

List of variables

ifo Business Survey Trade

Data: 1/1990-12/2017

As of May 2018

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List of variables - test of economic cycle - trade

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

1. Variables of identification

Nr.	Name	Label	German description					
	Hame	2000.	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 gegnüber Vormonat					
2.8)	han_exppr	expected prices	Erwartete Verkaufspreise Bestellungen im Vergleich zum Vorjahr					
2.9)	han_ords	orders versus previous year						
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					
2.14)	han comexp unc	uncertainty w.r.t. commercial operation	Slider Unsicherheit					

3. Special questions

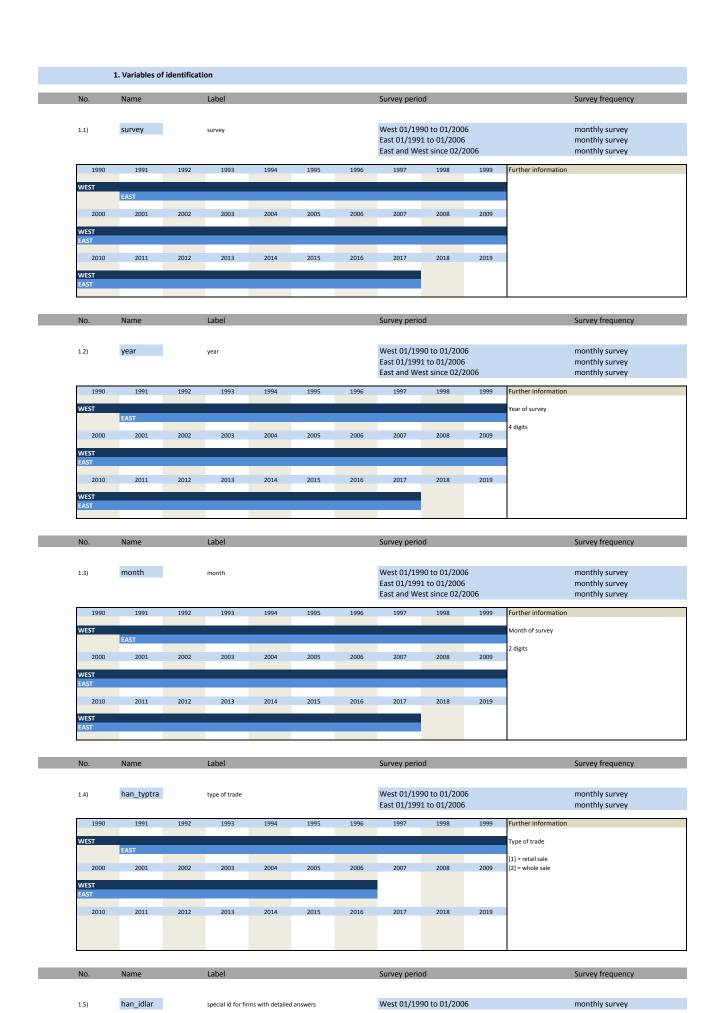
Nr.	Name	Label	German description					
3.1)	han_empl	employees	Beschäftigte					
3.2)	han_totu	total turnover	Gesamtumsatz					
3.3)	han_constrain	constraints to production	Behinderung der Umsatztätigkeit					
3.4)	han_diffsup	difficulties of supply	Beschaffungsschwierigkeiten					
3.5)	han_weakdem	weak demand	Schwache Nachfrage					
3.6)	han_difffin	difficulties in financing	Finanzierungsschwierigkeiten					

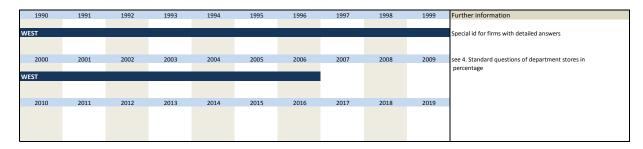
2 71	han mplack	lack of manpower	Mangel an Fachkräften
3.7)			-
3.8)	han_sclack	lack of spacial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han_weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han_othrea	other 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	Aussteller auf einer internationalen Fachmesse in Deutschland
	IIaII_IaIIXII_g	Germany	Additional and cine international and adminesse in Dedischland
3.15)	han_fairxh_e	exhibitor at an international specialized fair in a	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
2.45)		foreign European country	
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)		exhibitor at an international specialized fair during	
3.17)	han_fairxhexp	next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.18)		exhibitor at an international specialized fair in	
	han_fairxhexp_g	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	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3
	ilali_lalixilexp_e	foreign European country during next 2-3 years	Jahren
3.20)	han_fairxhexp_ne	exhibitor at an international specialized fair in a	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-
2.24)		country outside Europe during next 2-3 years	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	Familienunternehemen
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
	han invest li		Gesamtinvestitionen letztes Jahr
3.34)		total investment last year	
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 material and the	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
	han credituse3	other financing	
3.67)		-	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 totoal 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
			Mittelstand: Mindestens ein Geschäftsführer hält Anteile
3.73)	han_midmanshare	mid tier: at least one manager has shares	
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
	han_negint_change		
	HALL HERITH CHANGE	negative interest actions: change of bank	Wechsel der Bank
3.82)			
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	9/ to statabus good	Prozent der Warenhäuser, die die Geschäftslage mit "gut" beurteilen
4.1)		% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen
4.2)	han_questpercansw12	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warennadser, die die Geschaftslage filit Schlecht Deurtenen
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
,	dated better comec	,, ,	
4.7)	han questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vormonat ist
4.8)	han guestpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vormonat ist
4.9)	han questpercansw33	% to busyolm lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vormonat ist
-,	24.004		
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 prvpm increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "erhöht" haben
	han questpercansw52	~	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "nicht verändert" haben
4.14)	nan_questpercansw52	% to prvpm not changed	Prozent der Warenhauser, die inren Verkauispreise gegendber dem Vormonat. nicht Verandert . Haben
4.45\	han avestnessessur[2]	% to prvpm decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "gesenkt" haben
4.15)	han_questpercansw53	% to prvpm decreased	Prozent der Warenhauser, die inren Verkautspreise gegendber dem Vormonat gesenkt naben
4.16)	han_questpercansw61	% to exppr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exppr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exppr decreasing	Prozent der Warenhäuser, die "sinkende" Verkaufspreise erwarten
4.19)	han_questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "erhöht" haben
4.20)	han guestpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert" haben
4.20)	nan_questpercansw/2	70 to ords not changing	11022111 del Walenhauser, die mie bestellungen im Vergielen zum Vorjam Hierit Verandert 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
7.23)	nan_questpercanswoz	75 to business not changing	Trocere del Trorentadoct, die fine desenatischementang als etwa gielenbielbeite
4.24)	han_questpercansw83	% to busdevv more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "ungünstiger" beurteilen





No.	Name		Label				Survey perio	od	Survey frequency			
1.6)	han_weight		weight				West 01/19	90 to 01/200	16	monthly survey		
							East and W	est since 02/2	2006	monthly survey		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST										Weight		
										West 01/1990 to 01/2006		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Weight from [1] to [99]		
WEST										East and West since 02/2006		
						OST				Weight from [1] to [12]		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
WEST												
OST												

No.	Name		Label				Survey perio	od		Survey frequency			
1.7)	han_westea	st	western eastern				West 01/1990 to 01/2006 East and West since 02/2006			monthly survey monthly survey			
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information			
WEST										Difference between Western and Eastern survey			
	EAST												
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 peri	od		Surve	Survey frequency	
1.8)	·						East 01/199	990 to 01/200 91 to 01/200 est since 02/	5	mont	nly survey nly survey nly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST								Federal			ederal state according to ifo-code	
	EAST											
										1 "[01] Berlin West"	10 "[10] Bavaria"	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 "[02] Schleswig-Holstein" 3 "[03] Hamburg"	11 "[11] Saarland" 12 "[12] Mecklenburg-	
WEST										4 "[04] Bremen"	Western-Pomerani	
EAST										5 "[05] Lower Saxony"	13 "[13] Brandenburg	
										6 "[06] Nordrhine-Westphalia"	(incl. Berlin East)"	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	7 "[07] Rhineland-Palatinate"	14 "[14] Saxony-Anhalt	
WEST					8 "[08] Hesse" 15 "[15] Saxony" 9 "[09] Baden-Wuerttemberg" 16 "[16] Thuringia"							
EAST												

No.	Name	ne Label						bc		Survey frequency		
1.9)	sector_id		sector id				West 01/19	90 to 01/200	monthly survey			
							East 01/199	East 01/1991 to 01/2006			monthly survey	
							East and We	est since 02/2	2006		monthly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
1550	1551	1332	1555	1334	1333	1330	1557	1556	1333	r di tilei illioillidtioli		
WEST												
	EAST											
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
WEST												
EAST												
2010	2011	2012	2012	2014	2015	2016	2017	2010	2010			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			

WEST EAST

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

	No.	Name		Label				Survey perio	od		Survey frequency
	.11)	han_id3		identification n	umber (nart3)			West 01/19	90 to 01/200	16	monthly survey
	,	nun_lus		identification ii	uniber (parts)			WC3t 01/13	30 10 01/200	.0	monthly survey
ſ	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
1	NEST										Identification number (part3)
											2 digits
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
ı,											
-	WEST										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
L											

No.	Name		Label				Survey perio	od		Survey frequency
1.12)	runnum		running numbe	r of plant			West 01/19	90 to 01/200	16	monthly survey
							East 01/199	1 to 01/2006	5	monthly survey
							East and We	est since 02/2	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Running number of plant
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2000	4 digits
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey perio	od			Survey frequency
1.13)	idnum		firm X adress fi	le id			West 03/19	94 to 01/200	6		monthly survey
							East 04/199	2 to 01/2006			monthly survey
							East and We	est since 02/2	2006		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
				WEST						Firm adress file id	
		EAST								7 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	7 digits	
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											
										ļ	

No.	Name		Label				Survey perio	d		Survey frequency
1.14)	han_plantnu	mkt	KT information i	d			West 01/19			monthly survey
							East 07/199	8 to 01/2006		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Information id, composed of

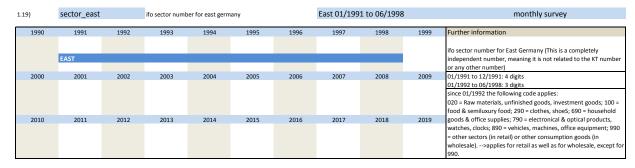


No.	Name		Label				Survey perio	od		Survey frequency
1.15)	han_plantn	umeast	information id f	or east germany			East 01/199	91 to 06/1998		monthly survey
1990	1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	Further information Information id, 11 digits, formed with sector number for East Germany 01/1991 to 02/1992:
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 1-4: 1.22) sec1 digit 5-6: 1.15) fedstaifo digit 7-11: 1.11) runnum 03/1992 to 06/1998
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	digit 1-3: 1.22) sec1, digit 4-5: 1.15) fedstaifo digit 6-10: 1.11) runnum

No.	Name		Label				Survey perio	od		Sun	rey frequency
1.16)	han_plantnu	umwz03	WZ03 informati	on id			East and W	est since 02/	2006	mor	nthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
										Identification id, composed of WZ03 number, 13 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 1-6: 1.14) sec3	WZ03 Nummer
						WEST EAST	_			digit 7-8: 1.15) fedstaifo digit 9-13: 1.11) runnum	Bundesland entsprechend ifo Codierung Laufende Firmennummer
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

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

No.	I	Name		Label				Survey perio	od			Survey frequency
1.18)		sector_ifo		KT sector numb	er				90 to 01/200 8 to 01/2006			monthly survey monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WES	Т								EAST		KT sector number	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5 digits KT number	
WES'												
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		



Name		Label				Survey perio	od			Survey frequency
sector_total		sector name tra	de			East since 0	1/1991			monthly survey
						West since	01/1990			monthly survey
1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
EAST										
2001	2002	2003	2004	2005	2006	2007	2008	2009		
2011	2012	2013	2014	2015	2016	2017	2018	2019		
	1991 EAST 2001	1991 1992 EAST 2001 2002	1991 1992 1993 EAST 2001 2002 2003	1991 1992 1993 1994 EAST 2001 2002 2003 2004	1991 1992 1993 1994 1995 EAST 2001 2002 2003 2004 2005	1991 1992 1993 1994 1995 1996 EAST 2001 2002 2003 2004 2005 2006	West since 1 1991 1992 1993 1994 1995 1996 1997 EAST 2001 2002 2003 2004 2005 2006 2007	West since 01/1990 1991 1992 1993 1994 1995 1996 1997 1998 EAST 2001 2002 2003 2004 2005 2006 2007 2008	West since 01/1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 EAST 2001 2002 2003 2004 2005 2006 2007 2008 2009	West since 01/1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 Further information EAST 2001 2002 2003 2004 2005 2006 2007 2008 2009

No.	Name		Label				Survey perio	od		Survey frequency
1.21)	han_typequ		type of questio	nnaire			East 07/199	8 to 01/2006	5	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
2000	2001	2002	2003	2004	2005	2006	2007	EAST 2008	2009	Type of questionnaire Differenciates which branches are shown on the questionnaire retail: wholesale:
EAST	2001	2002	2003	2004	2003	2000	2007	2555		[1] e.g.: "toys" etc. [1] e.g.: "wood" etc. [2] e.g.: "photography products!" [2] e.g.: "household goods" etc. [3] e.g.: "Books" etc. [3] e.g.: "Bicycles" etc.
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

