



List of variables

Ifo Business Survey Trade

Data: 1/1990-6/2017

As of January 2018

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List of variables - test of economic cycle - trade

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

1. Variables of identification

Nr.	Name	Label	German description
1.1)	survey	survey	Umfrage
1.2)	year	year	Erhebungsjahr
1.3)	month	month	Erhebungsmonat
1.4)	han_typtra	type of trade	Handelssparte
1.5)	han_idlar	special id for firms with detailed answers	Kennnummer für Firmen, die Prozentantworten geben
1.6)	han_weight	weight	Gewicht
1.7)	han_westeast	western eastern	Unterscheidung zwischen West- und Ost-Erhebung
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung
1.9)	sector_id	sector id	Sektor ID
1.10)	han_id2	identification number (part2)	2. Teil der Kennnummer
1.11)	han_id3	identification number (part3)	3. Teil der Kennnummer
1.12)	runnum	running number of plant	Laufende Firmennummer
1.13)	idnum	firm X adress file id	Firmenidentifikationsnummer
1.14)	han_plantnumkt	KT information id	12-stellige Identifikationsnummer, gebildet mit KT Nummer
1.15)	han_plantnumeast	information id for east germany	11-stellige Identifikationsnummer, gebildet mit Sektornummer für Ostdeutschland
1.16)	han_plantnumwz03	WZ03 information id	13-stellige Identifikationsnummer, gebildet mit WZ03 Nummer
1.17)	sector_wz03	WZ03 sector number	WZ03 sector number
1.18)	sector_ifo	KT sector number	KT Nummer
1.19)	sector_east	ifo sector number for east germany	ifo Sektornummer für Ostdeutschland
1.20)	sector_total	ebdc sector classification	Sektornummer nach EBDC-eigener Klassifizierung
1.21)	han_typequ	type of questionnaire	Fragebogenform
1.22)	han_latecomer	N=latecomer	Nachzügler

II. Variables regarding the survey process

Nr.	Name	Label	German description
1.23)	online	online	Fragebogen online beantwortet
1.24)	survey_start	survey start	Umfragebeginn
1.25)	survey_end	survey end	Umfrageende
1.26)	participation_date	participation date	Teilnahmedatum
1.27)	participation_hour	participation hour	Teilnahmestunde
1.28)	participation_status	participation status	Teilnahmestatus

2. Standard questions

Nr.	Name	Label	German description
2.1)	han_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	han_statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (slider)
2.3)	han_statebus_clicks	state of business (clicks)	Beurteilung der Geschäftslage (clicks)
2.4)	han_busvoly	business volume versus previous year	Umsatz im Vergleich zum Vorjahr
2.5)	han_busvolm	business volume versus previous month	Umsatz im Vergleich zum Vormonat
2.6)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)
2.7)	han_prvpm	prices versus previous month	Verkaufspreise gegenüber Vormonat
2.8)	han_exprr	expected prices	Erwartete Verkaufspreise
2.9)	han_orde	orders versus previous year	Bestellungen im Vergleich zum Vorjahr
2.10)	han_comexp	business development	Geschäftsentwicklung
2.11)	han_comexp_sl	business development (VAS)	Geschäftsentwicklung (slider)
2.12)	han_comexp_clicks	business development (clicks)	Geschäftsentwicklung (clicks)
2.13)	han_emplexp	expected employees	Erwartete Beschäftigtenanzahl

3. Special questions

Nr.	Name	Label	German description
3.1)	han_empl	employees	Beschäftigte
3.2)	han_totu	total turnover	Gesamtumsatz
3.3)	han_constrain	constraints to production	Behinderung der Umsatzfähigkeit
3.4)	han_diffsup	difficulties of supply	Beschaffungsschwierigkeiten
3.5)	han_weakdem	weak demand	Schwache Nachfrage
3.6)	han_diffin	difficulties in financing	Finanzierungsschwierigkeiten
3.7)	han_mplack	lack of manpower	Mangel an Fachkräften

3.8)	han_sclack	lack of spacial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han_weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han_othrea	other reasons	Sonstige Faktoren
3.12)	han_credit	credit allocation	Kreditvergabe
3.13)	han_fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.14)	han_fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.15)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.16)	han_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.17)	han_fairxhexp	exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.18)	han_fairxhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren
3.19)	han_fairxhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren
3.20)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren
3.21)	han_flight_ger	Importance of flight connections in Germany	Wichtigkeit einer Flugverbindung in Deutschland
3.22)	han_flight_eur	Importance of flight connections in Europe	Wichtigkeit einer Flugverbindung in Europa
3.23)	han_flight_world	Importance of flight connections worldwide	Wichtigkeit einer Flugverbindung weltweit
3.24)	han_fambus	family business	Familienunternehmen
3.25)	han_minim1	minimum wage q1	Mindestlohn Frage 1
3.26)	han_minim2	minimum wage q2	Mindestlohn Frage 2
3.27)	han_minim3	minimum wage q3	Mindestlohn Frage 3
3.28)	han_minim4	minimum wage q4	Mindestlohn Frage 4
3.29)	han_minim5	minimum wage q5	Mindestlohn Frage 5
3.30)	han_minim6	minimum wage q6	Mindestlohn Frage 6
3.31)	han_minim7	minimum wage q7	Mindestlohn Frage 7
3.32)	han_minim8	minimum wage q8	Mindestlohn Frage 8
3.33)	han_turnexp	expected turnover this year	erwarteter Jahresumsatz dieses Jahr
3.34)	han_invest_lj	total investment last year	Gesamtinvestitionen letztes Jahr
3.35)	han_invcon_lj	investment in construction last year	Investitionen in Bauten letztes Jahr
3.36)	han_inveq_lj	investment in equipment last year	Investitionen in Ausrüstung letztes Jahr
3.37)	han_invest_dj	total investment this year	Gesamtinvestitionen dieses Jahr
3.38)	han_invcon_dj	investment in construction this year	Investitionen in Bauten dieses Jahr
3.39)	han_inveq_dj	investment in equipment this year	Investitionen in Ausrüstung dieses Jahr
3.40)	han_invest_nj	total investment next year	Gesamtinvestitionen nächstes Jahr
3.41)	han_invcon_nj	investment in construction next year	Investitionen in Bauten nächstes Jahr
3.42)	han_inveq_nj	investment in equipment next year	Investitionen in Ausrüstung nächstes Jahr
3.43)	han_ref1	refugees question1	Flüchtlinge Frage 1
3.44)	han_ref2	refugees question2	Flüchtlinge Frage 2
3.45)	han_ref3	refugees question3	Flüchtlinge Frage 3
3.46)	han_ref4	refugees question4	Flüchtlinge Frage 4
3.47)	han_ref5	refugees question5	Flüchtlinge Frage 5
3.48)	han_ref6	refugees question6	Flüchtlinge Frage 6
3.49)	han_ref7	refugees question7	Flüchtlinge Frage 7
3.50)	han_ref8	refugees question8	Flüchtlinge Frage 8
3.51)	han_ref9	refugees question9	Flüchtlinge Frage 9
3.52)	han_minim_post1	affected by minimum wage	von Mindestlohn betroffen
3.53)	han_minim_post2	no minimum wage measures	keine Mindestlohn- Maßnahmen
3.54)	han_minim_post3	measures: employee reduction	Maßnahmen: Personalabbau
3.55)	han_minim_post4	measures: working hour reduction	Maßnahmen: Arbeitszeitreduzierung
3.56)	han_minim_post5	measures: increased prices	Maßnahmen: Preiserhöhungen
3.57)	han_minim_post6	measures: decreased investment	Maßnahmen: verringerte Investitionen
3.58)	han_minim_post7	measures: decreased special payments	Maßnahmen: Kürzungen von Sonderzahlungen
3.59)	han_minim_post8	less minijobs	Minijobs weggefallen
3.60)	han_minim_post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
3.61)	han_minim_post10	new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
3.62)	han_minim_post11	employment relationships did not change	keine veränderten Besch.Verhältnisse
3.63)	han_credityes	credit agreement signed	Kreditvertrag abgeschlossen
3.64)	han_creditno	credit agreement not signed	Kreditvertrag nicht abgeschlossen
3.65)	han_credituse1	financing of ongoing operating resources	Finanzierung laufender Kreditmittel
3.66)	han_credituse2	financing of an investment	Finanzierung einer Investition
3.67)	han_credituse3	other financing	Sonstiger Verwendungszweck
3.68)	han_ontrad_yn	online trade: trading online	Onlinehandel: Handeln online
3.69)	han_ontrad_plat	online trade: platform	Onlinehandel: Plattform
3.70)	han_ontrad_share	online trade: share online trade of total revenue	Onlinehandel: Anteil Onlinehandel an gesamten Umsatz
3.71)	han_ontrad_plan	online trade: planned within 12 months	Onlinehandel: In den nächsten 12 Monaten geplant
3.72)	han_midmanager	mid tier: more than 4 managers	Mittelstand: Mehr als 4 Geschäftsführer
3.73)	han_midmanshare	mid tier: at least one manager has shares	Mittelstand: Mindestens ein Geschäftsführer hält Anteile
3.74)	han_midyes	mid tier: company rated as mid tier	Mittelstand: Firma als Mittelstand betrachtet
3.75)	han_ontrad_inf	online trade: influence on business	Onlinehandel: Einfluss auf Geschäft
3.76)	han_credit2_1	credit seeking	Kreditverhandlungen durchgeführt
3.77)	han_credit2_2	credit allocation	Kreditvergabe: Verhalten der Banken
3.78)	han_credit2_3	reasons for not credit seeking	Gründe für keine Kreditverhandlungen
3.79)	han_negint	confronted with negative interest rates	Wurden Sie mit Negativzinsen konfrontiert?
3.80)	han_negint_noact	negative interest actions: none	Keine Maßnahmen
3.81)	han_negint_agree	negative interest actions: bank agreements	Verhandlungen mit Bank
3.82)	han_negint_change	negative interest actions: change of bank	Wechsel der Bank
3.83)	han_negint_inc	negative interest actions: increase of cash	Erhöhung der Bargeldhaltung

