

List of variables

ifo Business Survey Trade

Data: 1/1990-6/2018

As of December 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

NI.	News	Labal	Common description				
Nr.	Name	Label	German description				
1.1)	survey	survey	Umfrage				
1.2)	year	year	Erhebungsjahr				
1.3)	month	month	Erhebungsmonat				
1.4)	han_typtra	type of trade	Handelssparte				
1.5)	han_idlar	special id for firms with detailed answers	Kennnummer für Firmen, die Prozentantworten geben				
1.6)	han_weight	weight	Gewicht				
1.7)	han_westeast	western eastern	Unterscheidung zwischen West- und Ost-Erhebung				
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung				
1.9)	sector_id	sector id	Sektor ID				
1.10)	han_id2	identification number (part2)	2. Teil der Kennnummer				
1.11)	han_id3	identification number (part3)	3. Teil der Kennnummer Laufende Firmennummer				
1.12)	runnum	running number of plant					
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
1.29)	han_participant	participation in this survey	Teilnahme

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 Umsatz in Vergangenheit					
2.5)	han_busvolm	business volume versus past						
2.6)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)					
2.7)	han_prvpm	prices versus past	Verkaufspreise in Vergangenheit Erwartete Verkaufspreise					
2.8)	han_exppr	expected prices						
2.9)	han_ords	orders versus previous year	Bestellungen im Vergleich zum Vorjahr					
2.10)	han_comexp	business development	Geschäftsentwicklung					
2.11)	han_comesp_sl	business development (VAS)	Geschäftsentwicklung (VAS)					
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

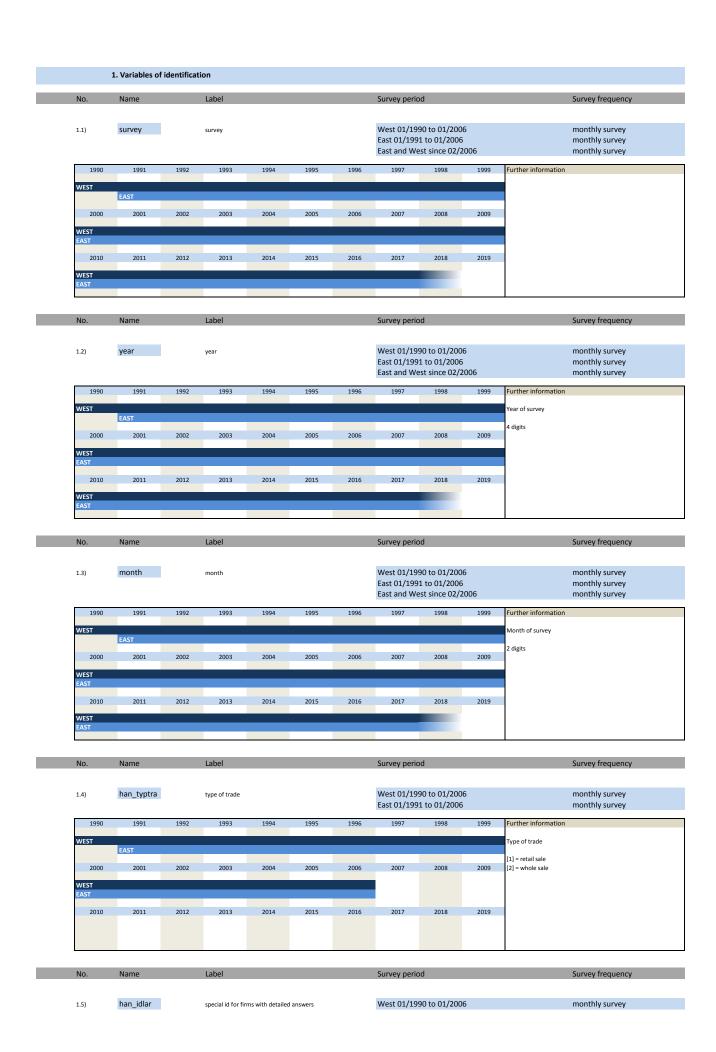
Nr.	Name	Label	German description				
3.1)	han_empl	employees	Beschäftigte				
3.2)	han_totu	total turnover	Gesamtumsatz				
3.3)	han_constrain	constraints to production	Behinderung der Umsatztätigkeit				
3.4)	han_diffsup	difficulties of supply	Beschaffungsschwierigkeiten				
3.5)	han_weakdem	weak demand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