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

		II. Variable	s regarding th	ne survey pro	ocess					
No.	Name		Label				Survey peri	od		Survey frequency
							144	05/2007		and the same
1.23)	online		online				West since			monthly survey
							East since 0	5/2007		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Questionnaire was answered online
	EAST									
										[0] paper
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[1] fax
										[2] online
WEST										[5] manually collected
EAST										

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

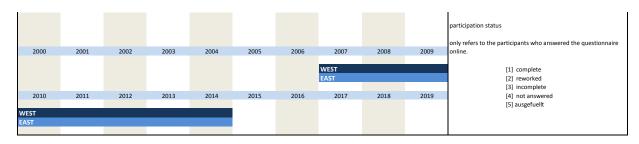
No.	Name		Label				Survey perio	od		Survey frequency
1.24)	survey_star	rt	survey_start				West since 0			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Start of the survey only refers to the participants who answered the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										

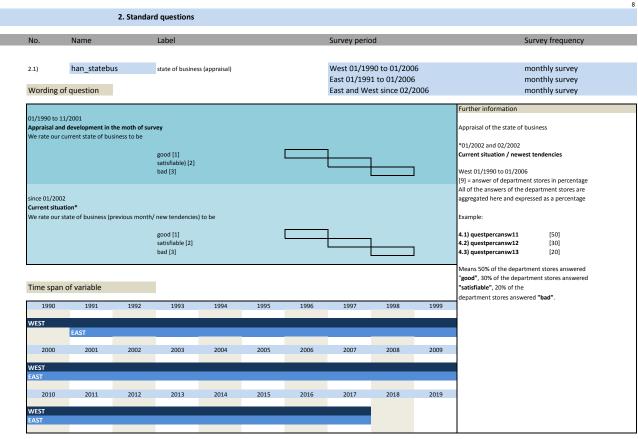
No.	Name		Label				Survey perio	od		Survey frequency
1.25)	survey_end		survey_end				West since	01/2005		monthly survey
							East since 0	1/2005		monthly survey
										In the second
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										End of the survey
										only refers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

No.	Name		Label				Survey perio	d		Survey frequency
1.26)	participation	n_date	participation da	ite			West since 0	1/2005		monthly survey
							East since 01	1/2005		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Participation date
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	only refers to the participants who answered the questionnaire online.
							WEST EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

No.		Name		Label				Survey perio	d		Survey frequency
1.28)		participation s	tatus		participation state	us		West since 0	2/2005		monthly survey
				•				East since 02	/2005		monthly survey
19	990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information





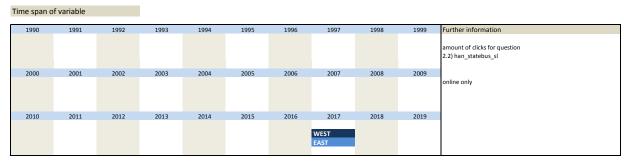
2.2)	han statebu	ıs sl	state of business	s (VAS)			East and Wes	st since 01/2	2017	monthly survey
-,				()				, ,		
Vording of	question									
										Further information
nce 01/2017										
urrent situation /e rate our sta		revious month/	new tendencies)	to be						Appraisal of the state of business (slider)
			·							
	0		50			100				online only
	bad			satisf	iable			good		
ime span o	t variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

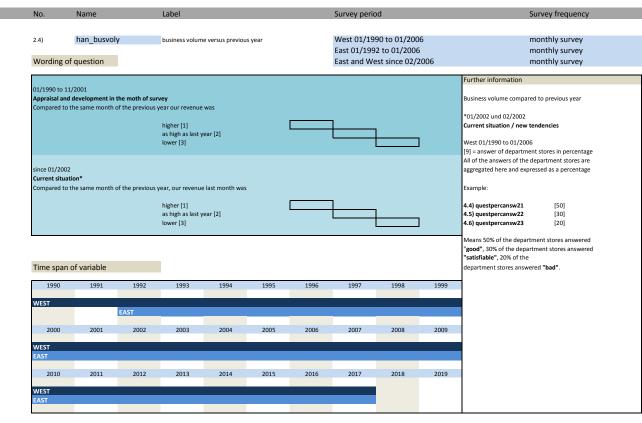
Survey period

Survey frequency

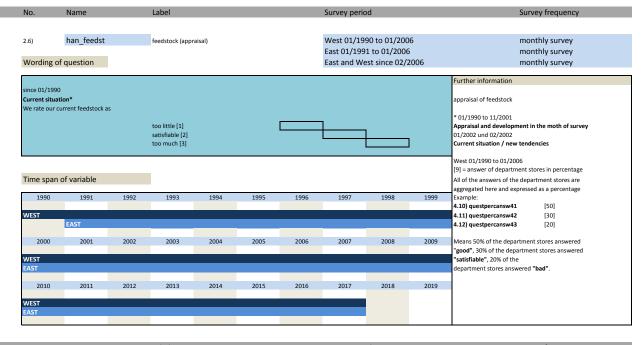
No. Name

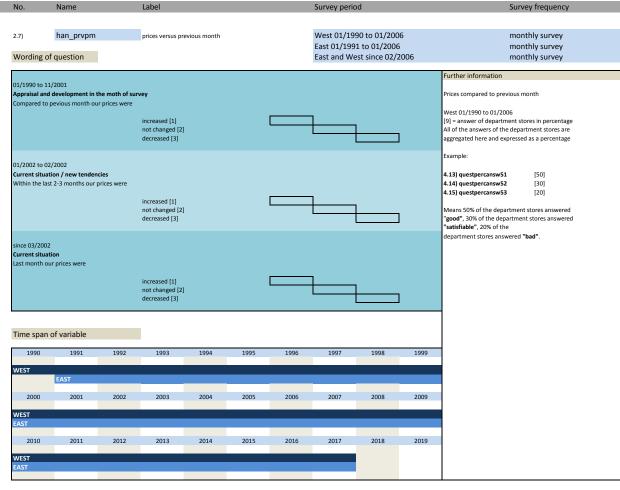
No.	Name	Label	Survey period	Survey frequency
2.3)	han_statebus_clicks	state of business (clicks)	East and West since 01/2017	monthly



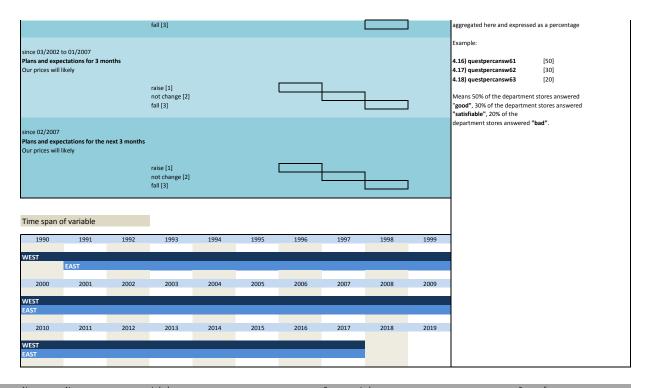


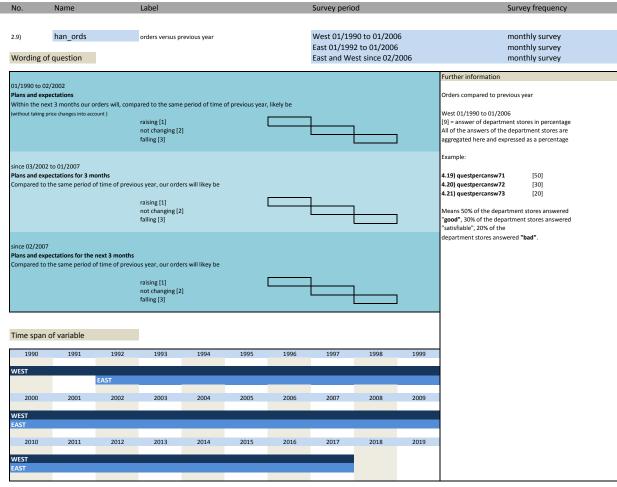
-	Name		Label				Survey perio	d		Sur	vey frequency
-,	han busvol		la de la composição de la				West 01/199	00 to 01 /200	12	ma	onthly survey
5)	man_busvoi	111	business volume	e versus previou	is month		East 01/199				onthly survey
lording of	f question						East 01/1991	1 (0 01/2002		mc	ntniy survey
ording or	question										
										Further information	
	to 11/2001										
	development in last month our re		vey							Business volume compared t	to the previous month
inpared to i	iast month our re	venue is								West 01/1990 to 01/2006	
			higher [1]							[.] = answer of department s	tores in percentage
			not changed [2]							All of the answers of the dep	
			lower [3]				L			aggregated here and express	ed as a percentage
										Example:	
										Example:	
/2002											
/2002 rrent situat	ion / new tender	ncies								4.7) questpercansw31	[50]
rrent situat			of seasonal fluctu	ations, our rever	nue					4.8) questpercansw32	[30]
rrent situat				ations, our rever	nue						
rrent situat			increased [1]		nue					4.8) questpercansw32 4.9) questpercansw33	[30] [20]
rrent situat			increased [1] remained about		nue				l	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme	[30] [20] nt stores answered
rrent situat			increased [1]		nue				l	4.8) questpercansw32 4.9) questpercansw33	[30] [20] nt stores answered
rrent situat			increased [1] remained about		nue				l	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm	[30] [20] nt stores answered ent stores answered
rrent situat thin the last	t 2-3 months, und		increased [1] remained about		nue				l	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
rrent situat thin the last			increased [1] remained about		nue				<u>I</u>	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
rrent situat thin the last	t 2-3 months, und		increased [1] remained about		1995	1996	1997	1998	1999	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
me span	t 2-3 months, und	der elimination o	increased [1] remained about decreased [3]	the same [2]		1996	1997	1998	1999	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
rrent situat ithin the last me span	of variable	der elimination o	increased [1] remained about decreased [3]	the same [2]		1996	1997	1998	1999	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
me span	t 2-3 months, und	der elimination o	increased [1] remained about decreased [3]	the same [2]		1996	1997	1998	1999	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
me span	of variable	der elimination o	increased [1] remained about decreased [3]	the same [2]		1996	1997	1998	1999	4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
me span 1990 EST	of variable 1991 EAST	der elimination o	increased [1] remained about decreased [3]	t the same [2]	1995					4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered
me span	of variable 1991 EAST	der elimination o	increased [1] remained about decreased [3]	t the same [2]	1995					4.8) questpercansw32 4.9) questpercansw33 Means 50% of the departme "good", 30% of the departm "satisfiable", 20% of the	[30] [20] nt stores answered ent stores answered



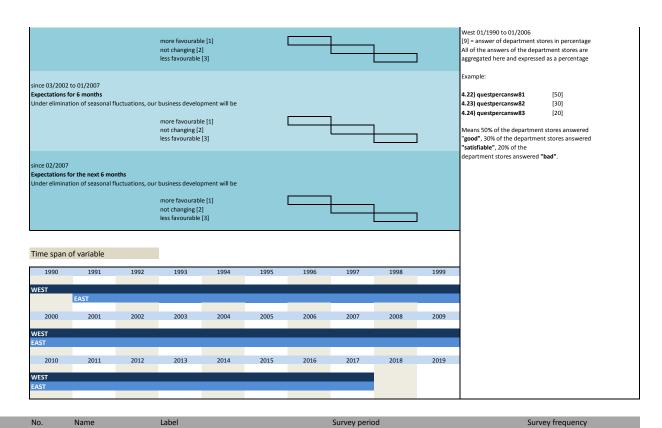


No.	Name	Label	Survey period	Survey frequency
2.8)	han_exppr	expected prices	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
Wording	g of question		East and West since 02/2006	monthly survey
			Fui	ther information
01/1990 to	02/2002			
Plans and a	expectations		Exc	pected prices
· iaiis aiia c				
	next 3 months our prices wil	l likely		F
	•	llikely		st 01/1990 to 01/2006
	•	l likely raise [1]		·





No.	Name	Label	Survey period	Survey frequency
2.10)	han_comexp	business development	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
Wording o	f question		East and West since 02/2006	monthly survey
				Further information
01/1990 to 02	2/2002			
Plans and exp	ectations			Business development
Within the ne	xt 6 months, under elimination	of seasonal fluctuations, our business development will be		



	han_comex		business develop	. ,			East and We			monthly survey
oraing of	question									Further information
	or the next 6 mo									business development (slider)
der eliminati	ion of seasonal f	luctuations, our l	business develop	ment will be						
	0		50			100				online only
	less favourable			not ch	anging			more favourable	•	
ne span o	f variable									
ne span o	of variable	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991									
		1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991									

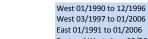
2.12)	han_comexp_clicks		business develo	pment (clicks)			East and We	st since 01/2	2017	monthly
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										amount of clicks for question 2.11) han_comexp_sl
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
										online only
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

