1994	1985	[1] 1986 1996	1987	1988	1999	
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980 1990 2000	question       on regarding US tr       overnment annour       e the influence of t       of variable       1981       1991       2001	ade policy ade policy A new protection A new branch w 1982 1992 2002	ctive trade policy. sis in the USA? ill be opened in th 1983 1993 2003	he USA 1984 1994 2004	1985 1995 2005	[1] 1986 1996 2006	1987 1997 2007	1988 1998 2008	1999 2009	
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980 1990 2000	question       on regarding US tr       overnment annour       e the influence of t       of variable       1981       1991       2001	ade policy ade policy A new protection A new branch w 1982 1992 2002	ctive trade policy. sis in the USA? ill be opened in th 1983 1993 2003	he USA 1984 1994 2004	1985 1995 2005	[1] 1986 1996 2006	1987 1997 2007 2017 WEST	1988 1998 2008	1999 2009	
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980 1990 2000	question       on regarding US tr       overnment annour       e the influence of t       of variable       1981       1991       2001	ade policy ade policy A new protection A new branch w 1982 1992 2002	ctive trade policy. sis in the USA? ill be opened in th 1983 1993 2003	he USA 1984 1994 2004	1985 1995 2005	[1] 1986 1996 2006	1987 1997 2007 2017 WEST	1988 1998 2008 2018	1999 2009	
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980 1990 2000 2010	question on regarding US tr overnment annour e the influence of t of variable 1981 1991 2001 2011 2011	ade policy ccced a more protec his on your busine A new branch w 1982 2002 2012	ctive trade policy. ss in the USA? ill be opened in th 1983 1993 2003 2013 2013	he USA 1984 1994 2004	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST	1988 1998 2008 2018	1999 2009	Further information
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ Time span of 1980 2000 2000 2010 No.	question on regarding US tr overnment annour e the influence of t of variable 1981 1991 2001 2011 2011 Name vg_usgov_in	ade policy ccced a more protec his on your busine A new branch w 1982 2002 2012	ctive trade policy. ss in the USA? ill be opened in th 1983 1993 2003 2013 2013	he USA 1984 1994 2004 2014	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST Survey period	1988 1998 2008 2018	1999 2009	Further information
Wording of 02/2017 Special question The new US get 2. What will be (multiple answ 1980 1990 2000 2000 2010 No. 3.163) Wording of	question on regarding US tr overnment annour e the influence of t of variable 1981 1991 2001 2011 2011 Name vg_usgov_in	ade policy ccced a more protec his on your busine A new branch w 1982 2002 2012	ctive trade policy. ss in the USA? ill be opened in th 1983 1993 2003 2013 2013	he USA 1984 1994 2004 2014	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST Survey period	1988 1998 2008 2018	1999 2009	Further information
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ 1990 2000 2010 2010 2010 No. 3.163) Wording of 02/2017	question on regarding US tr overnment annour e the influence of t of variable 1981 1991 2001 2011 2011 Name vg_usgov_in	ade policy cced a more protection is on your busine and the branch w and a more protection and a more protecti	ctive trade policy. ss in the USA? ill be opened in th 1983 1993 2003 2013 2013	he USA 1984 1994 2004 2014	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST Survey period	1988 1998 2008 2018	1999 2009	Further information         Image: state of the stat
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ 1980 2.0000 2.00000 2.0000 2.0000 2.00000000	question on regarding US tr overnment annour e the influence of t of variable 1981 1991 2001 2001 2001 Name vg_usgov_in question	ade policy	ctive trade policy. ss in the USA? ill be opened in th 1983 1993 2003 2013 2013 2013 Label new US governn	1984 1984 2004 2014 nent influence: nc	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST Survey period	1988 1998 2008 2018	1999 2009	Further information         Image: state of the stat
Wording of 02/2017 Special question The new US go 2. What will be (multiple answ 1980 2000 2010 2010 No. 3.163) Wording of 02/2017 Special question The new US go	question on regarding US tr overnment annour e the influence of t f variable	ade policy ade policy ade policy and a more protection ade policy ade policy ade policy ade policy ade policy	ctive trade policy. sis in the USA? iii be opened in th 1983 1993 2003 2013 2013 Label new US governm ctive trade policy.	1984 1984 2004 2014 nent influence: nc	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST Survey period	1988 1998 2008 2018	1999 2009	Further information         Image: state of the stat
Wording of 02/2017 Special question The new US ge 2. What will be (multiple answ 1980 1990 2000 2010 2000 2010 3.163) Wording of 02/2017 Special question The new US ge 2. What will be	question on regarding US tr overnment annour e the influence of t f variable	ade policy ade policy ade policy and a more protection ade policy ade policy ade policy ade policy ade policy	ctive trade policy. sss in the USA? ill be opened in th 1993 1993 2003 2013 2013 automatic solution ctive trade policy. sss in the USA?	1984 1984 2004 2014 nent influence: nc	1985 1995 2005 2015	[1] 1986 1996 2006	1987 1997 2007 2017 WEST EAST Survey period	1988 1998 2008 2018	1999 2009	Further information

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

No. Name Label Survey period

new US government: revenue expectations

East and West 02/2017

Survey frequency

once

vg\_usgov\_rev Wording of question

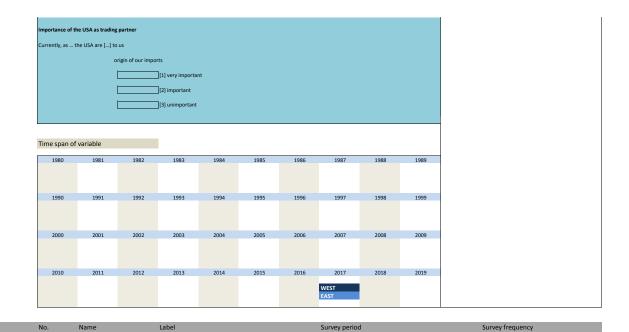
3.164)

3.165)

02/2017									
Special question	regarding US tra	de policy							
The new US gove	rnment annound	ed a more protec	tive trade policy.						
3. The revenues f	from the US-busi	ness of our compa	any will therefore	presumably					
			[1] increase						
			[2] stay the same						
			[3] decrease						
Time span of	variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1500	1501	1501	1505	1504	1505	1500	1507	1500	1505
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No. Name Label Survey period Survey frequency East and West 02/2017 vg\_usgov\_dest new US government: importance as destination once Wording of question