3.84)	han_negint_redas	negative interest actions: redeployment in other financial assets and settlement of credits	Umschichtung Finanzanlagen/Rückzahlung von Krediten
3.85)	han_negint_redasint	negative interest actions: redeployment of assets within company	Umschichtung des Guthabens
3.86)	han_negint_inv	negative interest actions: investing or preponing (additional) investments	Investitionen
3.87)	han_negint_oth	negative interest actions: other	Andere
3.88)	han_negint_burden	burden of negative interest rates on profit situation	Belastung durch Negativzinsproblematik
3.89)	han_negint_banks	number of relationship banks	Wie viele Banken?

4. Standard questions of the department stores in percentage

Nr.	Name	Label	German description
4.1)	han_questpercansw11	% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit "gut" beurteilen
4.2)	han_questpercansw12	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen
4.4)	han_questpercansw21	% to busvoly higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vorjahr ist
4.5)	han_questpercansw22	% to busvoly as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vorjahr ist
4.6)	han_questpercansw23	% to busvoly lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vorjahr ist
4.7)	han_questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vormonat ist
4.8)	han_questpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vormonat ist
4.9)	han_questpercansw33	% to busvolm lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vormonat ist
4.10)	han_questpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als "zu klein" beurteilen
4.11)	han_questpercansw42	% to feedst satisfiable	Prozent der Warenhäuser, die ihren Lagerbestand als "befriedigend" beurteilen
4.12)	han_questpercansw43	% to feedst too much	Prozent der Warenhäuser, die ihren Lagerbestand als "zu groß" beurteilen
4.13)	han_questpercansw51	% to prvpim increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "erhöht" haben
4.14)	han_questpercansw52	% to prvpim not changed	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "nicht verändert" haben
4.15)	han_questpercansw53	% to prvpim decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "gesenkt" haben
4.16)	han_questpercansw61	% to expr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to expr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to expr decreasing	Prozent der Warenhäuser, die "sinkende" Verkaufspreise erwarten
4.19)	han_questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "erhöht" haben
4.20)	han_questpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert" haben
4.21)	han_questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" haben
4.22)	han_questpercansw81	% to busdevv more favourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "günstiger" beurteilen
4.23)	han_questpercansw82	% to busdevv not changing	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "etwa gleichbleibend" beurteilen
4.24)	han_questpercansw83	% to busdevv more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "ungünstiger" beurteilen

1. Variables of identification

No.	Name	Label	Survey period	Survey frequency
1.1)	survey	survey	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

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

No.	Name	Label	Survey period	Survey frequency
1.2)	year	year	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Year of survey 4 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
1.3)	month	month	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Month of survey 2 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
1.4)	han_tpytra	type of trade	West 01/1990 to 01/2006 East 01/1991 to 01/2006	monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Type of trade [1] = retail sale [2] = whole sale
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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No.	Name	Label	Survey period	Survey frequency
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1.5) **han_idlar** special id for firms with detailed answers West 01/1990 to 01/2006 monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Special id for firms with detailed answers
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 4. Standard questions of department stores in percentage
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.6) **han_weight** weight West 01/1990 to 01/2006 monthly survey
East and West since 02/2006 monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Weight
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	West 01/1990 to 01/2006 Weight from [1] to [99]
WEST										
						OST				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										

No.	Name	Label	Survey period	Survey frequency
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1.7) **han_westeast** western eastern West 01/1990 to 01/2006 monthly survey
East and West since 02/2006 monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Difference between Western and Eastern survey
	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
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1.8) **fedstaifo** federal state (ifo-code) West 01/1990 to 01/2006 monthly survey
East 01/1991 to 01/2006 monthly survey
East and West since 02/2006 monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Federal state according to ifo-code
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										1 "[01] Berlin West" 10 "[10] Bavaria" 2 "[02] Schleswig-Holstein" 11 "[11] Saarland" 3 "[03] Hamburg" 12 "[12] Mecklenburg- 4 "[04] Bremen" Western-Pomerania" 5 "[05] Lower Saxony" 13 "[13] Brandenburg 6 "[06] Nordrhein-Westphalia" (incl. Berlin East)" 7 "[07] Rhineland-Palatinate" 14 "[14] Saxony-Anhalt" 8 "[08] Hesse" 15 "[15] Saxony"
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

WEST	9 "[09] Baden-Wuerttemberg"
EAST	16 "[16] Thuringia"

No.	Name	Label	Survey period	Survey frequency
1.9)	sector_id	sector id	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

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

No.	Name	Label	Survey period	Survey frequency
1.10)	han_id2	identification number (part2)	West 01/1990 to 01/2006	monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										identification number (part2) 2 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
1.11)	han_id3	identification number (part3)	West 01/1990 to 01/2006	monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Identification number (part3) 2 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
1.12)	runnum	running number of plant	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Running number of plant 4 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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No.	Name	Label	Survey period	Survey frequency
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1.13)	idnum	firm X adress file id	West 03/1994 to 01/2006 East 04/1992 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
				WEST						Firm adress file id 7 digits
		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
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1.14)	han_plantnumkt	KT information id	West 01/1990 to 01/2006 East 07/1998 to 01/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Information id, composed of KT number, 12 digits digit 1-5: 1.5) sec2 KT Nummer digit 6-7: 1.15) fedstaifo federal state according to ifo-code digit 8-12: 1.11) runnum running number of plant
							EAST			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.15)	han_plantnumeast	information id for east germany	East 01/1991 to 06/1998	monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Information id, 11 digits, formed with sector number for East Germany 01/1991 to 02/1992: digit 1-4: 1.22) sec1 digit 5-6: 1.15) fedstaifo digit 7-11: 1.11) runnum 03/1992 to 06/1998 digit 1-3: 1.22) sec1, digit 4-5: 1.15) fedstaifo digit 6-10: 1.11) runnum
		EAST								
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
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1.16)	han_plantnumwz03	WZ03 information id	East and West since 02/2006	monthly survey
-------	-------------------------	---------------------	-----------------------------	----------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Identification id, composed of WZ03 number, 13 digits digit 1-6: 1.14) sec3 WZ03 Nummer digit 7-8: 1.15) fedstaifo Bundesland entsprechend ifo Codierung digit 9-13: 1.11) runnum Laufende Firmennummer
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

No.	Name	Label	Survey period	Survey frequency																																																																															
1.17)	sector_wz03	sector number WZ03	West 01/1990 to 01/2006 East 07/1998 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey																																																																															
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										ifo-internal classification, which is based on the WZ2003. Further information in 5. 5 digits																																																																									
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							EAST																																																																												