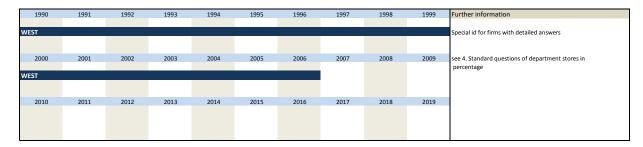
3.6)	han_difffin	difficulties in financing	Finanzierungsschwierigkeiten
3.7)	han_skilllack	constraints: lack of skilled labour	Mangel an Fachkräften
3.8)	han_sclack	lack of spacial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han 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
		exhibitor at an international specialized fair in	
3.14)	han_fairxh_g	Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.15)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.16)	han_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.17)	han_fairxhexp	exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.18)	han_fairxhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren
3.19)	han_fairxhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren
3.20)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächster 3 Jahren
.21)	han_flight_ger	importance of flight connections in Germany	Bedeutung von Flugverbindung zu Zielen in Deutschland
3.22)	han flight eur	importance of flight connections in Europe	Bedeutung von Flugverbindung zu Zielen in Europa
3.23)		importance of flight connections worldwide	Bedeutung von Flugverbindung zu weltweiten Zielen
	han_flight_world	, ,	
3.24)	han_fambus	family business	Familienunternehemen
.25)	han_minim1	minimum wage q1	Mindestlohn Frage 1
.26)	han_minim2	minimum wage q2	Mindestlohn Frage 2
.27)	han_minim3	minimum wage q3	Mindestlohn Frage 3
.28)	han_minim4	minimum wage q4	Mindestlohn Frage 4
.29)	han_minim5	minimum wage q5	Mindestlohn Frage 5
3.30)	han_minim6	minimum wage q6	Mindestlohn Frage 6
.31)	han minim7	minimum wage q7	Mindestlohn Frage 7
3.32)	han minim8	minimum wage q8	Mindestlohn Frage 8
1.33)	han_turnexp	expected turnover this year	erwarteter Jahresumsatz dieses Jahr
		total investment last year	
1.34)	han_invest_lj		Gesamtinvestitionen letztes Jahr
3.35)	han_invcon_lj	investment in construction last year	Investitionen in Bauten letztes jahr
.36)	han_inveq_lj	investment in equipment last year	Investitionen in Ausrüstung letztes Jahr
.37)	han_invest_dj	total investment this year	Gesamtinvestitionen dieses Jahr
.38)	han_invcon_dj	investment in construction this year	Investitionen in Bauten dieses Jahr
.39)	han_inveq_dj	expected investment in equipment this year	Investitionen in Ausrüstung dieses Jahr
.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
.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)		refugees question3	
3.46)	han_ref3	refugees question4	Flüchtlinge Frage 3
	han_ref4	- 1	Flüchtlinge Frage 4
3.47)	han_ref5	refugees question5	Flüchtlinge Frage 5
3.48)	han_ref6	refugees question6	Flüchtlinge Frage 6
3.49)	han_ref7	refugees question7	Flüchtlinge Frage 7
3.50)	han_ref8	refugees question8	Flüchtlinge Frage 8
3.51)	han_ref9	refugees question9	Flüchtlinge Frage 9
3.52)	han_minim_post1	affected by minimum wage	von Mindestlohn betroffen
3.53)	han_minim_post2	no minimum wage measures	keine Mindestlohn- Maßnahmen
1.54)	han minim post3	measures: employee reduction	Maßnahmen: Personalabbau
3.55)	han minim post4	measures: working hour reduction	Maßnahmen: Arbeitszeitreduzierung
i-56)	han minim post5	measures: increased prices	Maßnahmen: Preiserhöhungen
		measures: decreased investment	
3.57)	han_minim_post6	measures: decreased investment	Maßnahmen: verringerte Investitionen
1.58)	han_minim_post7		Maßnahmen: Kürzungen von Sonderzahlungen
3.59)	han_minim_post8	less minijobs	Minijobs weggefallen
1.60)	han_minim_post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
.61)	han_minim_post10	new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
.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 ongoing operating resources	
1.67)	han credituse3	·	Finanzierung einer Investition
3.68)	_	other financing online trade: trading online	Sonstiger Verwendungszweck Onlinehandel: Handeln online
	han_ontrad_yn	online trade: trading online online trade: platform	
1.69)	han_ontrad_plat		Onlinehandel: Plattform
1.70)	han_ontrad_share	online trade: share online trade of totoal revenue	Onlinehandel: Anteil Onlinehandel an gesamten Umsatz
.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
.73)	han_midmanshare	mid tier: at least one manager has shares	Mittelstand: Mindestens ein Geschäftsführer hält Anteile
	han_midyes	mid tier: company rated as mid tier	Mittelstand: Firma als Mittelstand betrachtet
.74)	han ontrad inf	online trade: influence on business	Onlinehandel: Einfluss auf Geschäft
		oninie traue, influence on business	
3.75)			Kreditverhandlungen durchgeführt
3.75) 3.76)	han_credit2_1	credit seeking	
3.75) 3.76) 3.77)	han_credit2_1 han_credit2_2	credit seeking credit allocation	Kreditvergabe: Verhalten der Banken
3.75) 3.76) 3.77)	han_credit2_1	·	Kreditvergabe: Verhalten der Banken Gründe für keine Kreditverhandlungen
3.75) 3.76) 3.77) 3.78)	han_credit2_1 han_credit2_2	credit allocation	
3.75) 3.76) 3.77) 3.78) 3.79)	han_credit2_1 han_credit2_2 han_credit2_3	credit allocation reasons for not credit seeking	Gründe für keine Kreditverhandlungen
3.74) 3.75) 3.76) 3.77) 3.78) 3.79) 3.80) 3.81)	han_credit2_1 han_credit2_2 han_credit2_3 han_negint	credit allocation reasons for not credit seeking confronted with negative interest rates	Gründe für keine Kreditverhandlungen Wurden Sie mit Negativzinsen konfrontiert?