Survey period

Survey frequency

No. Name Label

No. Name Label Survey period Survey frequency

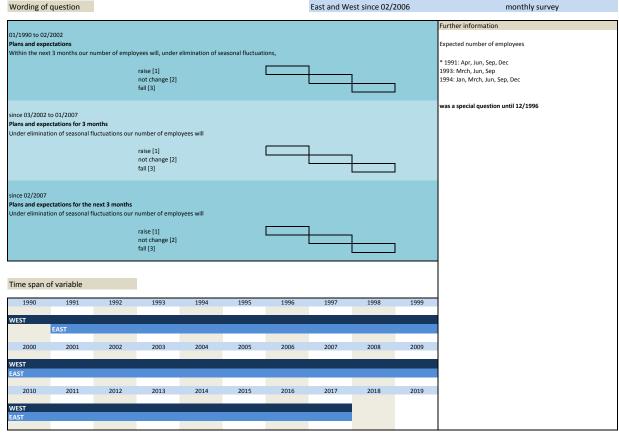


Mrch, Jun, Sep, Dec* monthly survey monthly survey monthly survey

Wording of question

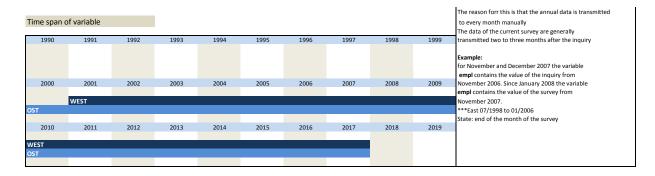
han_emplexp

expected employees

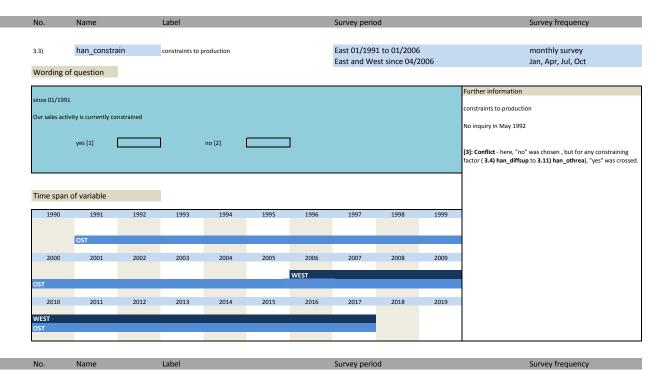


NO.	ivame		Labei				Survey perio	u		Survey frequency
14)	han_comex	p_unc	uncertainty w.r.	t. commercial o	peration		West since 0			monthly monthly
ince 07/2017										Further information
We assess the I		guarding our com								
		0-low		50-mediur			I 100-high			
Time span o	f variable									
1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	
2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
						WEST EAST				

	3. Sonderfragen			
No.	Name	Label	Survey period	Survey frequency
3.1) Wording o	han_empl of question	employees	West von 10/2001 to 10/2005 East von 10/2000 to 10/2005 East and West since 02/2006	annual survey, Oct annual survey, Oct* annual survey, Nov**
since 10/200	00			Further information employees
	. , , , , ,	ping family members, apprentices, temporary employees)***: . persons in our company.		*East 2001: monthly survey **since 02/2006
				Even though the data is only inquired annually, they appear in the dataset monthly.



No.	Name		Label				Survey perio	od		Survey frequency
3.2)	han_totu		total turnover				East von 10	0/2000 to 10/ /1998 to 10/ est von 11/20	2005	annual survey, Oct annual survey, Oct annual survey, Nov
Wording	of question						Lust und VV	230 4011 11/20	300	umadi sarvey, nov
West 10/200	00									Further information
	r total turnover was	5			less than 1/2 MM 1/2 - 1 " " 1 - 2 " " 2 - 5 " " 5 - 10 " " 10 - 50 " " 50 - 100 " "			[1] [2] [3] [4] [5] [6] [7]		Total turnover Since October 2001: uniform size class for Eastern and Western Germany This data, which is inquired once a year, is needed for weighting purposes
East 10/199	8 to 10/2000									
Last year the	e size range of our ro	evenue (without	sales tax) was		< 500 000 DM DM 500 000 to 1 1 to < 2 M DM 2 to < 5 M DM 5 to < 10 M DM 10 to < 25 M DW 25 M DM and m	1		[1] [2] [3] [4] [5] [6] [7]		
10/2001										
Last busines	s year our total turr	nover was (in DM):		less than 0,5 M 0.5 - 1.0 " 1.0 - 2.0 " 2.0 - 5.0 " 5.0 - 10.0 M 10.0 - 25.0 " 25.0 - 50.0 " 50.0 - 100.0 " more than 100 M	и		[1] [2] [3] [4] [5] [6] [7] [8] [9]		
since 10/200	02 to 10/2005, since	11/2006 to 11/2	2008							
	s year our total turr				less than 0,25 M 0.25 - 0.5 " 0.5 - 1.0 " 1.0 - 2.5 " 2.5 - 5.0 M 5.0 - 12.5 " 12.5 - 25.0 " 25.0 - 50.0 " more than 50 M			[1] [2] [3] [4] [5] [6] [7] [8]		
since 11/200	09									
Last busines	s year our total turr	nover was (in Eur	o):		less than 0,25 M 0.25 - 0.5 0.5 - 1.0 1.0 - 2.5 2.5 - 5.0 5.0 - 12.5 M 12.5 - 25.0 25.0 - 50.0 50.0 - 1.0 bn more than 1.0 bn			[1] [2] [3] [4] [5] [6] [7] [8] [9]		
Time spar	n of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998 OST	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST OST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

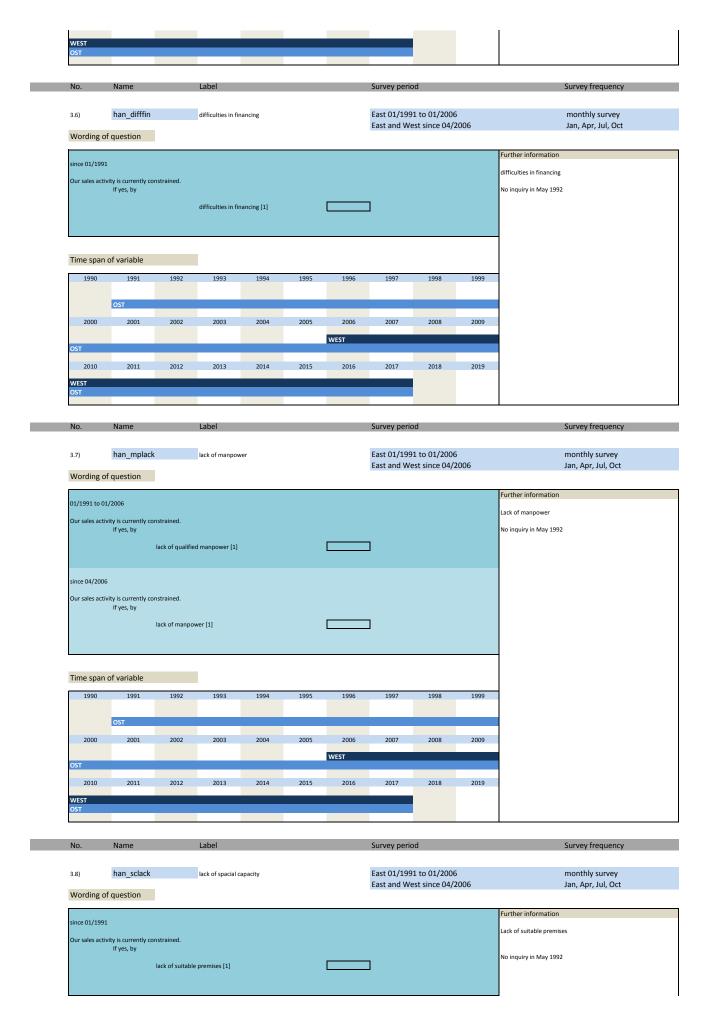


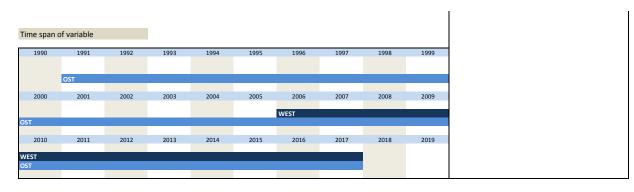
ording o	han_diffsup		difficulties of su	ibbià			Last 01/199	1 to 01/2006		monthly survey
ce 01/1991		nstrained.	difficulties of su namely	ipply [1]			1			Eurther information difficulties of supply No inquiry in May 1992
me span	of variable									
me span	of variable 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	

No. Name Label

	han_weakd	em	weak demand				East and We	est since 04/2	2006	Jan, Apr, Jul, Oct
ording of	question									
e 01/1991										Further information
										weak demand
sales activi	ity is currently co If yes, by	instrained.								
			weak demand [:	1]						
ne span o	of variable									
ne span o	of variable	1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991					2006				
1990	1991									

Survey period

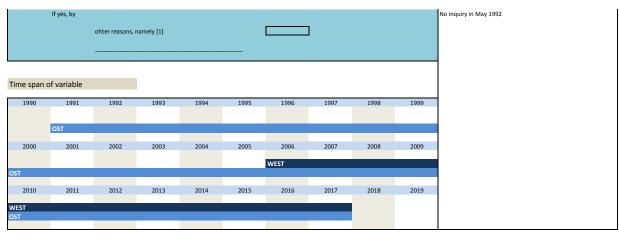




Wording of question Since 01/1991	onthly survey n, Apr, Jul, Oct
Wording of question Since 01/1991 Our sales activity is currently constrained. If yes, by insufficient equipment, vehicles, etc. [1] Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	,,,,p,,,sai, ecc
Since 01/1991 Our sales activity is currently constrained. If yes, by Insufficient eqipment, vehicles, etc. [1] Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
Our sales activity is currently constrained. If yes, by insufficient equipment No inquiry in May 1992 Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
If yes, by Insufficient eqipment, vehicles, etc. [1] Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
insufficient eqipment, vehicles, etc. [1] Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
vehicles, etc. [1] Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
Time span of variable 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 OST	
ОЅТ	
ОЅТ	
2000 2004 2002 2002 2004 2005 2005 2007 2000	
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009	
WEST	
OST	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	
WEST	
OST	

	Name		Label				Survey perio	od		Survey frequenc
3.10)	han_weathe	er	unfavourable w	veather			East 02/199 East and We			monthly survey Jan, Apr, Jul, Oct
since 02/199	of question 4 ivity is currently cou	nstrained.								Eurther information Unfavourable weather No inquiry in May 1992
	,,,		unfavourable w	veather [1]]			
	of variable	1992	1993	1994	1005	1996	1997	1998	1000	
Time span	of variable	1992	1993	1994 OST	1995	1996	1997	1998	1999	
		1992			1995	2006	1997	1998	1999	
1990	1991			OST						
1990	1991			OST		2006				

	NO.	Name	Label	Survey period	Survey frequency
	3.11)	han_othrea	other reasons	East 01/1991 to 01/2006	monthly survey
		_		East and West since 04/2006	Jan, Apr, Jul, Oct
	Wording of	question			·
ı					Further information
ı	since 01/1991				Other reasons
	Our sales activit	ty is currently constrained.			Other reasons



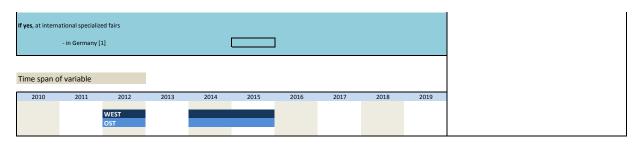
No.	Name		Label				Survey perio	od			Survey frequency
3.12)	han_credit		credit allocation	n			West 06/20	03 to 08/200	5		Mrch, Aug*
							East and We	est since 03/2	2006		Mrch, Aug
							East and We	est from 11/2	2008 to 12/	2016	monthly survey
Wording of	fquestion										
since 06/2003										Further information	
		6 h h								Credit allocation	
now ao youev	raluate the willing	ness of banks to	grant loans to t	ousinesses?						*in 2003: June, August	t
		accommodatin									
		normal/usual [
		reserved/ restr	ictive [3]								
		reserved/ restr	ictive [3]				J				
		reserved/ restr	ictive [3]								
		reserved/ restr	ictive [3]								
Time span	of variable	reserved/ restr	ictive [3]				J				
Time span		reserved/ restr	1993	1994	1995	1996	1997	1998	1999		
	of variable			1994	1995	1996	1997	1998	1999		
	of variable			1994	1995	1996	1997	1998	1999		
	of variable			1994	1995	1996	1997	1998	1999		
	of variable			1994	1995	1996	1997	1998	1999		
1990	of variable	1992	1993								
1990	of variable	1992	1993			2006					
1990	of variable	1992	1993								
1990	of variable	1992	1993			2006					
1990 2000 2010	of variable 1991 2001	1992	1993 2003 WEST	2004	2005	2006 OST	2007	2008	2009		
1990	of variable 1991 2001	1992	1993 2003 WEST	2004	2005	2006 OST	2007	2008	2009		