No.	Name	Label	Survey period	Survey frequency																																																																					
1.18)	sector_ifo	KT sector number	West 01/1990 to 01/2006 East 07/1998 to 01/2006	monthly survey monthly survey																																																																					
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> <th>Further information</th> </tr> </thead> <tbody> <tr> <td colspan="7"></td> <td colspan="2">WEST</td> <td rowspan="4"> KT sector number 5 digits KT number </td> </tr> <tr> <td colspan="7"></td> <td colspan="2">EAST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7"></td> <td colspan="2">WEST</td> </tr> <tr> <td colspan="7"></td> <td colspan="2">EAST</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> <td></td> </tr> </tbody> </table>					1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information								WEST		KT sector number 5 digits KT number								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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No.	Name	Label	Survey period	Survey frequency																																									
1.19)	sector_east	ifo sector number for east germany	East 01/1991 to 06/1998	monthly survey																																									
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> <th>Further information</th> </tr> </thead> <tbody> <tr> <td colspan="7"></td> <td colspan="2">EAST</td> <td rowspan="4"> ifo sector number for East Germany (This is a completely independent number, meaning it is not related to the KT number or any other number) 01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoes; 690 = household goods & office supplies; 790 = electrical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale). -->applies for retail as well as for wholesale, except for 990. </td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> </tbody> </table>					1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information								EAST		ifo sector number for East Germany (This is a completely independent number, meaning it is not related to the KT number or any other number) 01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoes; 690 = household goods & office supplies; 790 = electrical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale). -->applies for retail as well as for wholesale, except for 990.	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information																																			
							EAST		ifo sector number for East Germany (This is a completely independent number, meaning it is not related to the KT number or any other number) 01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoes; 690 = household goods & office supplies; 790 = electrical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale). -->applies for retail as well as for wholesale, except for 990.																																				
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																																																																																							
1.20)	sector_total	sector name trade	East since 01/1991 West since 01/1990	monthly survey monthly survey																																																																																							
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> <th>Further information</th> </tr> </thead> <tbody> <tr> <td colspan="7"></td> <td colspan="2">WEST</td> <td rowspan="4"></td> </tr> <tr> <td colspan="7"></td> <td colspan="2">EAST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7"></td> <td colspan="2">WEST</td> </tr> <tr> <td colspan="7"></td> <td colspan="2">EAST</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> <td></td> </tr> <tr> <td colspan="7"></td> <td colspan="2">WEST</td> </tr> <tr> <td colspan="7"></td> <td colspan="2">EAST</td> </tr> </tbody> </table>					1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information								WEST										EAST		2000	2001	2002	2003	2004	2005	2006	2007	2008	2009								WEST									EAST		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019									WEST									EAST	
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							WEST																																																																																				
							EAST																																																																																				

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

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

1.22)	han_latecomer	N=latecomer	West 01/1990 to 03/2004	monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Latecomer [N] Questionnaires that arrived at the ifo-institute after the target date for the evaluation
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

II. Variables regarding the survey process

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

1.23)	online	online	West since 05/2007 East since 05/2007	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Questionnaire was answered online [0] paper [1] fax [2] online [5] manually collected
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

1.24)	survey_start	survey_start	West since 07/2007 East since 07/2007	monthly survey monthly survey						
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Start of the survey only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

1.25) **survey_end** survey_end

West since 01/2005
East since 01/2005

monthly survey
monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										End of the survey only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST			
							EAST			

No. Name Label Survey period Survey frequency

1.26) **participation_date** participation date

West since 01/2005
East since 01/2005

monthly survey
monthly survey

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

No. Name Label Survey period Survey frequency

1.27) **participation_hour** participation hour

West since 01/2005
East since 01/2005

monthly survey
monthly survey

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

No. Name Label Survey period Survey frequency

1.28) **participation_status** participation status

West since 02/2005
East since 02/2005

monthly survey
monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										participation status only refers to the participants who answered the questionnaire online. [1] complete [2] reworked [3] incomplete [4] not answered [5] ausgefüllt
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST			
							EAST			

2. Standard questions

No. Name Label Survey period Survey frequency

2.1) **han_statebus** state of business (appraisal)

West 01/1990 to 01/2006
East 01/1991 to 01/2006
East and West since 02/2006

monthly survey
monthly survey
monthly survey

Wording of question

01/1990 to 11/2001
Appraisal and development in the moth of survey
We rate our current state of business to be

good [1]
satisfiable [2]
bad [3]

since 01/2002
Current situation*
We rate our state of business (previous month/ new tendencies) to be

good [1]
satisfiable [2]
bad [3]

Further information

Appraisal of the state of business

*01/2002 and 02/2002
Current situation / newest tendencies

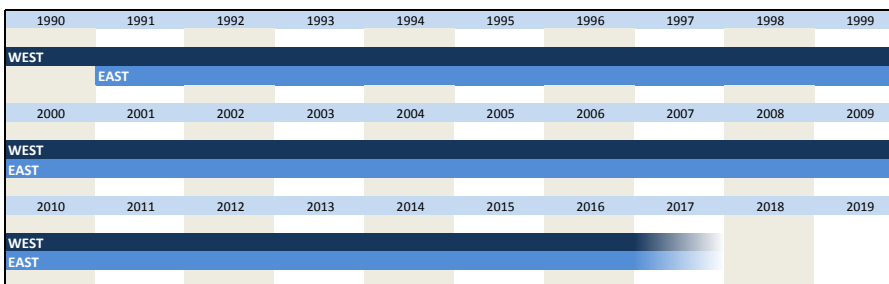
West 01/1990 to 01/2006
[9] = answer of department stores in percentage
All of the answers of the department stores are aggregated here and expressed as a percentage

Example:

4.1) questpercansw11 [50]
4.2) questpercansw12 [30]
4.3) questpercansw13 [20]

Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".

Time span of variable



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

2.2) **han_statebus_sl** state of business (VAS)

East and West since 01/2017

monthly survey

Wording of question

since 01/2017
Current situation*
We rate our state of business (previous month/ new tendencies) to be

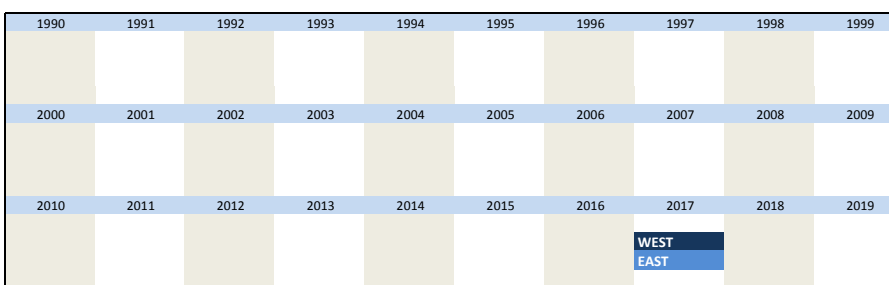
0 bad _____ 50 satisfiable _____ 100 good

Further information

Appraisal of the state of business (slider)

online only

Time span of variable



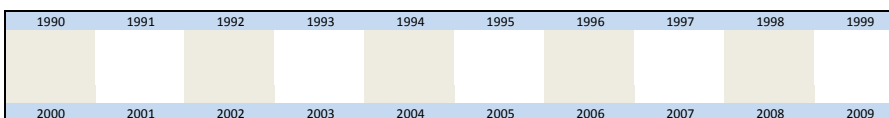
No.	Name	Label	Survey period	Survey frequency
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2.3) **han_statebus_clicks** state of business (clicks)

East and West since 01/2017

monthly

Time span of variable



Further information

amount of clicks for question
2.2) han_statebus_sl

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

No.	Name	Label	Survey period	Survey frequency
2.4)	han_busvoly	business volume versus previous year	West 01/1990 to 01/2006 East 01/1992 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

Wording of question

<p>01/1990 to 11/2001</p> <p>Appraisal and development in the moth of survey</p> <p>Compared to the same month of the previous year our revenue was</p> <p style="text-align: center;">higher [1] as high as last year [2] lower [3]</p>	<p>Further information</p> <p>Business volume compared to previous year</p> <p>*01/2002 und 02/2002 Current situation / new tendencies</p> <p>West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.4) questpercansw21 [50] 4.5) questpercansw22 [30] 4.6) questpercansw23 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																												
<p>since 01/2002</p> <p>Current situation*</p> <p>Compared to the same month of the previous year, our revenue last month was</p> <p style="text-align: center;">higher [1] as high as last year [2] lower [3]</p>																																																													
<p>Time span of variable</p> <table border="1"> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td colspan="2">WEST</td><td colspan="8">EAST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="2">WEST</td><td colspan="8">EAST</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td colspan="2">WEST</td><td colspan="8">EAST</td> </tr> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST		EAST								2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST		EAST								2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST		EAST							
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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
2.5)	han_busvolm	business volume versus previous month	West 01/1990 to 01/2002 East 01/1991 to 01/2002	monthly survey monthly survey

Wording of question

<p>since 01/1990 to 11/2001</p> <p>Appraisal and development in the moth of survey</p> <p>Compared to last month our revenue is</p> <p style="text-align: center;">higher [1] not changed [2] lower [3]</p>	<p>Further information</p> <p>Business volume compared to the previous month</p> <p>West 01/1990 to 01/2006 [.] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.7) questpercansw31 [50] 4.8) questpercansw32 [30] 4.9) questpercansw33 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																								
<p>01/2002</p> <p>Current situation / new tendencies</p> <p>Within the last 2-3 months, under elimination of seasonal fluctuations, our revenue</p> <p style="text-align: center;">increased [1] remained about the same [2] decreased [3]</p>																																									
<p>Time span of variable</p> <table border="1"> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td colspan="2">WEST</td><td colspan="8">EAST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="2">WEST</td><td colspan="8">EAST</td> </tr> </table>		1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST		EAST								2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST		EAST							
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WEST		EAST																																							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
WEST		EAST																																							

EAST									
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No.	Name	Label	Survey period	Survey frequency
2.6)	han_feedst	feedstock (appraisal)	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