02/2017										Further information
02/2017										
Importance o	f the USA as trading	partner								
Currently, as	the USA are [] to	us								
	dest	ination of our e	exports							
			[1] very importa	nt						
			[2] important							
		ļ	_							
			[3] unimportant							
										-
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	Nie wee		Labal				Currenting			C
No.	Name		Label				Survey period			Survey frequency
3.166)	vg_usgov_ori	a	new US governn	ent: importance	as origin		East and Wes	+ 02/2017		once
		5		importance			Last and Wes	1 02/2017		once
Wording of	f question									



East and West 02/2017

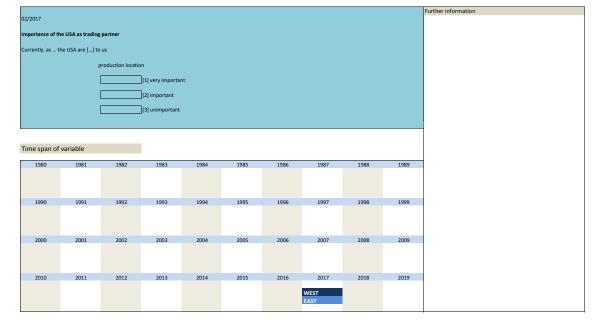
once

Wording of question

vg\_usgov\_prod

3.167)

new US government: importance as production location





			WEST	
			EAST	
No.	Name	Label	Survey period	Survey frequency
	110.0	credit allocation	5 1 1 1 1 2 2 2 2 2 2 2 2	
3.169)	vg_credit2_2	credit allocation	East and West since 03/2017	March, June, September, Dece
Wording of	question			
				Further information
03/2017 - 06/2	.018			
credit allocatio We had credit	on talks with banks during the I	last 3 months		
		yes		
Banks behaved	I in these			
		[1] accomodating		
		[2] normal		

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		

Survey period

Survey frequency

once

3.170)	vg_credit2_3		reasons for not c	redit seeking			East and We	st since 03/20	)17	March, June, September, December
Wording of q	uestion									
03/2017 - 06/201										Further information
03/2017 - 06/201	18									
credit allocation We had credit ta	lks with banks dur	ring the last 3 mo	nths							
	I		no							
	[		[1] no need							
			[2] other reasons							
	ı		[2] other reasons							
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

3.171) vg\_negint confronted with negative interest rates

East and West since 06/2017

Wording of question

No. Name Label

Jun 17									Further information
F	lave you faced negative int	online only							
		Yes [1]	No [2]						
Time span of v	ariable								
2010	2011 2012	2013	2014	2015	2016	2017	2018	2019	t I

	WEST	
	EAST	

	No.	Name	Label				Survey period			Survey frequency	
	3.172)	vg_negint_noact		negative interest	actions: none		East and Wes	t since 06/201	.7	once	
	Wording of q	uestion									
ſ	Jun 17									Further information	
	500117										
		Have you faced negative in	terest rates on capital c	ontribution by at l	east one of your ba	anks?				multiple nominations are possible	
		If Yes				online only					
		Which arrangements did yo	ou choose, to avoid pay	ments of negative	interest rates?						
		na arrangements - negative	e Yes [1]	Ţ							
		interest rate accepted	e les[1]	1							
	l			1							
	Time span of	variable									
ſ	2010	2011 201	2 2013	2014	2015	2016	2017	2018	2019		l
							WEST				l
							EAST				

No.	).	Name	Label				Survey period	I		Survey frequency
3.17	73)	vg_negint_agree		negative interest a	actions: bank agreen	ients	East and Wes	t since 06/2017		once
Wo	ording of qu	uestion								
	Jun 17									Further information
		Have you faced negative interest	rates on capital c	ontribution by at lea	ast one of your bank	\$?				multiple nominations are possible
		If Yes								online only
		Which arrangements did you cho	ose, to avoid payments of negative interest rates?							
				_						
		Negoation with bank	Yes [1]	-						
	L			-						
Tim	me span of	variable								
	2010	2011 2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

No.	Name		Label				Survey period			Survey frequency
	Hume		20001				burrey period			Survey nequency
3.174)	vg_negint_ch	ange		negative interes	t actions: change	of bank	East and Wes	t since 06/20	17	once
Wording of q	unstion									
worung or q	uestion									
Jun 17										Further information
	Have you faced n	egative interest r	ates on capital contribution by at least one of your banks?							multiple nominations are possible
	If Yes									online only
	Which arrangeme	ents did you choc	se, to avoid payments of negative interest rates?							
	Change to anothe does not require interest rates (ye	negative	Yes [1]							
Time span of	variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	+
							WEST EAST			

3.175)	vg_negint_inc	negative interest actions: increase of cash	East and West since 06/2017

Wording of question	

Jun 17	,									Further information
Juli 17										rather mormation
	Have you faced	negative interest i	multiple nominations are possible							
	If Yes		online only							
	Which arrangem	nents did you choo								
	Higher cash ratio	)	Yes [1]							
Time span of	fvariable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST			
							EAST			

once

No.	Name	Label			Survey period	I	Survey frequency
3.176)	vg_negint_redas			ctions: redeployment in othe settlement of credits	East and Wes	t since 06/2017	once
				settlement of creats			
Wording of c	question						
Jun 17	,						Further information
	Have you faced negative interest	rates on capital o	ontribution by at leas	st one of your banks?			multiple nominations are possible
	If Yes			·			online only
					onine only		
	Which arrangements did you cho	ose, to avoid pay	ments of negative int	terest rates?			
		T	٦				
	Shift to other financial assets and prepayment credit	Yes [1]					
			1				
Time span of	fvariable						
2010	2011 2012	2013	2014	2015 2016	2017	2018 2019	
					WEST		
					EAST		
					EAST		

No.	Name	Label				Survey period	ł		Survey frequency
3.177)	vg_negint_redasint		negative interest	actions: redeploym	ent of assets	East and Wes	st since 06/2017	7	once
			within company						
Wording of q	uestion								
Jun 17									Further information
	Have you faced negative interest	rates on capital c	ontribution by at le	east one of your bar	nks?				multiple nominations are possible
	If Yes								online only
	Which arrangements did you cho	ose, to avoid pay	ments of negative i	interest rates?					
		Т	Т						
	Rearrangements of funds to other segments of the company	Yes [1]							
			1						
Time span of	variable								
2010	2011 2012	2013	2014	2015	2016	2017	2018	2019	
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.178)	vg_negint_inv	negative interest actions: investing or preponing	East and West since 06/2017	once
		(additional) investments		
Wording of	question			
Jun 1	7			Further information
	Have you faced negative interest	rates on capital contribution by at least one of your banks?		multiple nominations are possible