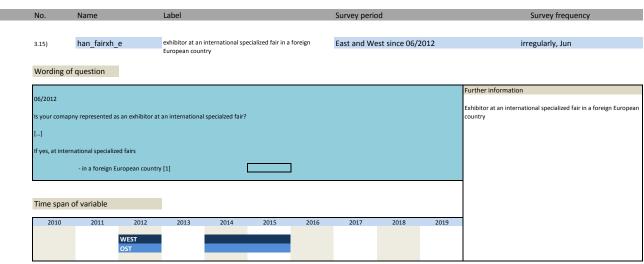
3.13)	han_fairxh		exhibitor at an i	nternational sp	ecialized fair		East and We	est since 06/2	012	irregularly, Jun
Nording o	f question									le a company
06/2012 s your compa	any represented	as an exhibitor at	an international	specialized fair?						Further information Exhibitor at an international specialized fair
	yes [1]]	no [2]						
Γime span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		OST OST								

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

Wording of question

No. Name Label

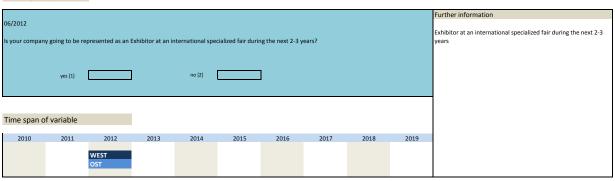




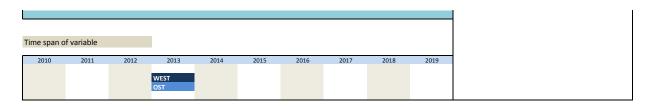
3.16) Wording o	han_fairxh_	ne	exhibitor at an i outside Europe		cialized fair in a	country	East and We	est since 06/2	012	irregularly, Jun
06/2012 Is your coma _l []	pny represented a			specialzed fair?						Further information Exhibitor at an international specialized fair in a country outs of Europe
Time span	of variable	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	WEST	2013	2014	2015	2016	2017	2018	2019	

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

Wording of question



No. Name Label Survey period Survey frequency



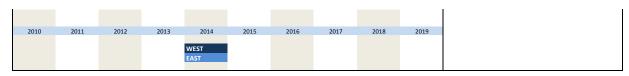
No.	Name		Label				Survey perio	od		Survey frequency
3.22)	han_flight_e	eur	Importance of f	light connections	in Europe		East and We	est 03/2013		once
Wording	of question									
wording	or question									
03/2013										Further information
										Importance of flight connections in Europe
How importa	ant for your compar	ny is a flight coi	nnection in							
Europe										
Europe		very importan	t [1]]			
		important [2] less important	[3]							
		unimportant [
Time spar	n of variable									
Tille spai	I OI Vallable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST							
			OST							
										<u>l</u>

No.	Name		Label				Survey perio	od		Survey frequency
3.23)	han_flight_v	vorld	Importance of f	light connections	worldwide		East and We	est 03/2013		once
Wording of	question									
03/2013 How importan	it for your compar	ıv is a flight co	nnection in							Further information Importance of flight connections worldwide
worldwide		very importar important [2] less important unimportant	nt [1] t [3]]			
Time span	of variable									
			2013	2014	2015	2016	2017	2018	2019	1

No. Name Label

Survey period Survey frequency

4)	han_fambus		family business				East and We	est 02/2014		once
ording of	question									
/2014										Further Information
For research	purposes?									
	n yourself as a fan									
is means a c	company whose vo	oting capital is I	neld predominate	ely by one or mo	ore families that	are connected)				
	1	yes[1]		no[2]						
	Ŋ	yes[1]		no[2]						
me snan o		yes[1]		no[2]						
·	of variable									
me span o		yes[1] 1982	1983	no[2]	1985	1986	1987	1988	1989	
·	of variable				1985	1986	1987	1988	1989	
1980	of variable	1982	1983	1984						
·	of variable				1985	1986	1987	1988	1989	
1980	of variable	1982	1983	1984						
1980	of variable	1982	1983	1984						



No.	Name		Label				Survey perio	od		Survey frequency
3.25)	han_minim:	1	minimum wag	e q1			East and We	est 11/2014		once
Wording o	f question									
										Further information
11/2014										
	the general mini		y will be implen	nented.						
Is your comp	oany affected by t	his?								
		1		7 741						
		yes[1]		no[2]						
F:	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	-
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984	1985 1995	1986 1996	1987 1997	1988 1998	1989 1999	
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998		
1980	1981								1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993	1994 2004	1995 2005	1996	1997 2007	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993	1994 2004	1995 2005	1996	1997 2007	1998	1999	

No. Name Label

5)	han_minim2	2	minimum wage	e q2			East and We	est 11/2014		once
ording of	question									
										Further information
/2014										
	general minimu y affected by thi	um wage policy v is?	vill be implemer	ited.						
		yes		no						
If yes: With w	which measures w	will you likely rea	ct to the minim	um wage?						
		[1] No measure		a ala a de el a d						
		ITTI NO measure	s neccessary or	strieduled						
		10.0								
me span o										
me span o		1982	1983	1984	1985	1986	1987	1988	1989	
	f variable		1983	1984	1985	1986	1987	1988	1989	
	f variable		1983	1984	1985	1986	1987	1988	1989	
me span o 1980	f variable		1983	1984	1985	1986	1987	1988	1989	
1980	of variable	1982								
1980	of variable 1981 1991	1982 1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable	1982								
1980	of variable 1981 1991	1982 1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1982 1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1982 1992 2002	1993 2003 2013	1994	1995 2005	1996	1997	1998	1999	

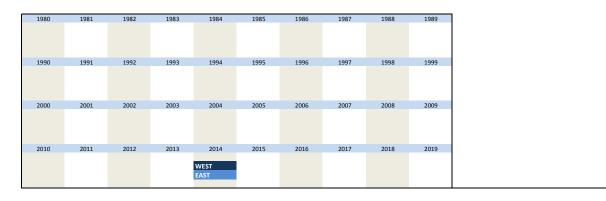
Survey period Survey frequency

3.27)	han_minim3	minimum wage q3	East and West 11/2014	once
Wording of	question			
11/2014				Further information

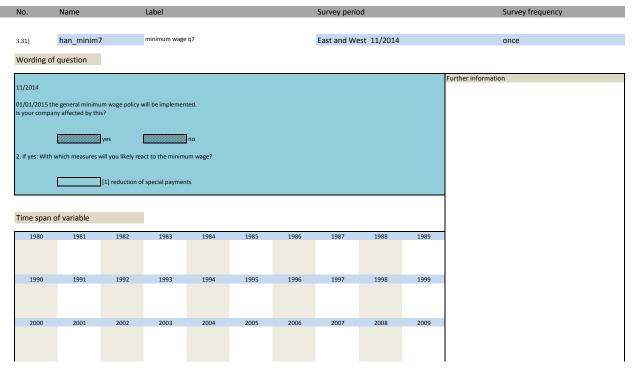
Is your compan	vhich measures v	yes	ct to the minim	no					
Time span o	of variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2019

No.	Name	La	bel				Survey perio	d		Survey frequency
3.28)	han_minim4	mir	nimum wage	q4			East and We	st 11/2014		once
Wording of	question									
										Further information
11/2014										Further information
01/01/2015 the	general minimu	m wage policy will b	be implemen	ted.						
	y affected by this									
		yes		no						
2. If yes: With w	hich measures w	rill you likely react to	o the minimu	ım wage?						
		[1] reduction of wo	orking hours							
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST						
				EAST						
										<u> </u>

NO.	ivame	Labei	Survey period	Survey frequency
3.29)	han_minim5	minimum wage q5	East and West 11/2014	once
Wording o	f question			
11/2014			Fu	rther information
	he general minimum wage any affected by this?	policy will be implemented.		
	yes	no		
2. If yes: With	which measures will you li	ikely react to the minimum wage?		
	[1] incre	ease in prices		
T	of adult			
Time span	of variable			



No.	Name		Label				Survey perio	od		Survey frequency
3.30)	han minime		minimum wage	e a6			East and We	act 11/201/		once
3.30)	man_mini	,	muga	- 40			Last and we	51 11/2014		once
Wording o	f question									
11/2014										Further information
01/01/2015 tl	he general minimu any affected by thi	ım wage policy v	vill be implemer	nted.						
,	,,									
		yes		no						
				_						
2. If yes: With	which measures v	vill you likely rea	ict to the minim	ium wage?						
		n								
		[1] reduction of	finvestment							
Time span	of variable									
	of variable		1983	1984	1985	1986	1987	1988	1989	
Time span		1982	1983	1984	1985	1986	1987	1988	1989	
	of variable		1983	1984	1985	1986	1987	1988	1989	
	of variable		1983	1984	1985	1986	1987	1988	1989	
	of variable		1983	1984	1985	1986	1987 1997	1988	1989 1999	
1980	of variable	1982								
1980	of variable	1982								
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	of variable	1982								
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991 2001	1982 1992 2002	1993	1994 2004 2014	1995	1996	1997 2007	1998	1999	
1980	of variable 1981 1991 2001	1982 1992 2002	1993	1994	1995	1996	1997 2007	1998	1999	



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

No.	Name		Label				Survey perio	od		Survey frequency
:.32)	han_minim8	3	minimum wag	e q8			East and We	est 11/2014		once
Vording c	f question									
		•								Further information
1/2014										
	he general minimu any affected by thi		will be implemen	nted.						
your compa	any arrected by thi	s:								
		yes		no						
. If yes: With	which measures v	will you likely rea	act to the minim	num wage?						
		[1] other								
		-"								
ime span	of variable									
		1982	1983	1984	1985	1986	1987	1988	1989	
ime span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995 2005	1996	1997 2007	1998	1999	

No.	Name		Label				Survey perio	od		Survey frequency
3.33)	han_turnexp		expected turnov	ver this vear			East and We	ost since OE/	2015	annual survey
3.33)	man_turnexp		expected turnor	rer ans year			Last and we	ist since 03/	2013	aiiiidai sui vey
Wording of	question									
										Further information
05/2015										
Investments at 3) compared to	nd revenue o last year our tota	al revenue this	vear will likely							
., ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		, ,							
	increase [1]									
	not change [2]									
	decrease [3]									
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1961	1982	1965	1984	1985	1980	1987	1900	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1330	1551	1332	1333	1334	1333	1330	1337	1330	1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
										1

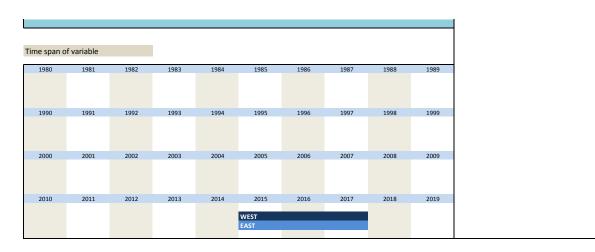
No.	Name	Label	Survey period	Survey frequency
3.34)	han_invest_lj	total investment last year	East and West since 05/2015	annual survey

Wording of question

										Further information
05/2015										
Investments at 1) Last year (20	nd revenue DYY* compared to	o 20WW**) our	investments wer	re						*20YY means last year
		1	Total investment	ts						e.g.: If the question was posed in 2015: 20YY=2014
	increased [1]]						2011
	not changed [2]]]						*20WW means two years ago
	decreased [3]									e.g.: If the question was posed in 2015: 20WW=2013
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
										•
A1.	Maria		Labort.				c			C C

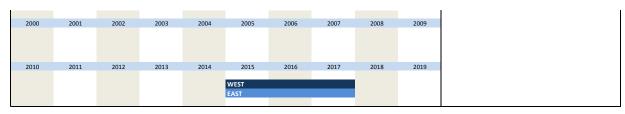
3.35)	han_invcon_	_lj	investment in co	onstruction las	t year		East and We	st since 05/2	2015	annual survey
Nording of	f question									
	question									
05/2015										Further information
nvestments a	ind revenue									
	0YY* compared to	20WW**) our i	investments were	e						
		т	otal investments	i,						*20YY means last year e.g.: If the question was posed in 2015:
		the	reof in: construc	tion						20YY=2014
	increased [1]									***************************************
	not changed [2]									*20WW means two years ago e.g.: If the question was posed in 2015:
	decreased [3]									20WW=2013
	uecreaseu [3]									
Time span	of variable									
Fime span		1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985 1995	1986	1987 1997	1988	1989	
1980	of variable									
1980	of variable									
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981 1991 2001	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	

3.36)	han_inveq_lj	investment in equipment last year	East and West since 05/2015	annual survey
Wording	s of question			
				Further information
05/2015				
	ts and revenue r (20YY* compared to 20WW	**) our investments were		
		**************************************		*20YY means last year
		Total investments, thereof in: equipment		e.g.: If the question was posed in 2015: 20YY=2014
	increased [1]			
	not changed [2]			*20WW means two years ago e.g.: If the question was posed in 2015:
	decreased [3]			20WW=2013