Wording of question

<p>since 01/1990 Current situation* We rate our current feedstock as</p> <p style="text-align: center;">too little [1] satisfiable [2] too much [3]</p>	<p>Further information</p> <p>appraisal of feedstock</p> <p>* 01/1990 to 11/2001 Appraisal and development in the moth of survey 01/2002 und 02/2002 Current situation / new tendencies</p> <p>West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage Example: 4.10 questpercansw41 [50] 4.11 questpercansw42 [30] 4.12 questpercansw43 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																																																										
<p>Time span of variable</p> <table border="1"> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> </table>	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										EAST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										EAST										2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST										EAST										
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No.	Name	Label	Survey period	Survey frequency
2.7)	han_prvpm	prices versus previous month	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

Wording of question

<p>01/1990 to 11/2001 Appraisal and development in the moth of survey Compared to previous month our prices were</p> <p style="text-align: center;">increased [1] not changed [2] decreased [3]</p> <p>01/2002 to 02/2002 Current situation / new tendencies Within the last 2-3 months our prices were</p> <p style="text-align: center;">increased [1] not changed [2] decreased [3]</p> <p>since 03/2002 Current situation Last month our prices were</p> <p style="text-align: center;">increased [1] not changed [2] decreased [3]</p>	<p>Further information</p> <p>Prices compared to previous month</p> <p>West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage Example: 4.13 questpercansw51 [50] 4.14 questpercansw52 [30] 4.15 questpercansw53 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																																																										
<p>Time span of variable</p> <table border="1"> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td colspan="10">EAST</td></tr> </table>	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										EAST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										EAST										2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST										EAST										
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No.	Name	Label	Survey period	Survey frequency
2.8)	han_exppr	expected prices	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

Wording of question

Time span of variable	Further information																																																																																										
<p>01/1990 to 02/2002</p> <p>Plans and expectations</p> <p>Within the next 3 months our prices will likely</p> <p>raise [1] not change [2] fall [3]</p>	<p>Expected prices</p> <p>West 01/1990 to 01/2006</p> <p>[9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.16 questpercansw61 [50] 4.17 questpercansw62 [30] 4.18 questpercansw63 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																																																										
<p>since 03/2002 to 01/2007</p> <p>Plans and expectations for 3 months</p> <p>Our prices will likely</p> <p>raise [1] not change [2] fall [3]</p>																																																																																											
<p>since 02/2007</p> <p>Plans and expectations for the next 3 months</p> <p>Our prices will likely</p> <p>raise [1] not change [2] fall [3]</p>																																																																																											
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No.	Name	Label	Survey period	Survey frequency
2.9)	han_ords	orders versus previous year	West 01/1990 to 01/2006 East 01/1992 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey

Wording of question

Time span of variable	Further information																																																																																										
<p>01/1990 to 02/2002</p> <p>Plans and expectations</p> <p>Within the next 3 months our orders will, compared to the same period of time of previous year, likely be (without taking price changes into account)</p> <p>raising [1] not changing [2] falling [3]</p>	<p>Orders compared to previous year</p> <p>West 01/1990 to 01/2006</p> <p>[9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.19 questpercansw71 [50] 4.20 questpercansw72 [30] 4.21 questpercansw73 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																																																										
<p>since 03/2002 to 01/2007</p> <p>Plans and expectations for 3 months</p> <p>Compared to the same period of time of previous year, our orders will likely be</p> <p>raising [1] not changing [2] falling [3]</p>																																																																																											
<p>since 02/2007</p> <p>Plans and expectations for the next 3 months</p> <p>Compared to the same period of time of previous year, our orders will likely be</p> <p>raising [1] not changing [2] falling [3]</p>																																																																																											
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST	EAST		

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information amount of clicks for question 2.11) han_comexp_sl online only
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
2.13)	han_emplexp	expected employees	West 01/1990 to 12/1996 West 03/1997 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	Mrch, Jun, Sep, Dec* monthly survey monthly survey monthly survey

Wording of question

<p>01/1990 to 02/2002</p> <p>Plans and expectations</p> <p>Within the next 3 months our number of employees will, under elimination of seasonal fluctuations,</p> <p>raise [1] not change [2] fall [3]</p>	<p>Further information</p> <p>Expected number of employees</p> <p>* 1991: Apr, Jun, Sep, Dec 1993: Mrch, Jun, Sep 1994: Jan, Mrch, Jun, Sep, Dec</p> <p>was a special question until 12/1996</p>
<p>since 03/2002 to 01/2007</p> <p>Plans and expectations for 3 months</p> <p>Under elimination of seasonal fluctuations our number of employees will</p> <p>raise [1] not change [2] fall [3]</p>	
<p>since 02/2007</p> <p>Plans and expectations for the next 3 months</p> <p>Under elimination of seasonal fluctuations our number of employees will</p> <p>raise [1] not change [2] fall [3]</p>	

Time span of variable

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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EAST									

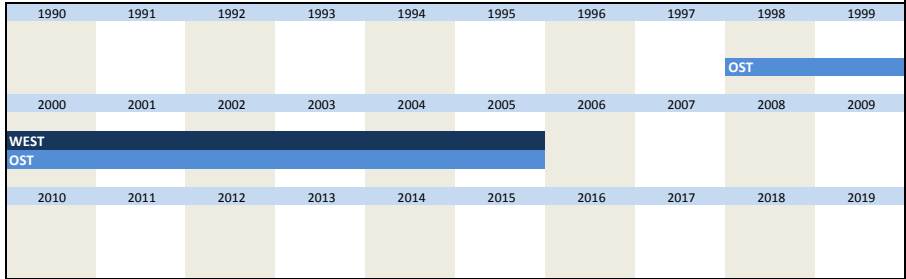
12.5 - 25.0 "	[7]
25.0 - 50.0 "	[8]
more than 50 M	[9]

since 11/2009

Last business year our total turnover was (in Euro):

less than 0,25 M	[1]
0.25 - 0.5	[2]
0.5 - 1.0	[3]
1.0 - 2.5	[4]
2.5 - 5.0	[5]
5.0 - 12.5 M	[6]
12.5 - 25.0	[7]
25.0 - 50.0	[8]
50.0 - 1.0 bn	[9]
more than 1.0 bn	[10]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.3)	han_constrain	constraints to production	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 01/1991

Our sales activity is currently constrained

yes [1] no [2]

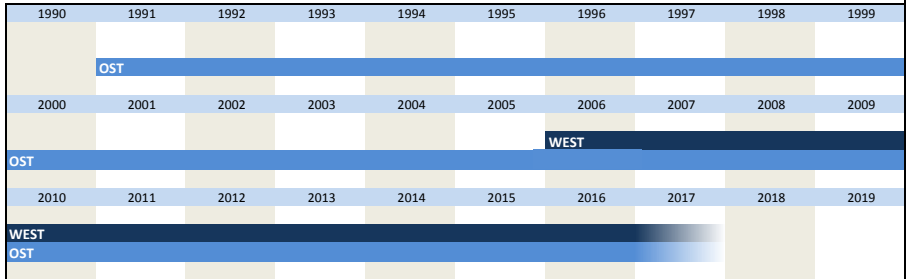
Further information

constraints to production

No inquiry in May 1992

[3]: Conflict - here, "no" was chosen, but for any constraining factor (3.4) han_diffsup to 3.11) han_othrea, "yes" was crossed.

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4)	han_diffsup	difficulties of supply	East 01/1991 to 01/2006	monthly survey

Wording of question

since 01/1991

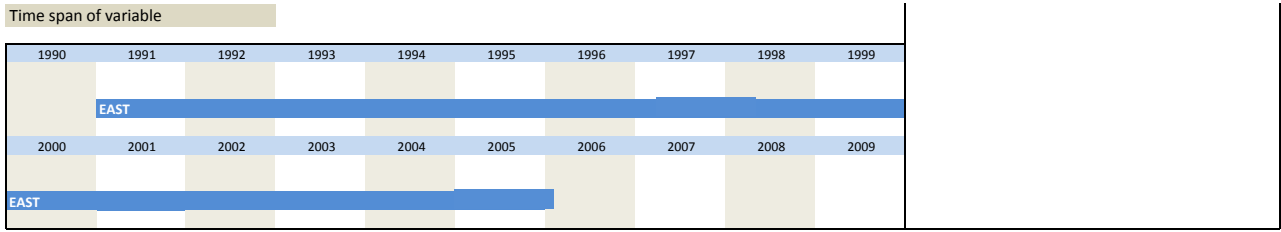
Our sales activity is currently constrained.
If yes, by

difficulties of supply [1]
namely

Further information

difficulties of supply

No inquiry in May 1992



No.	Name	Label	Survey period	Survey frequency
3.5)	han_weakdem	weak demand	East and West since 04/2006	Jan, Apr, Jul, Oct