Which arrangements did you choose, to avoid payments of negative interest rates?       (Early) conducting (additional)     Yes [1]       investments
Time span of variable
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019
WEST EAST

No.	Name		Label				Survey period	I		Survey frequency
3.179)	vg_negint_oth	n		negative interes	actions: other		East and Wes	t since 06/201	.7	once
Wording of a	question									
Jun 17	7 Have you faced n If Yes Which arrangeme Other: please spe	ents did you choc				panks?				Further information multiple nominations are possible online only
Time span o	f variable									
2010	2011	2012	2013	2014	2015	2016	2017 WEST EAST	2018	2019	

No.	Name		Label				Survey period			Survey frequency
3.180)	vg_negint_bu	ırden		burden of negati	ve interest rates o	on profit	East and Wes	since 06/20	17	once
				situation						
Wording o	of question									
Jun	17									Further information
	Negative interes	t rates have a neg	ative impact on o	our revenues						online only
			highly		negiligible or					
			significant [1]	significantly [2]	not at all [3]					
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	-
2010	2011	2012	2015	2014	2013	2010	2017	2010	2019	
							WEST			
							EAST			

No.	Name		Label				Survey period	ł		Survey frequency
3.181)	vg_negint_ba	nks		number of relati	onship banks		East and Wes	st since 06/2017		once
Wording of a	question									
Jun 17	,								Further informat	tion
501117										
	How many main	banks do you use	?						online only	
	If No									
	How many banks	do you name yo	ure main bank?							
		0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]			
								ļ		
Time span of	f variable									

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
No.	Name		Label				Survey period			Survey frequency
									_	
3.182)	vg_mercoex			export to Merco	isur area		West and East	since 8/201	.7	once
Wording of	question									-
Aug	17 Free trade agreer	mont with More								Further information
	The members of t	this tariff union (	mercosur) are A		araguay and Urugu	uay.				
	1.a) Does your co	impany <b>export</b> in	the mercosur a			]				
				Yes [1]	No [2]					
						, 				
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
No.	Name		Label				Survey period			Survey frequency
	vg_mercoex_t			export to Marrie	osur area if: trad-	tariffs decrease	West and East	since 9/201	7	
3.183)	vg_mercoex_t	taritts		export to Merco	isur area ir: trade t	tarins decrease	west and East	since 8/201	./	once
Wording of										
Aug :	17 Free trade agreer	ment with Merco	osur							Further information
	The members of t	this tariff union (	mercosur) are A		araguay and Urugu					
	1. <b>b)</b> In the mediu	m term our com	pany will start to	export/expand to	he exports into the	e mercosur area	ı, if			
	1	trade tariffs decr	rease.	Yes [1]	-					
	L			1	+					-
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
No.	Name		Label				Survey period			Survey frequency
3.184)	vg_mercoex_t	transco		export to Merco	osur area if: transp	port costs	West and East	sinco 8/201	7	once
		transco		decrease			West and East	511100 07 201		Unice
Wording of										P.,
Aug :	Free trade agreer									Further information
					araguay and Urugu		. if			
	٢				]		,			
		transport costs of because of insur		Yes [1]	-					
										-
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
N	Nor-		label				Supervise			
No.	Name		Label				Survey period			Survey frequency
3.185)	vg_mercoex_t	techsta		export to Merco equalized	osur area if: techni	cal standards	West and East	since 8/201	7	once
Wording of	question									
Aug										Further information
	Free trade agreer The members of t			rgentina, Brazil, P	araguay and Urugu	uay.				
	1. <b>b)</b> In the mediu	m term our com	pany will start to	export/expand t	he exports into the	e mercosur area	ı, if			
	,	m term our com technical standa equalized.		export/expand to	he exports into the	e mercosur area	ı, if			
	,	technical standa			he exports into the	e mercosur area	i, if			

Time spar	n of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
		_								
No.	Name		Label				Survey period			Survey frequency
3.186)	vg_mercoex	_admin		export to Mercos obstacles disapp		nistrative	West and East	since 8/201	7	once
Wording	of question									
Auį	g 17									Further information
	Free trade agre The members o	eement with Merc of this tariff union	: <b>osur</b> (mercosur) are A	rgentina, Brazil, Pa	raguay and Urug	guay.				
				export/expand th			, if			
		administrative o disappear (e.g. o		Yes [1]						
		licences).		<u> </u>	l					
Time spar	n of variable		1							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
No.	Name		Label				Survey period			Survey frequency
3.187)	vg_mercoex	polrisk		export to Merco	sur area if: politi	cal risks decreas	West and East	since 8/201	7	once
	of question									
Au	g 17 Free trade agre	eement with Merc	cosur							Further information
	The members of	of this tariff union	(mercosur) are A	rgentina, Brazil, Pa						
	1. <b>b)</b> In the med	ium term our com	ipany will start to	export/expand th	e exports into th	ie mercosur area	, if			
		political risks de	creases there.	Yes [1]						
				-						
Timo spar	n of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
No.	Name		Label				Survey period			Survey frequency
3.188)	vg_mercoex	_serv		export to Mercos markets facilitate		is to service	West and East	since 8/201	7	once
Wording	of question									
Au	g 17									Further information
		eement with Merc of this tariff union		rgentina, Brazil, Pa	raguay and Uruş	guay.				
	1. <b>b)</b> In the med	lium term our con	npany will start to	export/expand th	e exports into th	ne mercosur area	, if			
		the access to se gets facilitated.		Yes [1]						
		gets raciiitated.			l					
										1
	n of variable									-
Time spar	n of variable 2011	2012	2013	2014	2015	2016	2017 WEST	2018	2019	
		2012	2013	2014	2015	2016	2017 WEST EAST	2018	2019	
		2012	2013	2014	2015	2016		2018	2019	
		2012	2013 Label	2014	2015	2016		2018	2019	Survey frequency
2010	2011			2014 export to Mercos tenders facilitate	sur area if: acces		WEST EAST	_		Survey frequency once
2010 No. 3.189)	2011 Name			export to Mercos	sur area if: acces		WEST EAST Survey period	_		
2010 No. 3.189) Wording o	2011 Name vg_mercoex			export to Mercos	sur area if: acces		WEST EAST Survey period	_		
2010 No. 3.189) Wording o	2011 Name vg_mercoex of question g 17 Free trade agre	<_pubten	Label	export to Mercos tenders facilitate	sur area if: acces ed	is to public	WEST EAST Survey period	_		once
2010 No. 3.189) Wording o	2011 Name vg_mercoex of question g 17 Free trade agre The members of	_pubten eement with Merco of this tariff union	Label	export to Mercos	sur area if: acces d Iraguay and Urug	is to public	WEST EAST Survey period West and East	_		once
2010 No. 3.189) Wording o	2011 Name vg_mercoex of question g 17 Free trade agre The members of	s_pubten eement with Merc of this tariff union dium term our com	Label	export to Mercoo tenders facilitate rgentina, Brazil, Pa o export/expand th	sur area if: acces d Iraguay and Urug	is to public	WEST EAST Survey period West and East	_		once