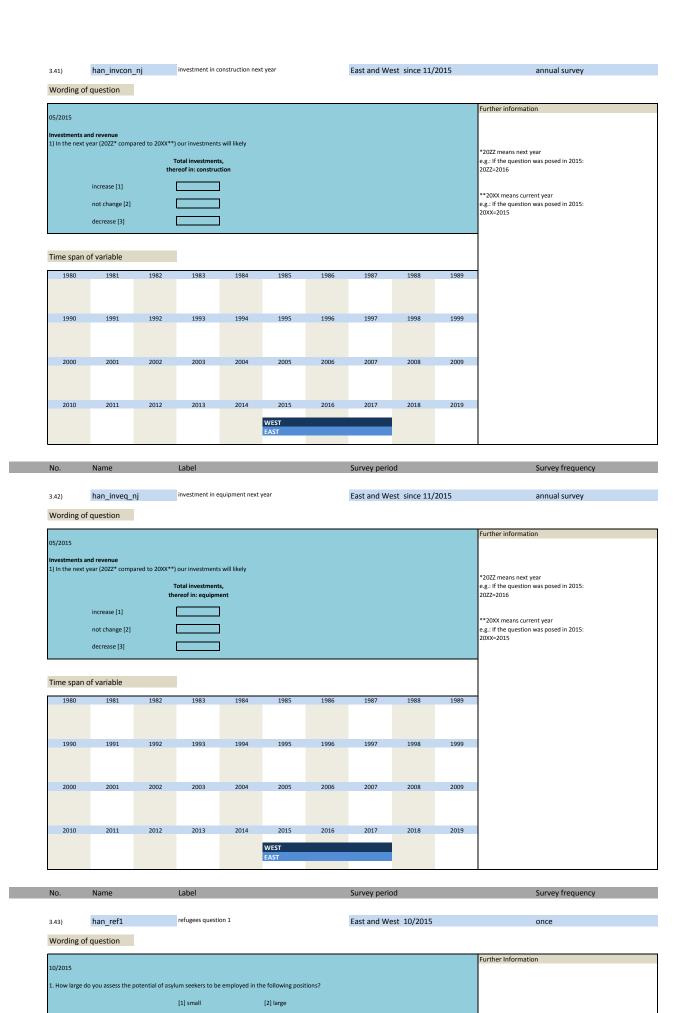
No.	Name		Label				Survey perio	d		Survey frequency
3.37)	han_invest_dj	1	total investment	this year			East and We	est since 05/	2015	twice a year (May, Nov.)
Wording of	auestion									
	4.000.00									
05/2015										Further information
Investments a	nd revenue									
	nt year (20XX* comp	pared to 20YY*	*) our investmer	nts will likely						
		Т	otal investments							*20XX means current year e.g.: If the question was posed in 2015:
	increase [1]	ſ								20XX=2015
	not change [2]	_								**20YY means last year
		L								e.g.: If the question was posed in 2015:
	decrease [3]	L								20YY=2014
										1
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	_
1500	1301	1302	1303	1504	1303	1300	1307	1300	1303	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1330	1331	1332	1333	1334	1555	1330	133,	1330	1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
										1

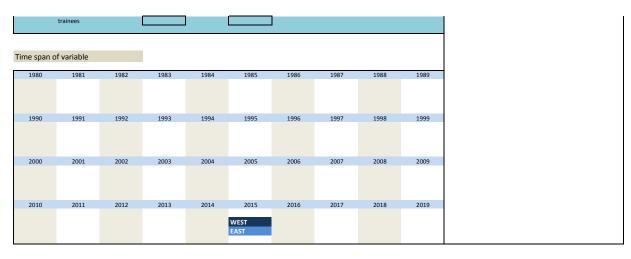
No.	Name		Label				Survey perio	od		Survey frequency
3.38)	han_invcon_d	j	investment in co	onstruction this	year		East and We	est since 05/	2015	twice a year (May, Nov.
05/2015	or question									Further information
Investments 1) In the curr	and revenue ent year (20XX* comp	т	**) our investme otal investments	5,						*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
	increase [1]	tne		tion						**20YY means last year
	not change [2] decrease [3]									e.g.: If the question was posed in 2015: 20YY=2014
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
										l



No.	Name		Label				Survey perio	d		Survey frequency
3.39)	han_inveq_dj	j	investment in e	quipment this y	ear		East and We	st since 05/	2015	twice a year (May, Nov.
Wording o	of question									
05/2015										Further information
	and revenue rent year (20XX* com	pared to 20YY*	**) our investme	nts will likely						
,		To	otal investments	s,						*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
	increase [1]									
	not change [2]									**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
	decrease [3]									
Time spar	decrease [3]	[
Time spar		1982	1983	1984	1985	1986	1987	1988	1989	
	n of variable	1982	1983	1984	1985	1986	1987	1988	1989	
	n of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1980	n of variable									
1980	n of variable									
1980	n of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	n of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	

	Name		Label				Survey perio	od		Survey frequency
10)	han_invest_	nj	total investmen	t next year			East and We	est since 11/	2015	annual survey
ording of	f question									
/2015										Further information
	ind revenue year (20ZZ* comp		our investments							*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1] not change [2]	 								**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
	decrease [3]									
me span	of variable									
me span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985 1995	1986 1996	1987 1997	1988	1989	
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	



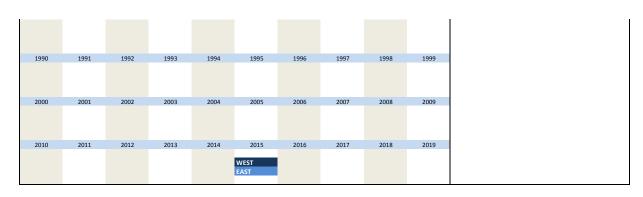


No.	Name		Label				Survey perio	od		Survey frequency
	h		refugees questi	on ?			E. J. J. J.M.	40/2045		
3.44)	han_ref2		rerugees questi	JII 2			East and we	est 10/2015		once
Wording o	f question									
										Further Information
10/2015										
1. How large	do you assess the p	potential of asy	lum seekers to be	employed in t	he following posit	ions?				
			[1] small		[2] large					
	unskilled aid wo	nrkers								
	anskined did We	, ners								
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995 2005	1996	1997 2007	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
					2005					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

No. Name Label Survey period

)	han_ref3		refugees questi	on 3			East and We	est 10/2015		once
rding of	question									
	4									I- u . c . u
/2015										Further Information
How large do	you assess the r	otential of asvl	um seekers to be	emploved in t	he following posit	ions?				
	,,		[1] small		[2] large					
			[1] SIIIdii		[2] large					
	skilled workers									
me span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2015 WEST	2016	2017	2018	2019	

No.	Name		Label				Survey perio	a		Survey frequency
3.46)	han_ref4		refugees questi	ion 4			East and We	st 10/2015		once
	of question							,		
	4.000.00									Further Information
10/2015										
1. How large	do you assess the p	otential of asy	lum seekers to be	e employed in	the following posit	ions?				
			[1] small		[2] large					
	leading position	s								
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	_		_	Currou porio	.d		Survey frequency
NO.	Name		Labei				Survey perio	u		Survey frequency
3.47)	han_ref5		refugees questi	ion 5			East and We	st 10/2015		once
Wording o	of question									
	of question									Further Information
10/2015										Further Information
10/2015	of question	octential of asy		e employed in t		ions?				Further Information
10/2015	do you assess the p	octential of asy	lum seekers to bi	e employed in 1	the following posit	cions?				Further Information
10/2015		otential of asy		e employed in 1		ions?				Further Information
10/2015 1. How large (do you assess the p other positions	octential of asy		e employed in t		ions?				Further Information
10/2015 1. How large (do you assess the pother positions		[1] small	1	[2] large	l				Further Information
10/2015 1. How large (do you assess the p other positions	ootential of asy		e employed in 1		1986	1987	1988	1989	Further Information
10/2015 1. How large (do you assess the pother positions		[1] small	1	[2] large	l	1987	1988	1989	Further Information
10/2015 1. How large (do you assess the pother positions		[1] small	1	[2] large	l	1987	1988	1989	Further Information
1. How large of Time span	other positions of variable	1982	[1] small	1984	[2] large	1986				Further Information
1. How large of Time span	other positions of variable	1982	[1] small	1984	[2] large	1986	1997			Further Information
10/2015 1. How large (Time span 1980	other positions of variable 1981	1982	[1] small	1984	[2] large	1986		1998	1999	Further Information
10/2015 1. How large (Time span 1980 2000	other positions of variable 1981 1991	1982	1983 1993 2003	1984	[2] large 1985 1995 2005	1986	1997	1998	1999 2009	Further Information
10/2015 1. How large (Time span 1980	other positions of variable 1981	1982	[1] small	1984	[2] large	1986	1997	1998	1999	Further Information
10/2015 1. How large (Time span 1980 2000	other positions of variable 1981 1991	1982	1983 1993 2003	1984	[2] large 1985 1995 2005	1986	1997	1998	1999 2009	Further Information
10/2015 1. How large (Time span 1980 2000	other positions of variable 1981 1991	1982	1983 1993 2003	1984	1985 1995 2005 2015 WEST	1986	1997	1998	1999 2009	Further Information
10/2015 1. How large (Time span 1980 2000	other positions of variable 1981 1991	1982	1983 1993 2003	1984	1985 1995 2005 2015 WEST	1986	1997	1998 2008 2018	1999 2009	Further Information Survey frequency
10/2015 1. How large of the span 1980 1990 2000 2010	other positions of variable 1981 2001 2011	1982	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005 2015 WEST	1986	1997 2007 2017 Survey perio	1998 2008 2018	1999 2009	Survey frequency
10/2015 1. How large of the span 1980 1990 2000	other positions of variable 1981 1991 2001	1982	1983 1993 2003	1984 1994 2004	1985 1995 2005 2015 WEST	1986	1997 2007 2017	1998 2008 2018	1999	
10/2015 1. How large of the span 1980 1990 2000 2010 No.	other positions of variable 1981 2001 2011	1982	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005 2015 WEST	1986	1997 2007 2017 Survey perio	1998 2008 2018	1999	Survey frequency
10/2015 1. How large of 1980 1990 2000 2010 No. 8.48)	other positions of variable 1981 1991 2001 Name han_ref6	1982	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005 2015 WEST	1986	1997 2007 2017 Survey perio	1998 2008 2018	1999	Survey frequency
10/2015 1. How large of the span 1980 1990 2000 2010 No. 3.48) Wording of 10/2015	other positions of variable 1981 1991 2001 Name han_ref6 of question	1982 1992 2002 2012	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 2015 WEST EAST	1986 1996 2006	2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 1. How large of the span 1980 1990 2000 2010 No. 3.48) Wording of 10/2015	other positions of variable 1981 1991 2001 Name han_ref6	1982 1992 2002 2012	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 1. How large of the span 1980 1990 2000 2010 No. 3.48) Wording of 10/2015	other positions of variable 1981 1991 2001 Name han_ref6 of question	1982 1992 2002 2012	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 2015 WEST EAST	1986 1996 2006	2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 1. How large of the span 1980 1990 2000 2010 No. 3.48) Wording of 10/2015	other positions of variable 1981 1991 2001 2011 Name han_ref6 of question	1982 1992 2002 2012	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 1. How large of the la	other positions of variable 1981 1991 2001 2011 Name han_ref6 of question	1982 1992 2002 2012	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 WEST EAST	1986 1996 2006	2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once



No.	Name		Label				Survey perio	d		Survey frequency
	h		refugees questi	ion 7			Foot and Mark	. 40/2045		
3.49)	han_ref7		rerugees questi	ion 7			East and We	est 10/2015		once
Wording o	f question									
										Further Information
10/2015										
2. how much	of an obstacle to e	employing asylu	m seekers do yo	u consider the f	ollowing factors	to be in your bra	nch:			
				[1] little		[2] much				
	unfit level of qu	alification			T		1			
	uninciever or qu	amcacion			1		ı			
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000										
2000	2001	1992	1993	1994	1995	1996	1997	1998	1999	
2000										
	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000										
	2001	2002	2003	2004	2005	2006	2007	2008	2009	

.50)	han_ref8		refugees questi	on 8			East and We	est 10/2015		once
Vording of	question									
. /										Further Information
0/2015										
. how much o	f an obstacle to e			consider the f	ollowing factors to	be in your bra	nch:			
			[1] little		[2] much					
	minimum wage									
				•		•		•	•	
ime span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2002	2004						
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

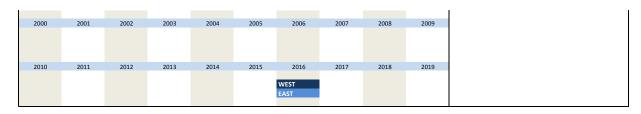
No.	Name	Label	Survey period	Survey frequency
3.51)	han_ref9	refugees question 9	East and West 10/2015	once

Wording of question

10/2015									
2 how much	of an obstacle to e	mplouing acul	ım sookors do voi	, concider the f	following factors t	o ho in your hra	inch:		
2. HOW HILLEN	or arrobstacie to e	inploying asylt	illi seekeis uu yui	a consider the i	ollowing factors t	o be ili your bra	men.		
			[1] little		[2] much				
	lack of language	e skills							
Time snan	of variable								
riiiic spaii	or variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
1330	1331	1332	1333	1334	1333	1330	233,	1330	1333
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST				
					EAST				

lo.	Name		Label				Survey perio	oa		Survey frequency
52)	han minim	post1	affected by min	imum wage			East and We	est 03/2016		once
Vording of	question									
										Further information
3/2016										
1.01.2015 the	universal minim	um wage was i	mplemented. Is yo	our company af	ected by this r	egulation?				
			[1] yes		[2] no					
						7				
ime span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1500	1301	1302	1303	1304	1303	1300	1307	1300	1303	
	1001									
1990	1991									
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	1994	1995 2005	1996	1997 2007	1998	1999	
2000	2001									
2000	2001									
2000	2001									
		2002	2003	2004	2005	2006	2007	2008	2009	
		2002	2003	2004	2005	2006	2007	2008	2009	