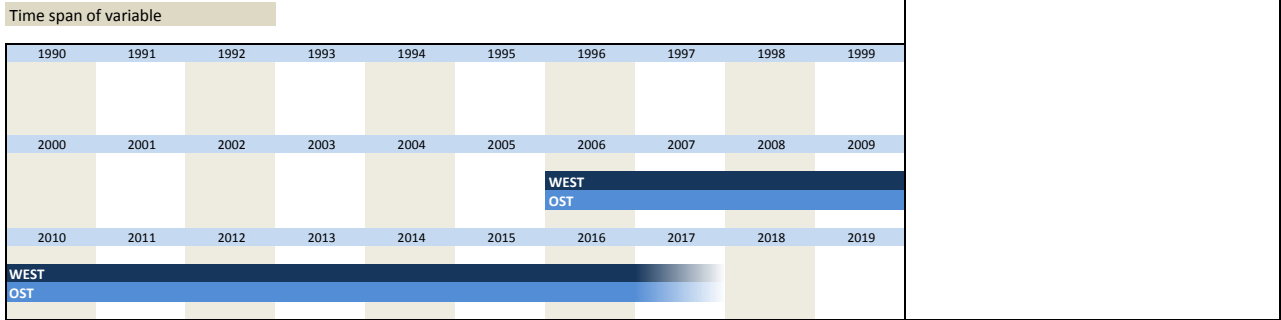
Wording of question

since 01/1991

Our sales activity is currently constrained.
If yes, by

weak demand [1]

Further information
weak demand



No.	Name	Label	Survey period	Survey frequency
3.6)	han_diffin	difficulties in financing	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

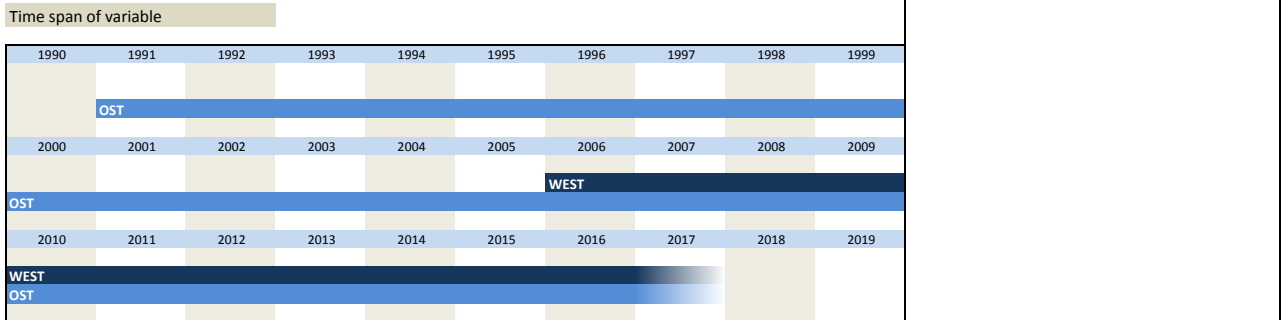
Wording of question

since 01/1991

Our sales activity is currently constrained.
If yes, by

difficulties in financing [1]

Further information
difficulties in financing
No inquiry in May 1992

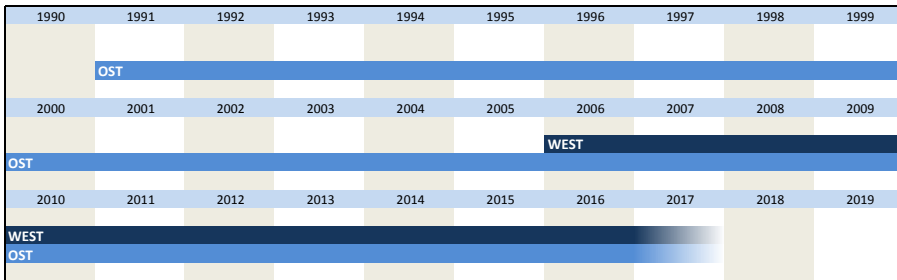


No.	Name	Label	Survey period	Survey frequency
3.7)	han_mplack	lack of manpower	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

01/1991 to 01/2006 Our sales activity is currently constrained. If yes, by lack of qualified manpower [1] <input type="text"/>	Further information Lack of manpower No inquiry in May 1992
since 04/2006 Our sales activity is currently constrained. If yes, by lack of manpower [1] <input type="text"/>	

Time span of variable

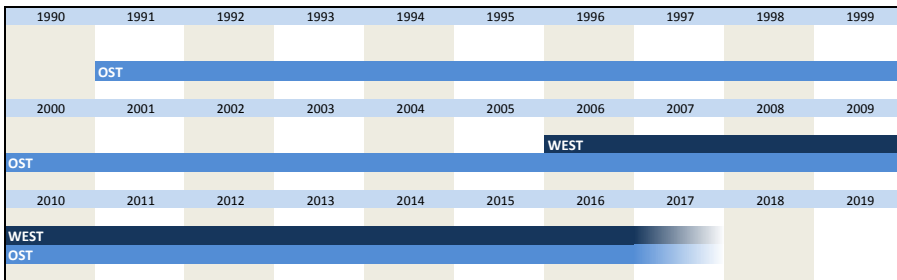


No.	Name	Label	Survey period	Survey frequency
3.8)	han_sclack	lack of spacial capacity	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 01/1991 Our sales activity is currently constrained. If yes, by lack of suitable premises [1] <input type="text"/>	Further information Lack of suitable premises No inquiry in May 1992
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Time span of variable




No.	Name	Label	Survey period	Survey frequency
3.9)	han equip	equipment	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

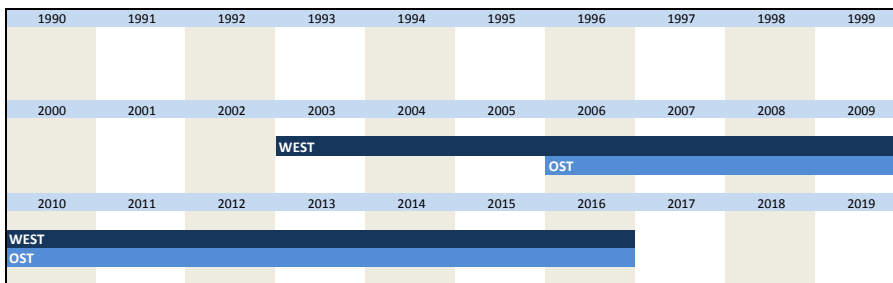
since 01/1991 Our sales activity is currently constrained. If yes, by insufficient equipment, vehicles, etc. [1] <input type="text"/>	Further information Insufficient equipment No inquiry in May 1992
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No.	Name	Label	Survey period	Survey frequency
3.12)	han_credit	credit allocation	West 06/2003 to 08/2005 East and West since 03/2006 East and West since 11/2008	Mrch, Aug* Mrch, Aug monthly survey

Wording of question

<p>since 06/2003</p> <p>How do you evaluate the willingness of banks to grant loans to businesses?</p> <p>accommodating [1] normal/usual [2] reserved/ restrictive [3]</p> 	<p>Further information</p> <p>Credit allocation</p> <p>*in 2003: June, August</p>
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Time span of variable

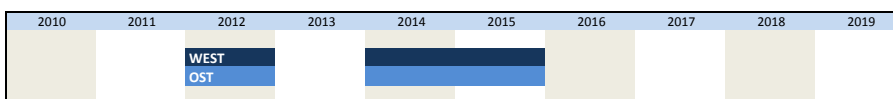


No.	Name	Label	Survey period	Survey frequency
3.13)	han_fairhx	exhibitor at an international specialized fair	East and West since 06/2012	irregularly, Jun

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair</p>
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Time span of variable

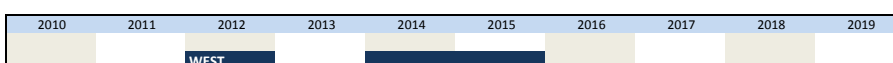


No.	Name	Label	Survey period	Survey frequency
3.14)	han_fairhx_g	exhibitor at an international specialized fair in Germany	East and West since 06/2012	irregularly, Jun

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p>- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany</p>
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Time span of variable



	OST			
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No.	Name	Label	Survey period	Survey frequency
3.15)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	East and West since 06/2012	irregularly, Jun

Wording of question

06/2012	Further information
Is your company represented as an exhibitor at an international specialized fair? [...] If yes, at international specialized fairs - in a foreign European country [1] <input type="text"/>	Exhibitor at an international specialized fair in a foreign European country

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

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

Wording of question

06/2012	Further information
Is your company represented as an exhibitor at an international specialized fair? [...] If yes, at international specialized fairs - in a country outside of Europe [1] <input type="text"/>	Exhibitor at an international specialized fair in a country outside of Europe