	L							
Time span o	fvariable							
2010	2011	2012	2013	2014 20	15 2016	2017	2018 2019	
						WEST EAST		
No.	Name		Label			Survey period		Survey frequency
3.190)	vg_mercoagre	e ex		If free trade agreement E	U-Mercosur: export	West and East since	e 8/2017	once
Wording of				more to M.				
Aug 1			·					Further information
	Free trade agreen The members of t			rgentina, Brazil, Paraguay a	nd Uruguay.			
	2) In a free trade u	union with merc	cosur our compar	ny would - in the medium te	irm -			
		start to export (i mercosur area.	more) in the	Yes [1]				
	L							
Time span o	f variable							
2010	2011	2012	2013	2014 20	15 2016		2018 2019	
						WEST EAST		
No.	Name		Label			Survey period		Survey frequency
3.191)	vg_mercoagre	e_im		If free trade agreement E more from M.	J-Mercosur: import	West and East since	e 8/2017	once
Wording of Aug 1								Further information
	s	union with merco start to import ( mercosur area.		Yes [1]	rm -			
Time span o	2011	2012	2013	2014 20	15 2016	2017	2018 2019	
						WEST EAST		
No.	Name		Label			Survey period		Survey frequency
3.192)	vg_mercoagre	e_inv		If free trade agreement E in M.	U-Mercosur: invest mo	West and East since	e 8/2017	once
Wording of	question							
Aug 1	7 Free trade agreen	nent with Merco	osur					Further information
	The members of t	his tariff union (	(mercosur) are A	rgentina, Brazil, Paraguay a				
	i	invest (more) in area.		Yes [1]				
Time span o	fuariable							
2010	2011	2012	2013	2014 20	15 2016	2017	2018 2019	
						WEST EAST		
No.	Name		Label			Survey period		Survey frequency
3.193)	vg_mercoagre	e_comp		If free trade agreement E competition from M.	U-Mercosur: more	West and East since	e 8/2017	once
3.193) Wording of		e_comp		If free trade agreement E competition from M.	U-Mercosur: more	West and East sinc	e 8/2017	once

			petition (because rom the mercosur	Yes [1]						
Time span o										
2010	2011	2012	2013	2014	2015	2016	2017 WEST EAST	2018	2019	
							EAST			
No.	Name		Label				Survey perior	d		Survey frequency
3.194)	vg_mercoag	ree_no		If free trade agr	eement EU-Merco	sur: no impact	West and East	st since 8/2017	7	once
Wording of	question									
Aug 1										Further information
	The members o		(mercosur) are Ar			лау.				
	2) In a free trad	le union with mer	cosur our compan		nedium term -					
		not be affected		Yes [1]						
<u> </u>										
Time span o	f variable									
2010	2011	2012	2013	2014	2015	2016	2017 WEST	2018	2019	
							EAST			
No.	Name		Label				Survey perior	d		Survey frequency
3.195)	vg_ustax_sa	les		tax reform: perc	entage sales in US	;	East and We	st since 03/20	18	once
Wording of	question									
Wording of Mrz 1										Further Information
	8 Tax reform in t									Further Information
	8 Tax reform in t		turnover comes fr %							Further Information
	8 Tax reform in t		turnover comes fr							Further Information
Mrz 1	8 Tax reform in t What percentaj									Further information
Mrz 1	8 Tax reform in t What percentaj				1985	1986	1987	1988	1989	Further Information
Mrz 1 Time span c 1980	8 Tax reform in ti What percentaj of variable 1981	ge of your annual	1983	1984						Further Information
Mrz 1 Time span c	8 Tax reform in t What percenta the state of the state of	ge of your annual	%	5	1985	1986	1987	1988	1989 1999	Further Information
Mrz 1 Time span c 1980	8 Tax reform in ti What percentaj of variable 1981	ge of your annual	1983	1984						Further Information
Mrz 1 Time span c 1980 1990	8 Tax reform in th What percenta, If variable 1981 1991	ge of your annual	% 1983 1993	1984	1995	1996	1997	1998	1999	Further Information
Mrz 1 Time span c 1980	8 Tax reform in th What percenta, If variable 1981 1991	ge of your annual	% 1983 1993	1984	1995	1996	1997	2008 2018	1999	Further Information
Mrz 1 Time span c 1980 1990 2000	8 Tax reform in t What percenta; f variable 1981 1991 2001	ge of your annual	1983	1984	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Further Information
Mrz 1 Time span c 1980 1990 2000	8 Tax reform in t What percenta; f variable 1981 1991 2001	ge of your annual	1983	1984	1995 2005	1996 2006	1997 2007	1998 2008 2018 WEST EAST	1999 2009	Further Information
Mrz 1 Time span c 1980 2000 2010 No.	8 Tax reform in t What percenta, f variable 1981 2001 2001 2011 Name	ge of your annual 1982 1992 2002 2012	1983 1993 2003 2013	2004	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	Survey frequency
Mrz 1 Time span c 1980 1990 2000 2010 No. 3.196)	8 Tax reform in t What percenta f variable 1981 2001 2001 2011 Name vg_ustax_co	ge of your annual 1982 1992 2002 2012	1983 1993 2003 2013	2004	1995 2005	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	
Mrz 1 Time span c 1980 2000 2010 No. 3.196) Wording of	8 Tax reform in t What percenta f variable 1981 1991 2001 2011 Name vg_ustax_co question	ge of your annual 1982 1992 2002 2012	1983 1993 2003 2013	2004	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	Survey frequency
Mrz 1 Time span c 1980 1990 2000 2010 No. 3.196)	8 Tax reform in t What percenta f variable 1981 1991 2001 2011 Name vg_ustax_co question	ge of your annual 1982 1982 2002 2012 mpetition	1983 1993 2003 2013	2004	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	Survey frequency
Mrz 1 Time span c 1980 2000 2010 2010 3.196) Wording of	8 Tax reform in t What percenta f variable 1981 1991 2001 2011 2011 Name vg_ustax_c0 question 8 Tax reform in t	ge of your annual 1982 1982 2002 2012 2012 mpetition he USA	1983 1993 2003 2013	1984 1994 2004 2014 tax reform: com	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	Survey frequency once
Mrz 1 Time span c 1980 2000 2010 No. 3.196) Wording of	8 Tax reform in t What percenta f variable 1981 1991 2001 2011 2011 Name vg_ustax_c0 question 8 Tax reform in t	ge of your annual 1982 1982 2002 2012 2012 mpetition he USA		1984 1994 2004 2014 tax reform: com	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	Survey frequency
Mrz 1 Time span c 1980 2000 2010 No. 3.196) Wording of	8 Tax reform in t What percenta f variable 1981 1991 2001 2011 2011 Name vg_ustax_c0 question 8 Tax reform in t	ge of your annual 1982 1982 2002 2012 2012 mpetition he USA company compet	%	1984 1994 2004 2014 tax reform: com	1995 2005 2015 petition with US-4	1996 2006 2016	1997 2007 2017 Survey perior	1998 2008 2018 WEST EAST	1999 2009 2019	Survey frequency