.53)	han_minim_	_post2	no minimum wa	age measures			East and We	est 03/2016		once
Vording of	question									
12045										Further information
/2016				_						
.01.2015 the r es,	universal minim	ium wage was in	nplemented. Is yo	our company aff	ected by this reg	gulation?				
at measure	s did you utilize?									
			none		[1]					
			1							
me snan o	of variable									
	of variable									
ne span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983			1986	1987	1988	1989	
		1982	1983			1986	1987	1988	1989	
·		1982	1983			1986	1987	1988	1989	



No.	Name		Label				Survey perio	bc		Survey frequency
3.54)	han_minim_	_post3	measures: emp	loyee reduction			East and We	est 03/2016		once
Wording o	f question									
										Further information
03/2016										, di dici illiorindici.
	ie universal minim	um wage was ii	mplemented. Is y	our company aff	ected by this re	egulation?				
If yes, What measur	es did you utilize?									
		employee redu	ection		[1]					
		employee reat	iction		[1]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997 2007	1998	1999	
									2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

				ing hour reducti			.	. 00/0045		
55)	han_minim_	post4	measures: work	ang nour reducti	OII		East and We	st 03/2016		once
Vording of o	guestion									
3/2016										Further information
3/2010										
	universal minimu	um wage was im	plemented. Is yo	our company aff	ected by this re	egulation?				
yes, Vhat measures	did you utilize?									
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,										
		working hour re	duction		[1]					
ime span o	f variable									
		1092	1092	1094	1005	1006	1007	1000	1090	
ime span of	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984	1985 1995	1986 1996	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994	1995 2005	1996 2006	1997 2007	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993 2003	1994	1995 2005	1996 2006	1997 2007	1998	1999	

No.	Name	Label	Survey period	Survey frequency
3.56)	han_minim_post5	measures: increased prices	East and West 03/2016	once
Wording of	f question			
				Further information
03/2016				
01.01.2015 the	e universal minimum wage was i	implemented. Is your company affected by this regulation?		

If yes, What mea	sures did you utilize	?							
		increased price	s		[1]				
Time spa	an of variable								
1980		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			
						LAJI			

No.	Name		Label				Survey perio	od		Survey frequency
3.57)	han_minim	_post6	measures: decr	eased investmer	nt		East and We	est 03/2016		once
Wordin	g of question									
03/2016										Further information
If yes,	L5 the universal minimasures did you utilize?				fected by this re	egulation?				
	oan of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019	

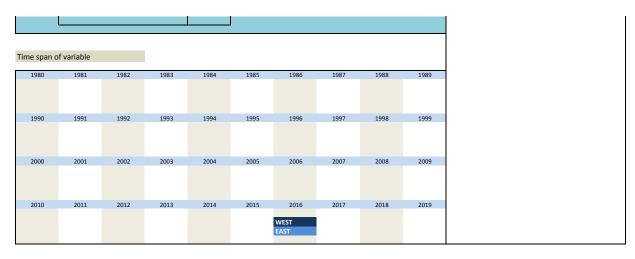
	Name		Label				Survey perio	d		Survey frequency
58)	han_minim_	post7	measures: decre	ased special pa	yments		East and We	est 03/2016		once
ording of	f question									
3/2016										Further information
	e universal minimi	um wage was in	nplemented. Is vo	ur company aff	ected by this rea	ulation?				
yes,	es did you utilize?		, , , , , , , , , , , , , , , , , , , ,		,					
	decresed specia	I payments	Г		[1]					
	decresed specia	, payments			[[-]					
me span	of variable									
me span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983	1984	1985 1995	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	

		1	
	WEST		
	EAST		

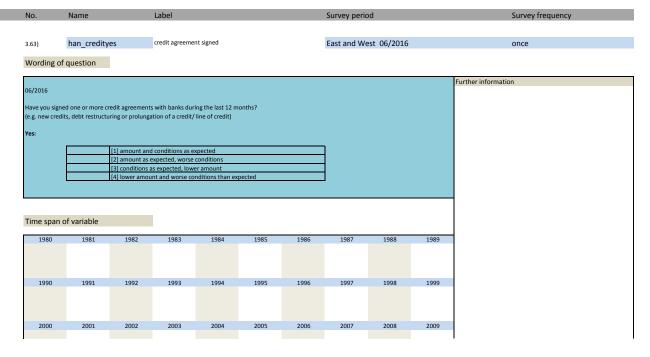
No.	Name		Label				Survey perio	od		Survey frequency
3.59)	han_minim_	post8	less minijobs				East and We	est 03/2016		once
Wording of	auestion									
. Torumg or	question									-
03/2016										Further information
01 01 2015 the	universal minim	um wage was i	mplemented. Is ye	our company af	fected by this re	egulation?				
				our company ar	recice by this in					
las there been	a change in emp	loyment in you	ır company?		_					
	less minijobs				[1]					
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

3.60)	han_minim_	_post9	minijobs transfo	rmed into insu	able employme	ent	East and We	est 03/2016		once
Wording o	f question									
										Further information
03/2016										
01.01.2015 th	ne universal minim	um wage was ir	mplemented. Is yo	ur company af	ected by this re	gulation?				
Has there bee	en a change in emp	loyment in you	r company?							
	minijobs were t	ransformed into	o insurable							
	employment			[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	
1550	1551	1332	1333	1334	1555	1330	1337	1336	1333	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010										
2010						WEST				
2010						EAST				
2010										

3.61)	han minim post10	new insurable employment	East and West 03/2016	once
Wording of				
03/2016				Further information
01.01.2015 th	e universal minimum wage was ir	mplemented. Is your company affected by this regulation?		
Has there bee	n a change in employment in you	ır company?		
	new insurable employment wa	is generated [1]		



Name		Label				Survey perio	od		Survey frequency
han_minim_	post11	employment re	elationships did no	ot change		East and We	est 03/2016		once
fauestion									
question									
									Further information
e universal minim	um wage was ir	nplemented. Is y	rour company affe	cted by this re	egulation?				
n a change in emp	loyment in you	r company?							
employment rel	lationships did i	not change	[1]						
of variable									
1981	1982	1983	1984	1985	1986	1987	1988	1989	
1981	1982	1983	1984	1985	1986	1987	1988	1989	
1981	1982	1983	1984	1985	1986	1987	1988	1989	
1981	1982	1983	1984	1985 1995	1986	1987 1997	1988	1989	
1991	1992	1993	1994	1995	1996	1997	1998	1999	
1991	1992	1993	1994	1995	1996	1997	1998	1999	
1991	1992	1993	1994	1995	1996	1997	1998	1999	
1991	1992	1993	1994	1995	1996	1997	1998	1999	
1991	1992	1993	1994 2004	1995 2005	1996 2006	1997	1998	1999	
	f question e universal minim n a change in emp	e universal minimum wage was ir n a change in employment in you employment relationships did i	e universal minimum wage was implemented. Is y n a change in employment in your company? employment relationships did not change	e universal minimum wage was implemented. Is your company affet n a change in employment in your company? employment relationships did not change [1]	e universal minimum wage was implemented. Is your company affected by this rent a change in employment in your company? employment relationships did not change	e universal minimum wage was implemented. Is your company affected by this regulation? n a change in employment in your company? employment relationships did not change [1]	e universal minimum wage was implemented. Is your company affected by this regulation? n a change in employment in your company? employment relationships did not change [1]	e universal minimum wage was implemented. Is your company affected by this regulation? n a change in employment in your company? employment relationships did not change [1]	e universal minimum wage was implemented. Is your company affected by this regulation? n a change in employment in your company? employment relationships did not change [1]



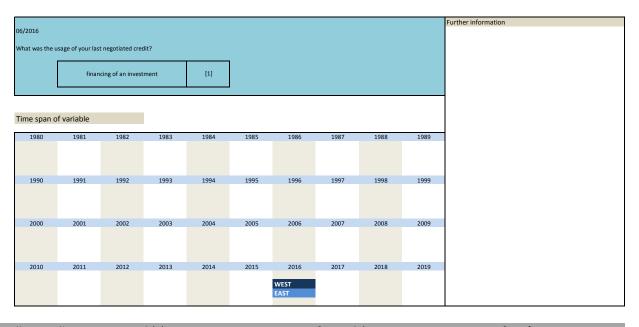


	Name		Label				Survey perio	od		Survey frequency
			credit agreemer				=	. 05/0015		
.64)	han_creditn	0	credit agreemer	it not signed			East and We	est 06/2016		once
Wording of	f question									
										Further information
06/2016										Turble mornator
davo vou sign	ned one or more cr	odit agroomonte	r with hanke duri	ng the last 12 m	onthe?					
	lits, debt restructu				ionuis:					
		0 - 1 0		,						
no, because:										
		[1] no need								
		[2] unacceptabl	le terms							
		[3] denied by ba	anks prospect of a cre	al:a						
		[[4] no realistic p	эгоѕресс от а сге	uit			1			
Time span o	of variable									
		1092	1092	1094	1005	1096	1097	1000	1000	
Fime span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981 1991 2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981 1991 2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1990	1981 1991 2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	

No.	Name		Label				Survey perio	od		Survey frequency
3.65)	han_creditu	se1	financing of one	going operating	resources		East and We	est 06/2016		once
Wording of	question									
										Further information
06/2016										
What was the u	sage of your last	negotiated cred	dit?							
	financing of	ongoing operati	ng resources	[1]						
		•								
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

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

Wording of question



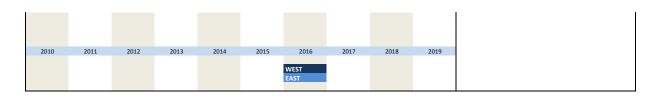
No.	Name		Label				Survey perio	od		Survey frequency
3.67)	han_creditus	se3	other financing				East and We	est 06/2016		once
Wording of	guestion									
	<u> </u>									
06/2016										Further information
What was the i	usage of your last	negotiated cree	Hi+2							
Wildt was the t	asage or your last	negotiated cree	aic:		,					
		others		[1]						
										1
Time span o	of variable									
Time span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
Time span o		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1991	1992	1993 2003	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1991	1992	1993 2003	1994	1995	1996	1997	1998	1999	

58)	han_ontra	d_yn	online trade: tra	ding online			East and We	est 08/2016		once
ording of	f question									
/2016										Further information
	on regarding on									
de from sta	tionary busines	s do you also trad	e your goods via	an own online :	shop or other thi	rd party platforn	ns?			
		yes [1]			no [2]					
	of a dahla									
	of variable									
ne span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
·		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									

Survey period

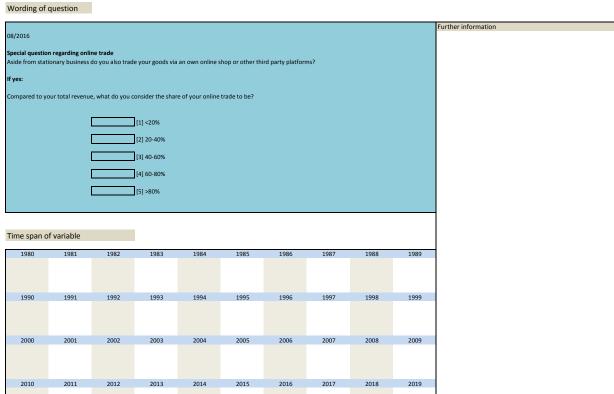
Survey frequency

No. Name Label



.69)	han_ontrad_	_piat	online trade pla	ttorm			East and We	est 08/2016		once
Vording o	f question									
										Further information
8/2016										
	ion regarding onlir ationary business o		de your goods via	an own online s	hop or other th	ird party platforr	ns?			
yes:										
	[[1] own online s	shop						
			[2] own online s	shop as well as o	ther online plat	tforms				
	ı		[3] exclusively o	ther online plat	forms (no own	online shop existi	ng)			
	L				(6/			
ime span	of variable									
ime span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981	1992	1993	1994	1995	1996 2006	1997	1998	1999	

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



	WEST EAST	
	LAST	

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 Further information 08/2016 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? If no: Are you planning to introduce online trade within the next 12 months? yes [1] no [2] Time span of variable 1983 1984 1986 1987 1988 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2001 2003 2009 2000 2002 2004 2005 2006 2007 2008 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST

	han_midma	nager	mid tier: more t	nan 4 managers	•		East and We	st 09/2016		once
ording of	question									
)/2016										Further information
id tier										
	oany have more	than 4 managers	5?							
		yes [1]			no [2]					
										1
me span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
									1303	
									1303	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997			
1990	1991	1992	1993	1994	1995	1996	1997			
1990	1991	1992	1993	1994	1995	1996	1997			
								1998	1999	
								1998	1999	
								1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	1998	1999	