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?
3.90)	han_ustax_sales	tax reform: percentage sales in US	US Steuerreform: prozentualer Umsatz in USA
3.91)	han_ustax_competition	tax reform: competition with US-companies	US Steuerreform: Wettbewerb mit US-Firmen
3.92)	han_ustax_shortterm	tax reform: tax burden short term	US Steuerreform: Steuerbelastung kurzfristig
3.93)	han_ustax_longterm	tax reform: tax burden long term	US Steuerreform: Steuerbelastung langfristig
3.94)	han_ustax_export	tax reform: reaction export	US Steuerreform: Reaktion Exporte
3.95)	han_ustax_import	tax reform: reaction import	US Steuerreform: Reaktion Importe
3.96)	han_ustax_invus	tax reform: reaction investment in US	US Steuerreform: Reaktion Investitionen in USA
3.97)	han_ustax_invger	tax reform: reaction investment in Germany	US Steuerreform: Reaktion Investitionen in Deutschland

4. Standard questions of the department stores in percentage

	Name	Label	German description
4.1)	han questpercansw11	% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit "gut" beurteilen
4.2)	han questpercansw12	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen
4.4)	han_questpercansw21	% to busvoly higher	Prozent der Warenhäuser, deren Umsatz " höher" als im Vorjahr ist
4.5)	han_questpercansw22	% to busvoly as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vorjahr ist
4.6)	han_questpercansw23	% to busvoly lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vorjahr ist
4.7)	han_questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vormonat ist
4.8)	han_questpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vormonat ist
4.9)	han_questpercansw33	% to busvolm lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vormonat ist
4.10)	han_questpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als "zu klein" beurteilen
4.11)	han_questpercansw42	% to feedst satisfiable	Prozent der Warenhäuser, die ihren Lagerbestand als "befriedigend" beurteilen
4.12)	han_questpercansw43	% to feedst too much	Prozent der Warenhäuser, die ihren Lagerbestand als "zu groß" beurteilen
4.13)	han_questpercansw51	% to prvpm increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "erhöht" haben
4.14)	han_questpercansw52	% to prvpm not changed	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "nicht verändert" haben
4.15)	han_questpercansw53	% to prvpm decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "gesenkt" haben
4.16)	han questpercansw61	% to exppr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exppr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exppr decreasing	Prozent der Warenhäuser, die "sinkende" Verkaufspreise erwarten
4.19)	han_questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr " erhöht " haben
		% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert" haben
4.20)	han_questpercansw72	76 to ords not changing	
4.20) 4.21)	han_questpercansw72 han_questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" haben
4.21)	han_questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" haben





No.	Name		Label	Label Surve					Survey period			
1.6)	han_weight weight West 01/1990 to 01/2006					06	monthly survey					
							East and W	est since 02/	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_westeast		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										A .			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019				
WEST													
EAST													