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

vg\_ustax\_shortterm tax reform: tax burden short term 3.197)

East and West since 03/2018

once

once

Wording of question

	Mrz 18										Further Information
		Tax reform in th	e USA								
		Due to the tax re	eform the tax bur	den of your comp	any will on the						
		[		1		[	1				
		short	term	decrease [1]	stay the same [2]	increase [3]					
		31010	. term		[2]						
		L				<u> </u>	l				
Ti	me span of	variable									
	ine span or	variable									
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
-	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
								2017			
									WEST		
									EAST		
1											

No. Name Label Survey period Survey frequency

tax reform: tax burden long term

East and West since 03/2018

Wording of question

vg\_ustax\_longterm

3.198)

Mrz 18	3									Further Information
	Tax reform in th	ie USA								
	Due to the tax n	eform the tax bur	den of your comp	any will on the						
	long	term	decrease [1]	stay the same [2]	increase [3]					
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Ť
								WEST EAST		

No.	Name	Label	Survey period	Survey frequency
3.199)	vg_ustax_export	tax reform: reaction export	East and West since 03/2018	once
Wording o	of question			
Mrz	18			Further Information
	Tax reform in the USA			
	How will you (as a company) r	eact to the US-tax refom?		

		Exports t	to the USA	decrease [1]	no change [2]	increase [3]					
				I							
	Time span of	variable	1982	1983	1984	1985	1986	1987	1988	1989	-
	1980	1901	1902	1965	1504	1965	1550	1307	1900	1909	
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2010	2011	2012	2013	2014	2015	2016	2017	2018 WEST	2019	
									EAST		
I	No.	Name		Label				Survey perio	od		Survey frequency
:	3.200)	vg_ustax_im	port		tax reform: react	tion import		East and We	est since 03/2018	8	once
ľ	Wording of q Mrz 18										Further Information
		Tax reform in th		to the UC							
			om the USA	t to the US-tax ref decrease [1]	om? no change [2]	increase [3]					
		imports in	un the USA								
	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 perio	od		Survey frequency
	3.201)	vg_ustax_inv	us		tax reform: react	tion investment in	US		est since 03/2018	8	once
ľ	Wording of q	uestion		l							
	Mrz 18	Tax reform in th	ie USA								Further Information
				t to the US-tax ref	iom?						
		Investmer	nt in the US	decrease [1]	no change [2]	increase [3]					
ľ	Time span of	variable	1982	1983	1984	1985	1986	1987	1988	1989	
	1960	1701	1702	1303	1704	1903	1300	136/	1700	1303	
-	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2010	2011	2012	2013	2014	2015	2016	2017	2018 WEST	2019	
									WEST EAST		
	No.	Name		Label				Survey perio	hd		Survey frequency

## 3.202) vg\_ustax\_invger tax reform: reaction investment in Germany East and West since 03/2018

Wording of question

Mrz 18	1									Further Information
	Tax reform in th How will you (as	e USA a company) react	to the US-tax rel							
	Investment	in Germany	decrease [1]	no change [2]	increase [3]					
			L	L		J				
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	†
								WEST EAST		

once

once

No. Name Label Survey period Survey frequency

tax reform: relocation of intellectual property East and West since 03/2018

3.203) vg\_ustax\_intelprop

	Tax reform in th	e USA ny shift intellectu	Further Information online only!							
		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 WEST EAST	2019	

	4. Special quest	ion Innovatio	n		
No.	Name	Label		Survey period	Survey frequency
4.1)	vg_market_nationa		development of national mar	kets West 12/1981 - 12/19	82 annual
Wording	of question		in next 5 years		
worung	orquestion				
1981 & 198	2				Further information
Innovations					
	ion the market for XY is [] i cal fluctuations				
			domestic		
		growing	[1]		
		stagnating	[2]		
		shrinking	[3]		
			,		
Time spa	n of variable				
Time span	n of variable	1983	1984 1985	1986 1987 1988	1989

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

										Further information
since 1983										
Innovations										
	n the market fo	or XY is [] in t								
purely cyclica	al fluctuations									
		signific								
					_					
			shrinking		[4]					
					_					
		significa	ntly 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	
4.3)	vg market ab	road 1	development of foreign markets	West 12/1981 - 12/1982	annual	
4.57	v6_market_ab	loud_1	in next 5 years	West 12/1901 12/1902	umuu	
Wording	ofquestion		in next 5 years			
-						_
					Further information	
1981 & 198	32					

Innovat	novations											
	our opinion the market for XY is [] in the medium term (about 5 years) therefor under elimination of urely cyclical fluctuations											
					abroad							
				growing		[1]						
stagnating [2]												
	shrinking [3]											
<b></b>												
Times	span of va	riable										
198	30 1	981	1982	1983	1984	1985	1986	1987	1988	1989		
	WEST											
199	90 1	991	1992	1993	1994	1995	1996	1997	1998	1999		
200	200	001	2002	2003	2004	2005	2006	2007	2008	2009		
201	10 2	011	2012	2013	2014	2015	2016	2017	2018	2019		

No.	Name	Label		Survey period	Survey frequency
4.4)	vg_market_abr	road_2	development of foreign markets	West since 12/1983	annual
			in next 5 years	East since 12/1991	annual

	Further information
since 1983	
Innovations	
In our opinion the market for XY is [] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations	
abroad	
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
4.5)	vg_market_total_1		development of markets in general	West 12/1981 - 12/1982	annual
			in next 5 years		