Survey period

Survey frequency

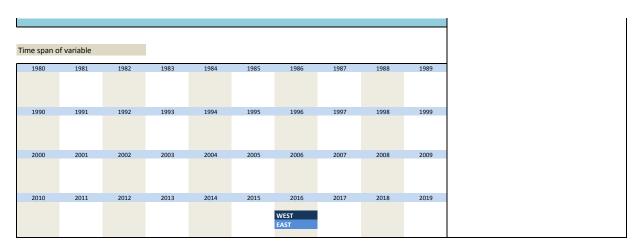
Survey frequency

No. Name

No. Name Label

3.73)	han_midmanshare	mid tier: at least one manager has shares	East and West 09/2016	once
Wording o	of question			
09/2016				Further information
mid tier Does at least	t one of your managers hold share	s of your company		
	yes [1]	no [2]		

Survey period



	Name		Label				Survey perio	od		Survey frequency
3.74)	han_midyes		mid tier: compa	ny rated as mid	l tier		East and W	est 09/2016		once
Wording o	f auestion									
	- 4									
09/2016										Further information
mid tier										
	te your company a	as a "mid tier" co	ompany?							
		yes [1]			no [2]		1			
		,								
	6 111									
Time span	of variable									
1980	1981	1982	1983							
		1302	1965	1984	1985	1986	1987	1988	1989	
		1302	1903	1984	1985	1986	1987	1988	1989	
		1362	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1984	1985	1986	1987	1988	1989	
1990	1991									
1990	1991									
1990	1991									
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	
2000	2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	

Name

Label

han_ontrad_inf online trade: influence on business East and West 10/2016 3.75) once Wording of question Further information 10/2016 Online trade
How do you assess the influence of online trade on your business? [1] positive influence [2] no influence [3] business reducing [4] business endangering Time span of variable 1980 1982 1984 1985 1986 1987 1988 1989 1991 1992 1993 1994 1995 1996 1997 1998 1999 1990 2002 2001 2004 2005 2006 2007 2008 2009 2000

Survey period

Survey frequency



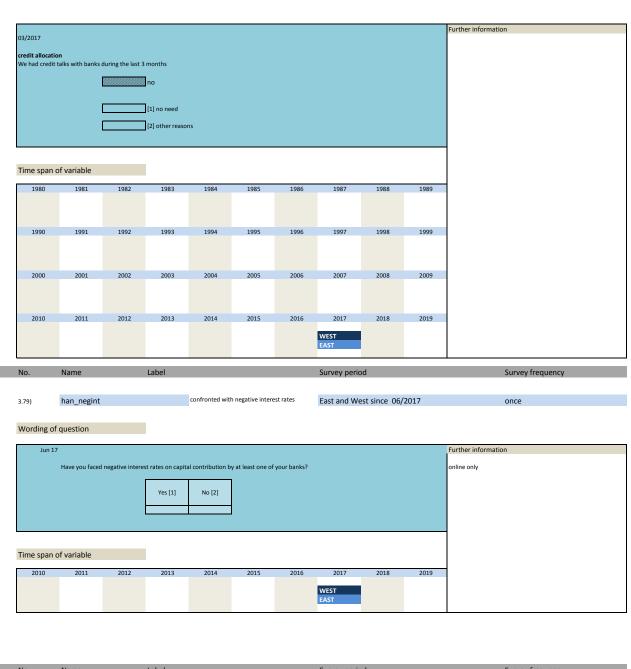
No.	Name		Label				Survey perio	d		Survey frequency
3.76)	han_credit2	_1	credit seeking				East and We	st since 03,	/2017	March, June, September, Decem
Wording of	question									
03/2017										Further information
credit allocation	· ·									
	talks with banks o	during the last 3	months							
			_			_				
	Į.		[1] yes			[2] no				
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985 1995	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991 2001	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	

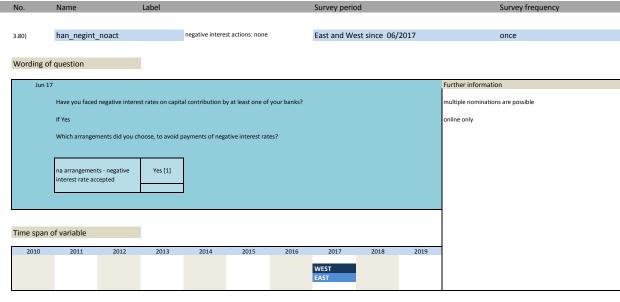
7)	han_credit2	_2	credit allocation	1			East and We	st since 03/	2017	March, June, September, Dec
ording of	question									
										Further information
2017										
dit allocation		during the last 3								
nad credit ti	aiks with banks (during the last 3	montns							
			yes							
ks behaved	in these									
			[1] accomodatir	ng						
	ĺ		[2] normal							
			[3] reserved							
ne span o	f variable									
ne span o		1987	1983	1984	1985	1986	1987	1988	1989	
ne span o	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983	1984	1985 1995	1986	1987 1997	1988	1989	
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992	1993	1994	1995	1996	1997	1998	1999	

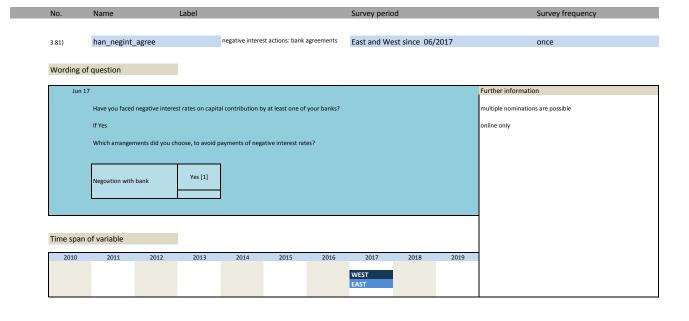
Survey frequency

No. Name Label Survey period Survey frequency

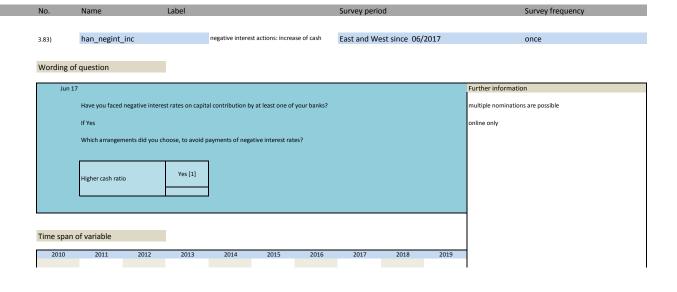
3.78) han_credit2_3 reasons for not credit seeking East and West since 03/2017 March, June, September, December Wording of question



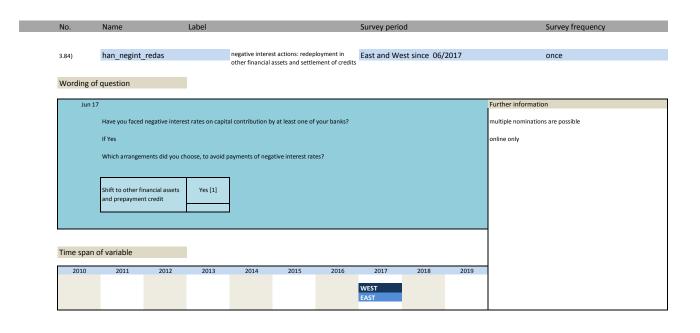


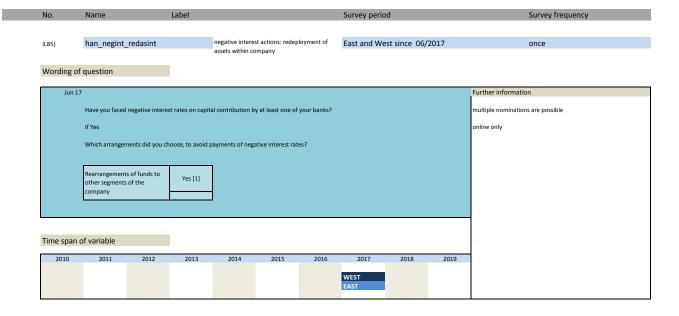


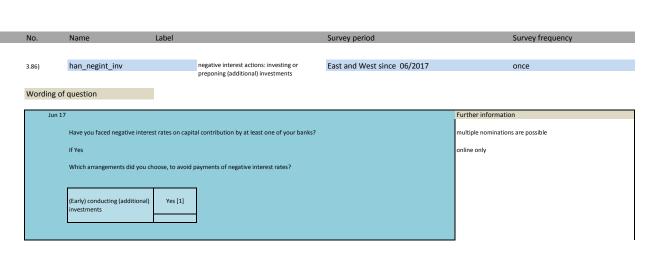
No.	Name	Label			Survey perio	bc		Survey frequency
3.82)	han_negint_ch	ange	negative intere	est actions: change of bank	East and We	est since 06/20	017	once
Wording	of question							
Jun	17							Further information
								little and a state of the state
		gative interest rates o	on capital contribution i	by at least one of your bank	G.f.			multiple nominations are possible
	If Yes							online only
	Which arrangemen	ts did you choose, to	avoid payments of neg	gative interest rates?				
	Change to another which does not req		[1]					
	negative interest ra							
Time snar	n of variable							
2010	2011	2012 20	2014	2015 201	6 2017	2018	2019	
					WEST EAST			
					EAST			



WEST EAST









No.	Name	Label			Survey perio	d		Survey frequency
3.87)	han_negint_oth		negative interest action	ns: other	East and We	st since 06/20)17	once
Wording o	of question							
Jun 1	17							Further information
Juli								
	Have you faced negat	ive interest rates on capi	al contribution by at lea	st one of your banks?				multiple nominations are possible
	If Yes							online only
	Which arrangements	did you choose, to avoid	payments of negative in	terest rates?				
	<u></u>		_					
	Other: please specify	Yes [1]						
	————	165[1]						
Time span	n of variable							
2010	2011	2012 2013	2014 2	015 2016	2017	2018	2019	
					WEST.			
					WEST EAST			

No.	Name		Label				Survey perio	d		Survey frequency
3.88)	han_negint_	burden		burden of nega	itive interest rates	on profit	East and We	st since 06/	/2017	once
Wording	of question									
Ju	n 17 Negative interes	t rates have a ne	egative impact o	on our revenues						Further information online only
		Ī	highly	significantly	negiligible or					
		_	significant [1]	[2]	not at all [3]					
Time spa	an of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			

No.	Name		Label				Survey perio	d	Survey frequency
3.89)	han_negint_b	banks		number of relat	tionship banks		East and We	est since 06/2017	once
Wording	of question								
Jun	17								Further information
	How many main	banks do you ι	ıse?						online only
	If No								
	How many banks	s do you name	youre main banl	k?					
	Г				1				
		0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]		

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

							EAST			
	4. Standard	questions fo	r departme	nt stores in p	ercentage					
No.	Name			Label			Survey perio	od		Survey frequency
4.1)	han_questp	ercansw11		% to statebus g	good		West 01/199	90 to 01/200	6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	state of business "good" see 2.1) statebus
WEST										,
No.	Name			Label			Survey perio	od.		Survey frequency
NO.	Name			Label			Survey perio	, u		Julvey frequency
4.2)	han_questp	ercansw12		% to statebus s	atisfiable		West 01/199	90 to 01/200	6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the state of business "satisfiable"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
WEST										2.1) stateous
No.	Name			Label			Survey perio	od		Survey frequency
4.3)	han_questp	ercansw13		% to statebus b	oad		West 01/199	90 to 01/200	6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the state of business "bad"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.1) statebus
No.	••	_	-	Label	_	-	Survey perio	hd	-	Survey frequency
	Name							, u		
		2.							-	
4.4)	han_questp	ercansw21		% to busvoly hi	gher		West 01/199		6	monthly survey
4.4) Time span	han_questp of variable		1902			1006		90 to 01/200		
4.4)	han_questp	1992	1993	% to busvoly hi	1995	1996	West 01/199		1999	monthly survey Further information Percentage of department stores whose business volt
4.4) Time span of 1990 WEST	han_questp of variable 1991	1992		1994	1995		1997	90 to 01/200 1998	1999	Further information Percentage of department stores whose business volusions business which is "higher" than last year
4.4) Time span (1990 WEST 2000	han_questp of variable		1993			1996		90 to 01/200		Further information Percentage of department stores whose business volu
4.4) Time span of 1990 WEST	han_questp of variable 1991	1992		1994	1995		1997	90 to 01/200 1998	1999	Further information Percentage of department stores whose business volus "higher" than last year see
4.4) Time span (1990 WEST 2000 WEST	han_questp of variable 1991 2001	1992		1994	1995		1997	1998 2008	1999	Further information Percentage of department stores whose business volumer is "higher" than last year see 2.2) busvoly
4.4) Time span (1990 WEST 2000	han_questp of variable 1991	1992		1994	1995		1997	1998 2008	1999	Further information Percentage of department stores whose business volus "higher" than last year see
4.4) Time span (1990 WEST 2000 WEST	han_questp of variable 1991 2001	1992		1994 2004 Label	1995	2006	1997	1998 2008	1999	Further information Percentage of department stores whose business volumer is "higher" than last year see 2.2) busvoly
4.4) Time span (1990 WEST 2000 WEST	han_questp of variable 1991 2001 Name han_questp	1992		1994 2004 Label	1995	2006	1997 2007 Survey perio	1998 2008	1999	Further information Percentage of department stores whose business voluses is "higher" than last year see 2.2) busvoly Survey frequency
4.4) Time span of 1990 WEST 2000 WEST No	han_questp of variable 1991 2001 Name han_questp	1992		1994 2004 Label	1995	2006	1997 2007 Survey perio	1998 2008	1999	Further information Percentage of department stores whose business voluses is "higher" than last year see 2.2) busvoly Survey frequency