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

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

Wording of question

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

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

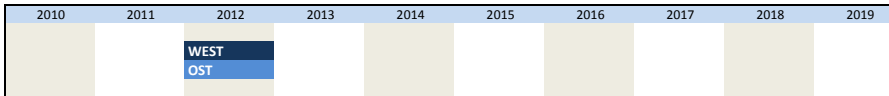
No.	Name	Label	Survey period	Survey frequency
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3.18) **han_fairhexp_g** exhibitor at an international specialized fair in Germany during next 2-3 years **East and West 06/2012** once

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: right;">- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany during the next 2-3 years</p>
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Time span of variable



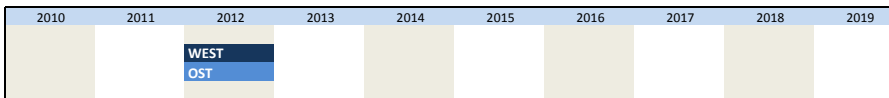
No.	Name	Label	Survey period	Survey frequency
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3.19) **han_fairhexp_e** exhibitor at an international specialized fair in a foreign European country during next 2-3 years **East and West 06/2012** once

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: right;">- in a foreign European country [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years</p>
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Time span of variable



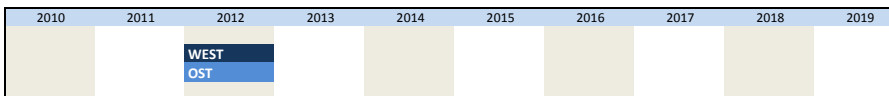
No.	Name	Label	Survey period	Survey frequency
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3.20) **han_fairhexp_ne** exhibitor at an international specialized fair in a country outside Europe during next 2-3 years **East and West 06/2012** once

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: right;">- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years</p>
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Time span of variable



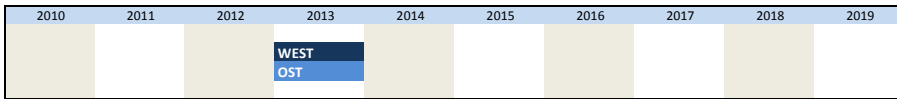
No.	Name	Label	Survey period	Survey frequency
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3.21) **han_flight_ger** Importance of flight connections in Germany **East and West 03/2013** once

Wording of question

03/2013 How important for your company is a flight connection in Germany very important [1] important [2] less important [3] unimportant [4]	Further information Importance of flight connections in Germany
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Time span of variable

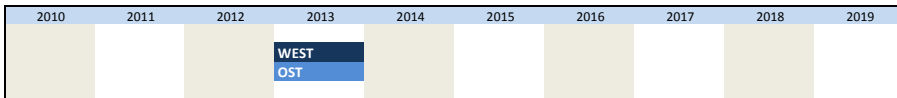


No.	Name	Label	Survey period	Survey frequency
3.22)	han_flight_eur	Importance of flight connections in Europe	East and West 03/2013	once

Wording of question

03/2013 How important for your company is a flight connection in Europe very important [1] important [2] less important [3] unimportant [4]	Further information Importance of flight connections in Europe
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Time span of variable

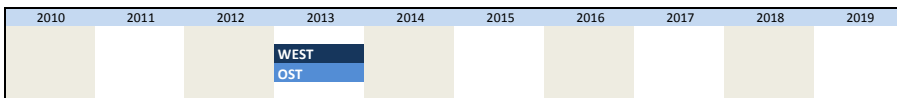


No.	Name	Label	Survey period	Survey frequency
3.23)	han_flight_world	Importance of flight connections worldwide	East and West 03/2013	once

Wording of question

03/2013 How important for your company is a flight connection in worldwide very important [1] important [2] less important [3] unimportant [4]	Further information Importance of flight connections worldwide
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.24)	han_fambus	family business	East and West 02/2014	once

Wording of question

02/2014

D) For research purposes?

Do you envision yourself as a family business?
(This means a company whose voting capital is held predominately by one or more families that are connected)

yes[1] no[2]

Further Information

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.25)	han_minim1	minimum wage q1	East and West 11/2014	once

Wording of question

11/2014

1. 01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

yes[1] no[2]

Further information

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.26)	han_minim2	minimum wage q2	East and West 11/2014	once

Wording of question

11/2014

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

yes no

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

Further information

[1] No measures necessary or scheduled									
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
3.27)	han_minim3	minimum wage q3	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="checkbox"/> [1] personnel cuts</p>	Further information
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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
3.28)	han_minim4	minimum wage q4	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="checkbox"/> [1] reduction of working hours</p>	Further information
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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
3.29)	han_minim5	minimum wage q5	East and West 11/2014	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.30)	han_minim6	minimum wage q6	East and West 11/2014	once

Wording of question

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.31)	han_minim7	minimum wage q7	East and West 11/2014	once
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Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of special payments</p>	Further information
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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
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3.32)	han_minim8	minimum wage q8	East and West 11/2014	once
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Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] other</p>	Further information
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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
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3.33) **han_turnexp** expected turnover this year East and West since 05/2015 annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>3) compared to last year our total revenue this year will likely</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	Further information
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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
-----	------	-------	---------------	------------------

3.34) **han_invest_lj** total investment last year East and West since 05/2015 annual survey

Wording of question

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

*20WW means two years ago
e.g.: If the question was posed in 2015:
20WW=2013

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
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3.35) **han_invcon_lj** investment in construction last year East and West since 05/2015 annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) Last year (20YY* compared to 20WW**) our investments were</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p>	<p>Further information</p> <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>*20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p>
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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
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3.36) **han_inveq_lj** investment in equipment last year East and West since 05/2015 annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) Last year (20YY* compared to 20WW**) our investments were</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p>	<p>Further information</p> <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>*20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p>
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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
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3.37) **han_invest_dj** total investment this year East and West since 05/2015 twice a year (May, Nov.)

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>
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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
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3.38) **han_invcon_dj** investment in construction this year East and West since 05/2015 twice a year (May, Nov.)

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>
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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
3.39)	han_inveq_dj	investment in equipment this year	East and West since 05/2015	twice a year (May, Nov.)

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.40)	han_invest_nj	total investment next year	East and West since 11/2015	annual survey

Wording of question

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

Time span of variable

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

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.41)	han_invcon_nj	investment in construction next year	East and West since 11/2015	annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>
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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
3.42)	han_inveq_nj	investment in equipment next year	East and West since 11/2015	annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>
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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
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3.43)	han_ref1	refugees question 1	East and West 10/2015	once
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Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>trainees <input type="text"/> <input type="text"/></p>	Further Information
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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
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3.44)	han_ref2	refugees question 2	East and West 10/2015	once
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Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>unskilled aid workers <input type="text"/> <input type="text"/></p>	Further Information
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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
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3.45)	han_ref3	refugees question 3	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.46)	han_ref4	refugees question 4	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

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

3.47)	han_ref5	refugees question 5	East and West 10/2015	once
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Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>other positions <input type="text"/> <input type="text"/></p>	Further Information
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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
3.48)	han_ref6	refugees question 6	East and West 10/2015	once

Wording of question

<p>10/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p>labor law-related provisions <input type="text"/> <input type="text"/></p>	Further Information
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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
3.49)	han_ref7	refugees question 7	East and West 10/2015	once

Wording of question

<p>10/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p>unfit level of qualification <input type="text"/> <input type="text"/></p>	Further Information
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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
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3.50)	han_ref8	refugees question 8	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.51)	han_ref9	refugees question 9	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
3.52)	han_minim_post1	affected by minimum wage	East and West 03/2016	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.53)	han_minim_post2	no minimum wage measures	East and West 03/2016	once

Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?	
If yes,	
What measures did you utilize?	
none	<input type="text"/> [1]

Time span of variable

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

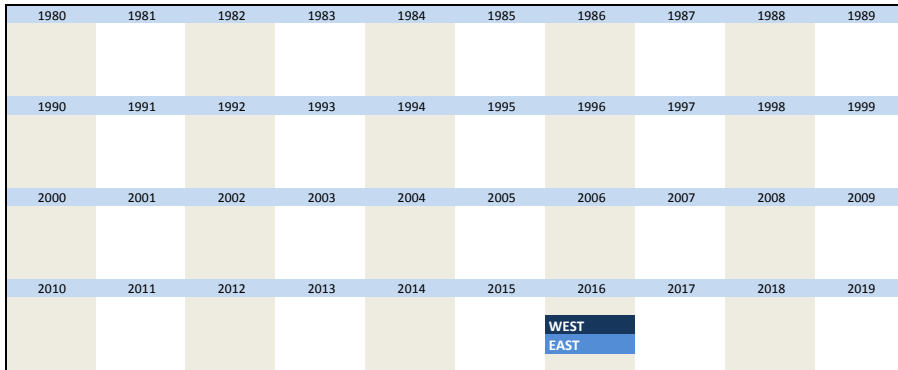
No.	Name	Label	Survey period	Survey frequency
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3.54) **han_minim_post3** measures: employee reduction East and West 03/2016 once