1981 & 1982										Further information
Innovations										
	n the market fo al fluctuations	or XY is [] in th								
			stagnating		[2]					
			shrinking		[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	
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	West since 12/1983	annual
			in next 5 years	East since 12/1991	annual
Wording of	of question				

	Further information
since 1983	

Innovations														
In our opinion purely cyclical		r XY is [] in tl	he medium ter	m (about 5 ye	ars) therefor u	nder eliminatio	on of							
	total													
	significantly growing [1]													
	growing [2]													
	stagnating [3]													
			shrinking		[4]									
		significar	ntly shrinking		[5]									
		SIGUILLE	itry stirlinking		[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	FACT													
	EAST													
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009					
WEST EAST														
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019					
	2011	2012	2015	2014	2015	2010	2017	2010	2015					
WEST EAST														

 No.
 Name
 Label
 Survey period
 Survey frequency

 4.7)
 vg\_prod\_inno\_realized
 product innovation realized this year
 West since 12/1981
 annual

 East since 12/1991
 annual

										Further information
since 1981										
Innovations										*20XX refers to the current year
In 19XX/20XX	(* in the [] inr	novations have	e heen [] hv u	ç						e.g.: If the question was posed in 2005: 20XX=2005
										2000 2000
product field	l									
			[1] realized							
			-							
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	WEST									
	WEST									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1995	1994	1995	1990	1997	1990	1999	
WEST	5407									
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
1	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010			2010	2014	2010	2010	2017	2010	2010	
2010										
WEST										
WEST										

4.8)	vg_prod_inno_aborted	 West since 12/1981 East since 12/1991	annual annual

Wording of question
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No.

Name

Label

since 1981										
Innovations										*20XX refers to the current year
In 19XX/20X	X* in the [] inr	novations have	e been [] by u	IS						e.g.: If the question was posed in 2005: 20XX=2005
product field										
			[1] aborted							
Time spar	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	WEST									
	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 per	iod		Survey frequency
						-			-	
No. 4.9)		nno_plan_c		product inno	vation planninį	3	Survey per West since East since	12/1981		Survey frequency annual annual
4.9)	vg_prod_i	nno_plan_c				3	West since	12/1981		annual
4.9)		nno_plan_c				3	West since	12/1981		annual annual
4.9)	vg_prod_i	nno_plan_c				3	West since	12/1981		annual
4.9) Wording ( since 1981	vg_prod_in	nno_plan_c				3	West since	12/1981		annual annual Further information
4.9) Wording of since 1981 Innovations	vg_prod_i		completed	completed th		3	West since	12/1981		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20XX	vg_prod_in of question X* in the [] ini		completed	completed th		3	West since	12/1981		annual annual Further information *20XX refers to the current year
4.9) Wording of since 1981 Innovations	vg_prod_in of question X* in the [] ini		completed	completed th		3	West since	12/1981		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20XX	vg_prod_in of question X* in the [] ini		completed	completed th		3	West since	12/1981		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20XX	vg_prod_in of question X* in the [] ini		completed	completed th		3	West since	12/1981		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording c since 1981 Innovations in 19XX/20XX product field	vg_prod_in of question X* in the [] inn 1	novations have	completed	completed th		3	West since	12/1981		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20X2 product field	vg_prod_in of question X* in the [] inn d	novations have	completed e been [] by u ][1] planning	completed th	iis year		West since	e 12/1981 12/1991		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording c since 1981 Innovations in 19XX/20XX product field	vg_prod_in of question X* in the [] inn 1	novations have	completed	completed th		3	West since	12/1981	1989	annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20X2 product field	vg_prod_in of question X* in the [] inn d	novations have	completed e been [] by u ][1] planning	completed th	iis year		West since	e 12/1981 12/1991	1989	annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20XX product field Time spar 1980	vg_prod_in of question X* in the [] in a n of variable 1981 WEST	novations have	completed e been [] by u ][1] planning 1983	completed th is completed 1984	1985	1986	West since East since	12/1981 12/1991		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20XX product field Time spar 1980	vg_prod_in of question X* in the [] in d o of variable	novations have	completed e been [] by u ][1] planning	completed th	iis year		West since	e 12/1981 12/1991	1989	annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20XX product field Time spar 1980	vg_prod_in of question X* in the [] in a n of variable 1981 WEST	novations have	completed e been [] by u ][1] planning 1983	completed th is completed 1984	1985	1986	West since East since	12/1981 12/1991		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording c since 1981 Innovations In 19XX/20XX product field Time spar 1980 1990 WEST	vg_prod_ii of question X* in the [] in A of variable 1981 VEST 1991 EAST	1982	e been [] by u ] [1] planning 1983	completed th is completed 1984	1985 1995	1986	West since East since	12/1981 12/1991	1999	annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20X3 product field Time spar 1980 USST 2000	vg_prod_ii of question X* in the [] inr d of variable 1981 WEST 1991	novations have	completed e been [] by u ][1] planning 1983	completed th is completed 1984	1985	1986	West since East since	12/1981 12/1991		annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording c since 1981 Innovations In 19XX/20XX product field Time spar 1980 1990 WEST	vg_prod_ii of question X* in the [] in A of variable 1981 VEST 1991 EAST	1982	e been [] by u ] [1] planning 1983	completed th is completed 1984	1985 1995	1986	West since East since	12/1981 12/1991	1999	annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
4.9) Wording of since 1981 Innovations In 19XX/20X2 product field Time spar 1980 WEST 2000 WEST	vg_prod_ii of question X* in the [] in A of variable 1981 VEST 1991 EAST	1982	e been [] by u ] [1] planning 1983	completed th is completed 1984	1985 1995	1986	West since East since	12/1981 12/1991	1999	annual annual Further information *20XX refers to the current year e.g.: If the question was posed in 2005:

Survey period

Survey frequency

4.10)	vg_prod_inno_in_planning	product innovation still in planning	West since 12/1981	annual
		stage this year	East since 12/1991	annual

Wording of question
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since 1981 Innovations In 19XX/20XX product field	X* in the [] inr	novations have	been [] by us	5						Further information *20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005
			[1] still in pla	nning stage						
Time spar	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	West since 12/1981	annual
			this year	East since 12/1991	annual

since 1981										Further information
Innovations										*20XX refers to the current year e.g.: If the question was posed in 2005:
In 19XX/20X	X* in the [] inr	novations have	e been [] by u	s						20XX=2005
product field	ł									
			[1] not plann	ied						
Time span	n of variable									
			1000					1000	1000	
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										