	WEST										2.2) busvoly	
	No.	Name			Label			Survey perio	od			Survey frequency
	4.6) Time span o	han_questp	ercansw23		% to busvoly lo	ower		West 01/199	90 to 01/200	6		monthly survey
	1990 WEST	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of departm	ent stores whose business volume
	2000 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	is "lower" than last yea see 2.2) busvoly	
	No.	Name			Label			Survey perio	od			Survey frequency
	4.7) Time span	han_questp	ercansw31		% to busvolm h	higher		West 01/199	90 to 01/200.	2		monthly survey
	1990 WEST	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	ent stores whose business volume
	2000 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	is "higher" than previousee 2.3) busvolm	
	No.	Name			Label			Survey perio	od			Survey frequency
	4.8) Time span	han_questp	ercansw32		% to busvolm a	as high as last yea	r	West 01/19	90 to 01/200	2		monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
	WEST										Percentage of departm	ent stores whose business volume
	2000 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009		mpared to previous month
		2001 Name	2002	2003	2004 Label	2005	2006	2007 Survey perio		2009	is "about the same" co	mpared to previous month Survey frequency
_	No.	Name han_questp		2003			2006	Survey perio			is "about the same" co	
_	No. 4.9) Time span of	Name han_questp		2003	Label		2006	Survey perio	od		is "about the same" co see 2.3) busvolm	Survey frequency monthly survey
_	No. 4.9) Time span o	Name han_questp of variable	ercansw33	_	Label % to busvolm l	lower		Survey period West 01/19	od 90 to 01/200	2	is "about the same" co see 2.3) busvolm	Survey frequency monthly survey ent stores whose business volume
_	No. 4.9) Time span of 1990 WEST	Name han_questp of variable	ercansw33	1993	Label % to busvolm I	1995	1996	Survey period West 01/199	od 90 to 01/200 1998 2008	2 1999	is "about the same" co see 2.3) busvolm Further information Percentage of departm is "lower" than previou see	Survey frequency monthly survey ent stores whose business volume
_	No. 4.9) Time span (1990 WEST 2000 WEST No.	Name han_questp of variable 1991 2001 Name han_questp	1992 2002	1993	Label % to busvolm l 1994 2004	1995 2005	1996	Survey period West 01/199 1997 2007 Survey period	od 90 to 01/200 1998 2008	1999	is "about the same" co see 2.3) busvolm Further information Percentage of departm is "lower" than previou see	Survey frequency monthly survey ent stores whose business volume is month
_	No. 4.9) Time span of 1990 WEST 2000 WEST	Name han_questp of variable 1991 2001 Name han_questp	1992 2002	1993	Label % to busvolm l 1994 2004	1995 2005	1996	Survey period West 01/199 1997 2007 Survey period	od 90 to 01/200 1998 2008	1999	is "about the same" co see 2.3) busvolm Further information Percentage of departm is "lower" than previou see	Survey frequency monthly survey ent stores whose business volume is month Survey frequency
	No. 4.9) Time span of 1990 WEST 2000 WEST 1000 Time span of 1000 Time span of 1000	Name han_questp of variable 1991 2001 Name han_questp of variable	2002 2002	1993	Label % to busvolm l 1994 2004 Label % to feedst ins	lower 1995 2005	1996	Survey period West 01/199 1997 2007 Survey period West 01/199	2008 2008	2 1999 2009	is "about the same" co see 2.3) busvolm Further information Percentage of departm is "lower" than previou see 2.3) busvolm	Survey frequency monthly survey ent stores whose business volume is month Survey frequency monthly survey
	No. 4.9) Time span of 1990 WEST 2000 WEST 1990 WEST 1990 WEST 2000	Name han_questp of variable 2001 Name han_questp of variable 1991	1992 2002 ercansw41	1993	Label % to busvolm l 1994 2004 Label % to feedst ins	lower 1995 2005 ufficient	1996	Survey period West 01/199 1997 2007 Survey period West 01/199	2008 1998 2008 2008	2 1999 2009	Further information Percentage of departm is "lower" than previou see 2.3) busvolm Further information Percentage of departm is "lower" than previou see 2.3) busvolm	Survey frequency monthly survey ent stores whose business volume is month Survey frequency monthly survey

1990	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	feedstock "satisfiable" see
WEST										2.4) feedst
No.	Name			Label			Survey perio	od		Survey frequency
412)	han_questp	orcancu/2		% to feedst too			Wost 01/10	90 to 01/200	ne.	monthly survey
4.12)	of variable	Jei Callsw45		% to reedst too	much		West 01/13	30 to 01/20t	10	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores appraising their
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	feedstock "too much" see
WEST	2001	2002	2003	2004	2003	2000	2007	2000	2003	2.4) feedst
No.	Name			Label			Survey perio	nd		Survey frequency
110.	TAUTHE			Luser			Julvey pello			Julyey Hequelicy
4.13)	han_questp	ercansw51		% to prvpm inc	reased		West 01/19	90 to 01/200	06	monthly survey
	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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										
No.	Name			Label			Survey perio	od		Survey frequency
4.14)	han_questp	ercansw52		% to prvpm no	t changed		West 01/19	90 to 01/200	06	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have "not changed" their prices compared to last month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										2.3) μινμιι
No.	Name			Label			Survey perio	od		Survey frequency
4.15)	han questr	ercansw53		% to prvpm de	creased		West 01/19	90 to 01/200	06	monthly survey
	of variable			, p 36	•			, _50		, ,
	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
1990										Percentage of department stores that "lowered" their prices compared to last month
										prices compared to last molitil
1990	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
1990 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
1990 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	
1990 WEST	2001 Name	2002	2003	2004 Label	2005	2006	2007 Survey perio		2009	
1990 WEST 2000 WEST	Name		2003		2005	2006	Survey perio	od		2.5) prvpm Survey frequency
1990 WEST 2000 WEST No. 4.16)	Name han_questp		2003			2006	Survey perio			2.5) prvpm
1990 WEST 2000 WEST No. 4.16) Time span	Name han_questp	percansw61		Label % to exppr incr	easing		Survey period West 01/19	od 90 to 01/200	06	Survey frequency monthly survey
1990 WEST 2000 WEST No. 4.16) Time span 1990	Name han_questp		2003	Label		2006	Survey perio	od		Survey frequency monthly survey Further information
1990 WEST 2000 WEST No. 4.16) Time span	Name han_questp	percansw61		Label % to exppr incr	easing		Survey period West 01/19	od 90 to 01/200	06	Survey frequency monthly survey

	No.	Name			Label			Survey perio	d		Survey frequency
	4.17)	han_questp	percansw62		% to exppr not	changing		West 01/199	90 to 01/200	16	monthly survey
	Time span	of variable									
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST										Percentage of department stores that expect prices to "stay about the same"
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
	WEST										2.6) exppr
	No.	Name			Label			Survey perio	d		Survey frequency
										_	
	4.18)	han_questp	percansw63		% to exppr dec	reasing		West 01/19	90 to 01/200	16	monthly survey
	1990	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST	1991	1992	1993	1994	1995	1990	1997	1998	1999	Percentage of department stores that expect
											"decreasing" prices
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr
	WEST										
	No.	Name			Label			Survey perio	d		Survey frequency
	4.19)	han_questp	percansw71		% to ords raisin	ng		West 01/19	90 to 01/200	16	monthly survey
	Time span	of variable									
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST										Percentage of department stores that "increased" their orders compared to last year
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
	WEST										2.7) ords
	No.	Name			Label			Survey perio	d		Survey frequency
	4.20)	han guestr	orcansw72			shanaina		Wast 01/10	20 to 01/200	ıc	monthly suprov
	4.20)	han_questr	percansw72		% to ords not c	changing		West 01/199	90 to 01/200	16	monthly survey
	Time span	of variable		1993	% to ords not c		1996				
			percansw72	1993		thanging	1996	West 01/199	90 to 01/200 1998	1999	monthly survey Further information Percentage of department stores that have
	Time span 1990 WEST	of variable	1992		% to ords not c	1995		1997	1998	1999	Further information Percentage of department stores that have their orders compared to last year
	Time span 1990 WEST 2000	of variable		1993	% to ords not c		1996				Further information Percentage of department stores that have
	Time span 1990 WEST	of variable	1992		% to ords not c	1995		1997	1998	1999	Further information Percentage of department stores that have their orders compared to last year see
	1990 WEST 2000 WEST	of variable 1991 2001	1992		% to ords not o	1995		1997	1998	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords
	Time span 1990 WEST 2000	of variable	1992		% to ords not c	1995		1997	1998	1999	Further information Percentage of department stores that have their orders compared to last year see
	1990 WEST 2000 WEST	of variable 1991 2001	1992		% to ords not o	1995		1997	1998 2008	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords
_	1990 WEST 2000 WEST No.	of variable 1991 2001 Name	1992		% to ords not of 1994 2004	1995		1997 2007 Survey period	1998 2008	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency
	Time span 1990 WEST 2000 WEST No. 4.21) Time span 1990	of variable 1991 2001 Name han_questr	1992		% to ords not of 1994 2004	1995		1997 2007 Survey period	1998 2008	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey
	Time span 1990 WEST 2000 WEST No. 4.21) Time span	of variable 1991 2001 Name han_questr	1992 2002 percansw73	2003	% to ords not of 1994 2004 Label % to ords falling	1995 2005	2006	2007 Survey peric West 01/199	1998 2008 d	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey
	Time span 1990 WEST 2000 WEST No. 4.21) Time span 1990	of variable 1991 2001 Name han_questr	1992 2002 percansw73	2003	% to ords not of 1994 2004 Label % to ords falling	1995 2005	2006	2007 Survey peric West 01/199	1998 2008 d	1999	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased"
	No. 1990 WEST No. 4.21) Time span 1990 WEST	of variable 1991 2001 Name han_questr of variable 1991	1992 2002 Dercansw73	2003	% to ords not of 1994 2004 Label % to ords fallin	1995 2005	2006	2007 Survey period West 01/19:	1998 2008 d	1999 2009	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see
	No. 4.21) Time span 1990 WEST 2000 WEST 2000	of variable 1991 2001 Name han_questr of variable 1991	1992 2002 Dercansw73	2003	% to ords not of 1994 2004 Label % to ords fallin	1995 2005	2006	2007 Survey period West 01/19:	1998 2008 d	1999 2009	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see
	No. 4.21) Time span 1990 WEST 2000 WEST 2000	of variable 1991 2001 Name han_questr of variable 1991	1992 2002 Dercansw73	2003	% to ords not of 1994 2004 Label % to ords fallin	1995 2005	2006	2007 Survey period West 01/19:	1998 2008 d d 1998 1998	1999 2009	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see
	No. Time span 1990 WEST No. 4.21) Time span 1990 WEST 2000 WEST	of variable 1991 2001 Name han_questr of variable 1991 2001	1992 2002 2002 1992 2002	2003	% to ords not of 1994 2004 Label % to ords fallin 1994 2004	1995 2005 2005	2006	1997 2007 Survey period 1997 2007 Survey period	1998 2008 d d 1998 2008	1999 2009 166 1999 2009	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see 2.7) ords Survey frequency
	1990 WEST 2000 WEST No. 4.21) Time span 1990 WEST 2000 WEST 4.22)	of variable 1991 2001 Name han_questr 1991 2001 Name han_questr	1992 2002 2002 1992 2002	2003	% to ords not of 1994 2004 Label % to ords fallin 1994 2004	1995 2005	2006	2007 Survey peric West 01/199 1997	1998 2008 d d 1998 2008	1999 2009 166 1999 2009	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see 2.7) ords
-	1990 WEST 2000 WEST No. 4.21) Time span 1990 WEST 2000 WEST 4.22)	of variable 1991 2001 Name han_questr of variable 1991 2001	1992 2002 2002 1992 2002	2003	% to ords not of 1994 2004 Label % to ords fallin 1994 2004	1995 2005 2005	2006	1997 2007 Survey period 1997 2007 Survey period	1998 2008 d d 1998 2008	1999 2009 166 1999 2009	Further information Percentage of department stores that have their orders compared to last year see 2.7) ords Survey frequency monthly survey Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see 2.7) ords Survey frequency

WEST									Percentage of department stores that evaluate their business development as "more favourable"
2000	2001	2002	2003	2004	2005	2006	2007	2008	 see 2.8) busdevv
WEST									

No.	Name			Label			Survey perio	od		Survey frequency
4.23)	han_questp	ercansw82		% to busdevv n	ot changing		West 01/19	90 to 01/200	6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	_									Percentage of department stores that evaluate their business development as "staying about the same"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										see 2.8) busdevv

No.	Name			Label			Survey perio	od		Survey frequency
4.24)	han_questp	ercansw83		% to busdevv n	nore unfavourab	le	West 01/19	90 to 01/200	16	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their
										business development as "less favourable"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.8) busdevv
WEST										2.oj pusuevv