Wording of question

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



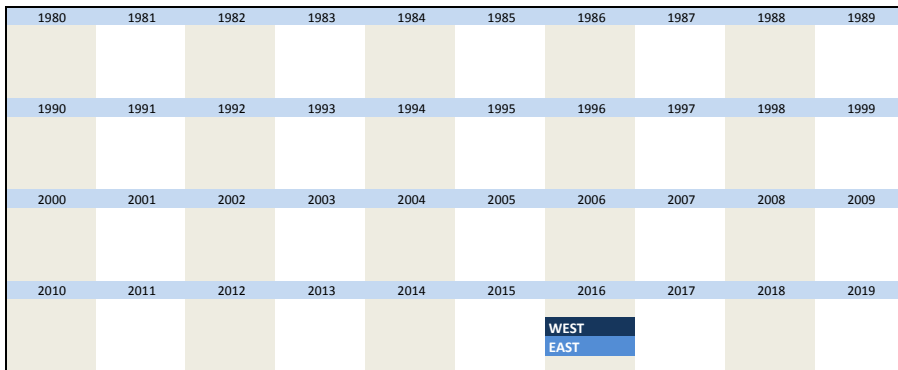
No.	Name	Label	Survey period	Survey frequency
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3.55) **han_minim_post4** measures: working hour reduction East and West 03/2016 once

Wording of question

<p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize?</p> <p>working hour reduction <input type="text"/> [1]</p>	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.56) **han_minim_post5** measures: increased prices East and West 03/2016 once

Wording of question

<p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p>	Further information
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If yes,
What measures did you utilize?

increased prices [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
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3.57) **han_minim_post6** measures: decreased investment East and West 03/2016 once

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?
If yes,
What measures did you utilize?

decreased investment [1]

Further information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.58) **han_minim_post7** measures: decreased special payments East and West 03/2016 once

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?
If yes,
What measures did you utilize?

decreased special payments [1]

Further information

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
3.59)	han_minim_post8	less minijobs	East and West 03/2016	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.60)	han_minim_post9	minijobs transformed into insurable employment	East and West 03/2016	once

Wording of question

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

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
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3.61)	han_minim_post10	new insurable employment	East and West 03/2016	once
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Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?	
Has there been a change in employment in your company?	
new insurable employment was generated [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
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3.62)	han_minim_post11	employment relationships did not change	East and West 03/2016	once
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Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?	
Has there been a change in employment in your company?	
employment relationships did not change [1]	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.63) **han_credities** credit agreement signed East and West 06/2016 once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.64) **han_creditno** credit agreement not signed East and West 06/2016 once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.65)	han_credituse1	financing of ongoing operating resources	East and West 06/2016	once
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Wording of question

06/2016	Further information
What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; display: inline-block;"> financing of ongoing operating resources [1] </div>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.66)	han_credituse2	financing of an investment	East and West 06/2016	once
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Wording of question

06/2016	Further information
What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; display: inline-block;"> financing of an investment [1] </div>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.67)	han_credituse3	other financing	East and West 06/2016	once
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Wording of question

06/2016	Further information

What was the usage of your last negotiated credit?

others	[1]
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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
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3.68)	han_ontrad_yn	online trade: trading online	East and West 08/2016	once
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Wording of question

08/2016	Further information
<p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.69)	han_ontrad_plat	online trade platform	East and West 08/2016	once
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Wording of question

08/2016	Further information
<p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If yes:</p> <p><input type="text"/> [1] own online shop</p> <p><input type="text"/> [2] own online shop as well as other online platforms</p> <p><input type="text"/> [3] exclusively other online platforms (no own online shop existing)</p>	

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

No.	Name	Label	Survey period	Survey frequency
3.70)	han_ontrad_share	online trade share online trade of total revenue	East and West 08/2016	once

Wording of question

08/2016	Further information
<p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If yes: Compared to your total revenue, what do you consider the share of your online trade to be?</p> <p><input type="checkbox"/> [1] <20%</p> <p><input type="checkbox"/> [2] 20-40%</p> <p><input type="checkbox"/> [3] 40-60%</p> <p><input type="checkbox"/> [4] 60-80%</p> <p><input type="checkbox"/> [5] >80%</p>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.71)	han_ontrad_plan	online trade: planned within 12 months	East and West 08/2016	once

Wording of question

08/2016	Further information
<p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If no:</p>	

Are you planning to introduce online trade within the next 12 months?

yes [1] no [2]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.72)	han_midmanager	mid tier: more than 4 managers	East and West 09/2016	once
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Wording of question

09/2016

mid tier

Does your company have more than 4 managers?

yes [1] no [2]

Further information

Time span of variable

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

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

09/2016

mid tier

Does at least one of your managers hold shares of your company?

yes [1] no [2]

Further information

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
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3.74)	han_midyes	mid tier: company rated as mid tier	East and West 09/2016	once
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Wording of question

09/2016	Further information
<p>mid tier Would you rate your company as a "mid tier" company?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.75)	han_ontrad_inf	online trade: influence on business	East and West 10/2016	once
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Wording of question

10/2016	Further information
<p>Online trade How do you assess the influence of online trade on your business?</p> <p><input type="text"/> [1] positive influence</p> <p><input type="text"/> [2] no influence</p> <p><input type="text"/> [3] business reducing</p> <p><input type="text"/> [4] business endangering</p>	

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
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3.76)	han_credit2_1	credit seeking	East and West since 03/2017	irregularly
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Wording of question

03/2017	Further information
credit allocation We had credit talks with banks during the last 3 months <input type="text"/> [1] yes <input type="text"/> [2] no	

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
-----	------	-------	---------------	------------------

3.77)	han_credit2_2	credit allocation	East and West since 03/2017	irregularly
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Wording of question

03/2017	Further information
credit allocation We had credit talks with banks during the last 3 months <input checked="" type="checkbox"/> yes Banks behaved ... in these <input type="text"/> [1] accomodating <input type="text"/> [2] normal <input type="text"/> [3] reserved	

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
3.78)	han_credit2_3	reasons for not credit seeking	East and West since 03/2017	irregularly

Wording of question

<p>03/2017</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input type="checkbox"/> no</p> <p><input type="checkbox"/> [1] no need</p> <p><input type="checkbox"/> [2] other reasons</p>	Further information
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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
3.79)	han_negint	confronted with negative interest rates	East and West since 06/2017	once

Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p><input type="checkbox"/> Yes [1] <input type="checkbox"/> No [2]</p>	Further information
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Time span of variable

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

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

Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="background-color: #ADD8E6;">na arrangements - negative interest rate accepted</td> <td style="background-color: #ADD8E6;">Yes [1]</td> </tr> </table>	na arrangements - negative interest rate accepted	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p>																		
na arrangements - negative interest rate accepted	Yes [1]																				
<p>Time span of variable</p>																					
<table border="1" style="width: 100%; text-align: center;"> <tr> <td style="background-color: #ADD8E6;">2010</td> <td style="background-color: #ADD8E6;">2011</td> <td style="background-color: #ADD8E6;">2012</td> <td style="background-color: #ADD8E6;">2013</td> <td style="background-color: #ADD8E6;">2014</td> <td style="background-color: #ADD8E6;">2015</td> <td style="background-color: #ADD8E6;">2016</td> <td style="background-color: #ADD8E6;">2017</td> <td style="background-color: #ADD8E6;">2018</td> <td style="background-color: #ADD8E6;">2019</td> </tr> <tr> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #000080; color: white;">WEST</td> <td style="background-color: #000080; color: white;">EAST</td> <td style="background-color: #D2B48C;"></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST	EAST	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST	EAST													

No.	Name	Label	Survey period	Survey frequency
3.81)	han_negint_agree	negative interest actions: bank agreements	East and West since 06/2017	once

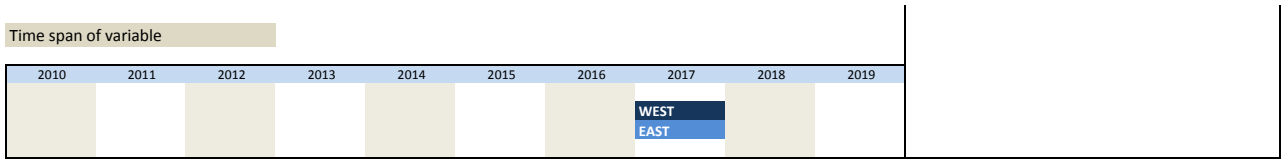
Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="background-color: #ADD8E6;">Negotiation with bank</td> <td style="background-color: #ADD8E6;">Yes [1]</td> </tr> </table>	Negotiation with bank	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p>																		
Negotiation with bank	Yes [1]																				
<p>Time span of variable</p>																					
<table border="1" style="width: 100%; text-align: center;"> <tr> <td style="background-color: #ADD8E6;">2010</td> <td style="background-color: #ADD8E6;">2011</td> <td style="background-color: #ADD8E6;">2012</td> <td style="background-color: #ADD8E6;">2013</td> <td style="background-color: #ADD8E6;">2014</td> <td style="background-color: #ADD8E6;">2015</td> <td style="background-color: #ADD8E6;">2016</td> <td style="background-color: #ADD8E6;">2017</td> <td style="background-color: #ADD8E6;">2018</td> <td style="background-color: #ADD8E6;">2019</td> </tr> <tr> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #D2B48C;"></td> <td style="background-color: #000080; color: white;">WEST</td> <td style="background-color: #000080; color: white;">EAST</td> <td style="background-color: #D2B48C;"></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST	EAST	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
							WEST	EAST													

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

Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="background-color: #ADD8E6;">Change to another bank, which does not require negative interest rates (yet)</td> <td style="background-color: #ADD8E6;">Yes [1]</td> </tr> </table>	Change to another bank, which does not require negative interest rates (yet)	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p>
Change to another bank, which does not require negative interest rates (yet)	Yes [1]		



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

Wording of question

Jun-17

Have you faced negative interest rates on capital contribution by at least one of your banks?