4.12) vg\_process\_inno\_realized process innovation realized this

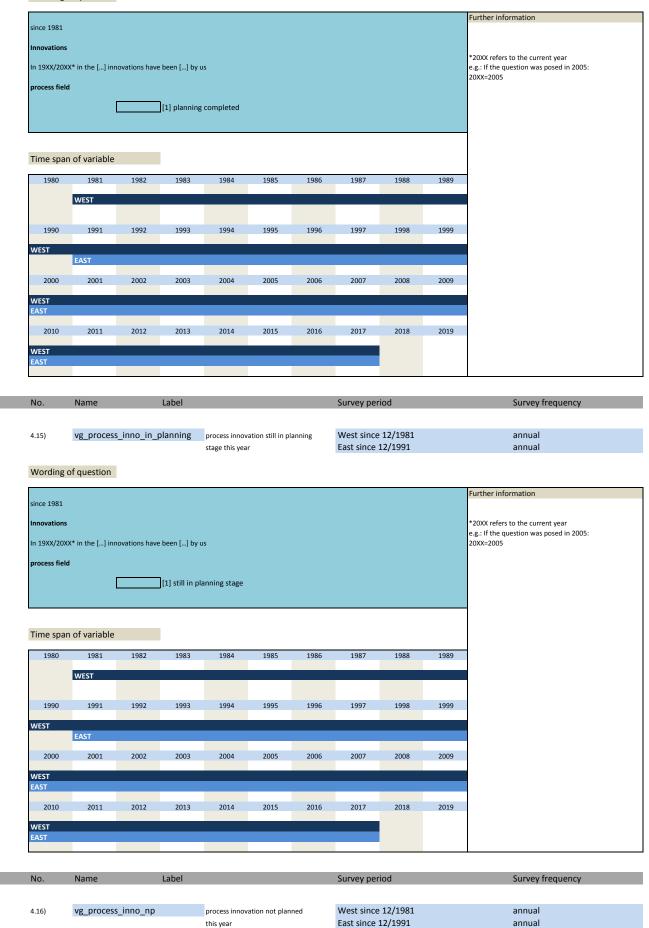
annual

year

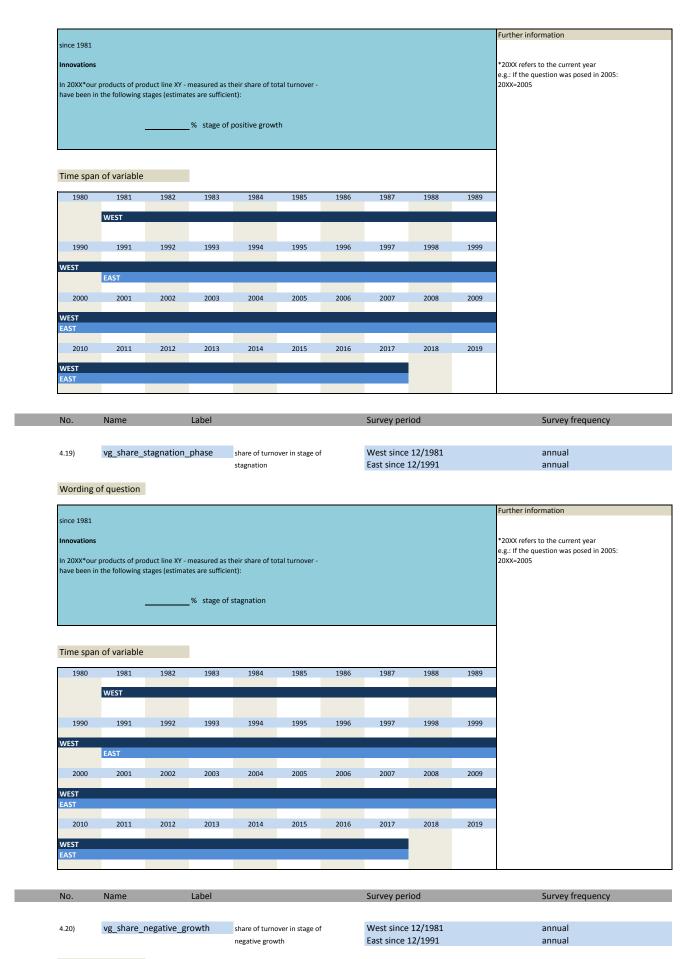
East since 12/1991

annual

and the second sec										Further information
since 1981										
Innovations	5									*20XX refers to the current year e.g.: If the question was posed in 2005:
In 19XX/20X	KX* in the [] in	novations have	e been [] by u	IS						20XX=2005
process fiel	d									
		<b></b>	[1] realized							
		L	][-]							
Time sna	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	WEST									
1000	1001	1002	1002	1004	1005	1000	1007	1000	1000	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	EAST									
2000		2002	2002	2004	2005	2000	2007	2000	2000	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	2011	2012	2013	2014	2015	2010	2017	2018	2019	
WEST EAST										
No.	Name		Label				Survey per	iod		Survey frequency
	VG 04000	s_inno_abc	wtod				West since	12/1001		annual
4.13)	vg_proces	s_mmo_abc	nieu	process minor	vation aborted	uns year	West since	: 12/1901		annual
							East since	12/1991		annual
							East since	12/1991		annual
Wording	of question						East since	12/1991		annual
	of question						East since	12/1991		annual Further information
since 1981							East since	12/1991		Further information
since 1981 Innovations	5			_			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations			e been [] by u	15			East since	12/1991		Further information *20XX refers to the current year
since 1981 Innovations	s XX* in the [] ini		e been [] by u	15			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X	s XX* in the [] ini	novations have	≥ been [] by u ][1] aborted	IS			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X	s XX* in the [] ini	novations have		ıs			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X	s XX* in the [] ini	novations have		IS			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel	s XX* in the [] ini	novations have		15			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel	s XX* in the [] ini Id	novations have		1984	1985	1986	East since 1	12/1991	1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel	s xx* in the [] ini Id n of variable 1981	novations have	[1] aborted		1985	1986			1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel	s XX* in the [] ini Id n of variable	novations have	[1] aborted		1985	1986			1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel	s xx* in the [] ini Id n of variable 1981	novations have	[1] aborted		1985	1986			1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time spai	s XX* in the [] in Id n of variable 1981 WEST	novations have	[1] aborted	1984			1987	1988		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980	s XX* in the [] in Id n of variable 1981 WEST	novations have	[1] aborted	1984			1987	1988		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980	s KX* in the [] ini id n of variable 1981 WEST 1991	novations have	[1] aborted	1984			1987	1988		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time spai 1980 1990 WEST	s xx* in the [] int id n of variable 1981 WEST 1991 EAST	novations have	[1] aborted 1983 1993	1984	1995	1996	1987	1988	1999	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980 1990 WEST 2000	s xx* in the [] int id n of variable 1981 WEST 1991 EAST	novations have	[1] aborted 1983 1993	1984	1995	1996	1987	1988	1999	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980 WEST 2000 WEST	s xx* in the [] int id n of variable 1981 WEST 1991 EAST	novations have	[1] aborted 1983 1993	1984	1995	1996	1987	1988	1999	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process field Time span 1980 USEST 2000 WEST EAST 2010	s xx* in the [] inf d n of variable 1981 VVEST 1991 EAST 2001	novations have	[1] aborted 1983 1993 2003	1984 1994 2004	1995 2005	1996 2006	1987	1988	1999 2009	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980 USST 2000 WEST EAST	s xx* in the [] inf d n of variable 1981 VVEST 1991 EAST 2001	novations have	[1] aborted 1983 1993 2003	1984 1994 2004	1995 2005	1996 2006	1987	1988	1999 2009	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980 USST 2000 WEST EAST 2010 WEST	s xx* in the [] inf d n of variable 1981 VVEST 1991 EAST 2001	novations have	[1] aborted 1983 1993 2003	1984 1994 2004	1995 2005	1996 2006	1987	1988	1999 2009	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 19XX/20X process fiel Time span 1980 USST 2000 WEST EAST 2010 WEST	s xx* in the [] inf d n of variable 1981 VVEST 1991 EAST 2001	novations have	[1] aborted 1983 1993 2003	1984 1994 2004	1995 2005	1996 2006	1987	1988 1998 2008 2018	1999 2009	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:



since 1981										
Innovations										*20XX refers to the current year e.g.: If the question was posed in 2005:
In 19XX/20XX	K* in the [] inn	novations have	e been [] by	us						20XX=2005
process field	I									
			[1] not plan	ined						
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	
	1551	1552	1555	1554	1555	1550	1557	1990	1555	
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										
LAST										
No.	Name		Label				Survey per	riod		Survey frequency
4.17)	vg_share_i	inno phase	2	share of turno	over in stage of		West since	12/1981		annual
	·6_5.101.0_1	_pildbe	•	share of tarifo	in stuge of					
				product launc	h		East since	12/1991		annual
Wording c	of question			product launc	h		East since	12/1991		
Wording c	of question			product launc	h		East since	12/1991		annuai Further information
	of question			product launc	h		East since	12/1991		Further information *20XX refers to the current year
since 1981 Innovations In 20XX*our J	products of pro			their share of to			East since	12/1991	_	Further information
since 1981 Innovations In 20XX*our J				their share of to			East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our J	products of pro		tes are sufficie	their share of to	tal turnover -		East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our J	products of pro		tes are sufficie	their share of to ent):	tal turnover -		East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in	products of pro the following s	stages (estimat	tes are sufficie	their share of to ent):	tal turnover -		East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in	products of pro	stages (estimat	tes are sufficie	their share of to ent):	tal turnover -		East since	12/1991		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in	products of pro the following s	stages (estimat	tes are sufficie	their share of to ent):	tal turnover -	1986	Last since	12/1991	1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in Time span	products of pro the following s	stages (estimat	tes are sufficie	their share of to ent): launch stage (	tal turnover - Innovation)	1986			1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in Time span 1980	products of pro the following s of variable 1981 WEST	stages (estimat	tes are sufficie _% product 1983	their share of to ent): launch stage ( 1984	tal turnover - Innovation) 1985		1987	1988		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our phave been in Time span 1980	products of pro the following s of variable 1981	stages (estimat	tes are sufficie	their share of to ent): launch stage (	tal turnover - Innovation)	1986			1989	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in Time span 1980	products of pro the following s of variable 1981 WEST	stages (estimat	tes are sufficie _% product 1983	their share of to ent): launch stage ( 1984	tal turnover - Innovation) 1985		1987	1988		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our phave been in Time span 1980	of variable 1981 WEST 1991	stages (estimat	tes are sufficie _% product 1983	their share of to ent): launch stage ( 1984	tal turnover - Innovation) 1985		1987	1988		Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our j have been in Time span 1980 WEST 2000	products of pro the following s of variable 1981 WEST 1991 EAST	1982 1992	<ul> <li>kes are sufficie</li> <li>% product</li> <li>1983</li> <li>1993</li> </ul>	their share of to ent): launch stage ( 1984	tal turnover - Innovation) 1985 1995	1996	1987	1988	1999	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
since 1981 Innovations In 20XX*our in have been in Time span 1980 1990 WEST	products of pro the following s of variable 1981 WEST 1991 EAST	1982 1992	<ul> <li>kes are sufficie</li> <li>% product</li> <li>1983</li> <li>1993</li> </ul>	their share of to ent): launch stage ( 1984	tal turnover - Innovation) 1985 1995	1996	1987	1988	1999	Further information *20XX refers to the current year e.g.: If the question was posed in 2005:
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Innovations										*20XX refers to the current year e.g.: If the question was posed in 2005:
	r products of pro n the following s				tal turnover -					20XX=2005
			% stage of	negative grow	th					
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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	
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Nr.	Name			Label			Erhebungs	zeitraum		Erhebungsrhythmus
4.21)	vg_rd_acti	vitv		R&D activity			West since	12/2016		annual
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since 2016 Innovations Did you con Time span 1980 1990 2000	n of variable 1981 1991 2001	1982	[1] Yes 1983 1993 2003	1994 2004	1995 2005	1986 1996 2006	1997 2007 2017	1998 2008	1999 2009	Datan available since 12/2017 *20XX refers to the current year e.g.: If the question was posed in 2017:
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										*20XX refers to the current year
Did you con	duct any R&D A	ctivitys in the	year 20XX?							e.g.: If the question was posed in 2017: 20XX=2017
a) Based on	the employees	of the product	group the per	rcentage of R&	D personnel w	as:				
			%							
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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			
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4 22)	vard evo	on charo		chara of P&D	ovpopdituros		West since	12/2016		annual
4.23)	vg_rd_exp	en_share		share of R&D	expenditures		West since Ost since 1			annual annual
		en_share		share of R&D	expenditures					
	vg_rd_exp	en_share		share of R&D	expenditures					annual
4.23) Wording		en_share		share of R&D	expenditures					
Wording	of question	en_share		share of R&D	expenditures					annual
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