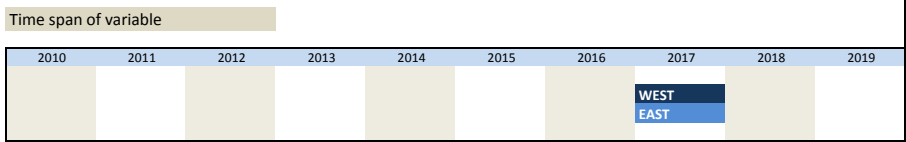
If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

Higher cash ratio	Yes [1]
-------------------	---------

Further information

multiple nominations are possible



No.	Name	Label	Survey period	Survey frequency
3.84)	han_negint_redas	negative interest actions: redeployment in other financial assets and settlement of credits	East and West since 06/2017	once

Wording of question

Jun-17

Have you faced negative interest rates on capital contribution by at least one of your banks?

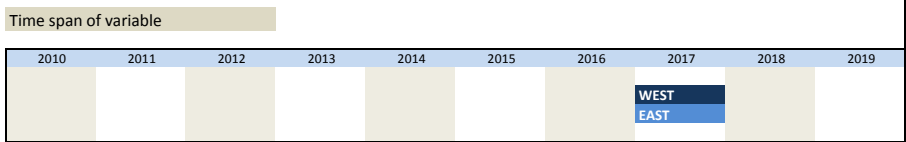
If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

Shift to other financial assets and prepayment credit	Yes [1]
---	---------

Further information

multiple nominations are possible

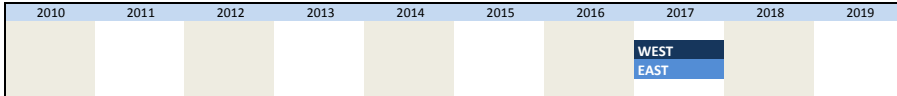


No.	Name	Label	Survey period	Survey frequency
3.85)	han_negint_redasint	negative interest actions: redeployment of assets within company	East and West since 06/2017	once

Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Rearrangements of funds to other segments of the company</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	Rearrangements of funds to other segments of the company	Yes [1]			<p>Further information</p> <p>multiple nominations are possible</p>
Rearrangements of funds to other segments of the company	Yes [1]				

Time span of variable

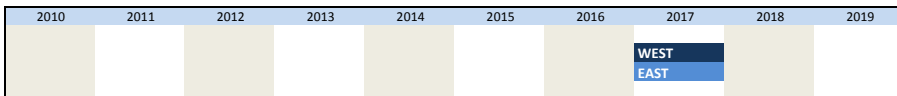


No.	Name	Label	Survey period	Survey frequency
3.86)	han_negint_inv	negative interest actions: investing or preponing (additional) investments	East and West since 06/2017	once

Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">(Early) conducting (additional) investments</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	(Early) conducting (additional) investments	Yes [1]			<p>Further information</p> <p>multiple nominations are possible</p>
(Early) conducting (additional) investments	Yes [1]				

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.87)	han_negint_oth	negative interest actions: other	East and West since 06/2017	once

Wording of question

<p>Jun-17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Other: please specify</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	Other: please specify	Yes [1]			<p>Further information</p> <p>multiple nominations are possible</p>
Other: please specify	Yes [1]				

Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		

No.	Name	Label	Survey period	Survey frequency
3.88)	han_negint_burden	burden of negative interest rates on profit situation	East and West since 06/2017	once

Wording of question

<p>Jun-17</p> <p>Negative interest rates have a negative impact on our revenues</p> <table border="1"> <tr> <td>highla significant [1]</td> <td>significantly [2]</td> <td>negligible or not at all [3]</td> </tr> <tr> <td></td> <td></td> <td></td> </tr> </table>	highla significant [1]	significantly [2]	negligible or not at all [3]				Further information
highla significant [1]	significantly [2]	negligible or not at all [3]					

Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		

No.	Name	Label	Survey period	Survey frequency
3.89)	han_negint_banks	number of relationship banks	East and West since 06/2017	once

Wording of question

<p>Jun-17</p> <p>How many main banks do you use?</p> <p>If No</p> <p>How many banks do you name youre main bank?</p> <table border="1"> <tr> <td>0 [0]</td><td>1 [1]</td><td>2 [2]</td><td>3 [3]</td><td>4 [4]</td><td>More than 4 [5]</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>	0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]							Further information
0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]								

Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST		

4. Standard questions for department stores in percentage

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
									Further information
									Percentage of department stores that appraise the state of business "good"

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
WEST										

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

4.2) **han_questpercansw12** % to statebus satisfiable West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores that appraise the state of business "satisfiable"
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
WEST										

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

4.3) **han_questpercansw13** % to statebus bad West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores that appraise the state of business "bad"
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
WEST										

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

4.4) **han_questpercansw21** % to busvoly higher West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores whose business volume is "higher" than last year
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.2) busvoly
WEST										

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

4.5) **han_questpercansw22** % to busvoly as high as last year West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores whose business volume is "about the same" compared to last year
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.2) busvoly
WEST										

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

4.6) **han_questpercansw23** % to busvoly lower West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores whose business volume
WEST										

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	is "lower" than last year see 2.2) busvoly
WEST										

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

4.7)	han_questpercansw31	% to busvolum higher	West 01/1990 to 01/2002	monthly survey
------	---------------------	----------------------	-------------------------	----------------

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "higher" than previous month see 2.3) busvolum
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.8)	han_questpercansw32	% to busvolum as high as last year	West 01/1990 to 01/2002	monthly survey
------	---------------------	------------------------------------	-------------------------	----------------

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "about the same" compared to previous month see 2.3) busvolum
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.9)	han_questpercansw33	% to busvolum lower	West 01/1990 to 01/2002	monthly survey
------	---------------------	---------------------	-------------------------	----------------

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "lower" than previous month see 2.3) busvolum
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.10)	han_questpercansw41	% to feedst insufficient	West 01/1990 to 01/2006	monthly survey
-------	---------------------	--------------------------	-------------------------	----------------

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their feedstock "insufficient" see 2.4) feedst
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.11)	han_questpercansw42	% to feedst satisfiable	West 01/1990 to 01/2006	monthly survey
-------	---------------------	-------------------------	-------------------------	----------------

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
------	------	------	------	------	------	------	------	------	------	---------------------

WEST										Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.12) **han_questpercansw43** % to feedst too much West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their feedstock "too much" see 2.4) feedst
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.13) **han_questpercansw51** % to prvpn increased West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "increased" their prices compared to previous month see 2.5) prvpn
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.14) **han_questpercansw52** % to prvpn not changed West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have "not changed" their prices compared to last month see 2.5) prvpn
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.15) **han_questpercansw53** % to prvpn decreased West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "lowered" their prices compared to last month see 2.5) prvpn
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.16) **han_questpercansw61** % to expri increasing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
------	------	------	------	------	------	------	------	------	------	---------------------

WEST										Percentage of department stores that expect "increasing" prices see 2.6) exppr
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.17) han_questpercansw62 % to exppr not changing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores that expect prices to "stay about the same" see 2.6) exppr
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.18) han_questpercansw63 % to exppr decreasing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores that expect "decreasing" prices see 2.6) exppr
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.19) han_questpercansw71 % to ords raising West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.20) han_questpercansw72 % to ords not changing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.21) han_questpercansw73 % to ords falling West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "decreased" "not changed" their orders compared to last year see 2.7) ords
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.22)	han_questpercansw81	% to busdevv more favourable	West 01/1990 to 01/2006	monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "more favourable" see 2.8) busdevv
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.23)	han_questpercansw82	% to busdevv not changing	West 01/1990 to 01/2006	monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "staying about the same" see 2.8) busdevv
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency
4.24)	han_questpercansw83	% to busdevv more unfavourable	West 01/1990 to 01/2006	monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "less favourable" see 2.8) busdevv
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

5. Klassifikationsumrechnungstabelle

sector_wz03 auf amtliche WZ2003-Klassifikation

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

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