No.	Name		Label				Survey perio	od	Surve	Survey frequency		
1.8)	· · · · · · · · · · · · · · · · · · ·						East 01/199	90 to 01/200 11 to 01/2006 est since 02/2	5	montl	nly survey nly survey nly survey	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST										Federal state according to ifo-code		
	EAST	EAST										
2000 2001		2002	2003	2004	2005	2006	2007	2008	2009	1 "[01] Berlin West" 2 "[02] Schleswig-Holstein" 3 "[03] Hamburg"	10 "[10] Bavaria" 11 "[11] Saarland" 12 "[12] Mecklenburg-	
WEST										4 "[04] Bremen"	Western-Pomerani	
EAST										5 "[05] Lower Saxony" 6 "[06] Nordrhine-Westphalia"	13 "[13] Brandenburg (incl. Berlin East)"	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	7 "[07] Rhineland-Palatinate" 8 "[08] Hesse"	14 "[14] Saxony-Anhalt 15 "[15] Saxony"	
WEST										9 "[09] Baden-Wuerttemberg" 16 "[16] Thuringia"		
EAST	ST											

No.	Name		Label				Survey perio	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 W	est since 02/2	2006		monthly survey	
										I=		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST												
	EAST											
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
WEST												
EAST												
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
												ı

WEST EAST

1	No.	Name		Label				Survey perio	od		Survey frequency
1	10)	han_id2		identification number (part2)				West 01/1990 to 01/2006			monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
١	VEST										identification number (part2)
											2 digits
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
١	VEST										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
L											

	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)			WC3C 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 East 01/199			monthly survey monthly survey
							East and We	est since 02/	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	2009	4 digits
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST								-		
EAST										

No.	Name		Label				Survey perio	d			Survey frequency
1.13)	idnum		firm X adress fil	le id			West 03/199 East 04/199 East and We	2 to 01/2006	5		monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
		EAST		WEST						Firm adress file id	
		EASI								7 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST								_			

No.	Name		Label				Survey perio	od		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

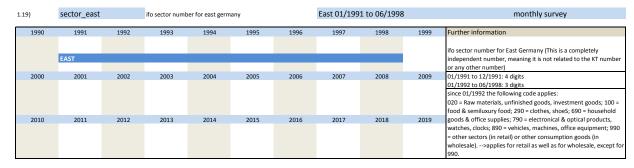


No.	Name		Label				Survey perio	od		Survey frequency
1.15)	han_plantn	umeast	information id f	or east germany			East 01/199	91 to 06/1998		monthly survey
1990	1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	Further information Information id, 11 digits, formed with sector number for East Germany 01/1991 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 peri	od		Surv	rey frequency
1.16)	han_plantn	umwz03	WZ03 informat	ion id			East and W	est since 02/	2006	mon	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_wz0	3	sector number	WZ03			West 01/19 East 07/199			monthly survey monthly survey
							East and We			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.	Name		Label				Survey perio	od			Survey frequency
1.10)	sector_ifo		KT sector numb				West 01/19	00 to 01/200	6		monthly survey
1.18)	sector_no		KI Sector numb	ier				8 to 01/200			monthly survey
							Last 07/133	0 10 01/2000	/		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST										KT sector number	
WEST								EAST		Ki sector number	
										5 digits KT number	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		



No.	Name		Label				Survey perio	od			Survey frequency
1.20)	sector_total		sector name tra	de			East since 0	1/1991			monthly survey
							West since	01/1990			monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST											
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

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

INO.	ivame		Labei				Survey perio	ou		Survey frequency
1.22)	han_latecon	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	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	

1.23) Online Online West since 05/2007 monthly survey East since 05/2007 monthly survey 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 Further information WEST Questionnaire was answered online [0] paper [0] paper [1] fax [2] online WEST WEST West since 05/2007 monthly survey [0] paper [1] fax [2] online [5] manually collected			II. Variable	s regarding t	he survey pr	ocess					
East since 05/2007 monthly survey	No.	Name		Label				Survey peri	od		Survey frequency
East since 05/2007 monthly survey											
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 Further information WEST Questionnaire was answered online [O] paper 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 [1] fax [2] online WEST [S] manually collected	1.23)	online		online				West since	05/2007		monthly survey
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 since 0	5/2007		monthly survey
WEST Contain the second of the									•		, , ,
EAST 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 [1] fax [2] online WEST [5] manually collected	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
EAST 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 [1] fax [2] online WEST [5] manually collected											
[0] paper	WEST										Questionnaire was answered online
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 11 fax 12 online WEST		EAST									
[2] online WEST [5] manually collected											
WEST [5] manually collected	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
											[5] manually collected
LASI	EAST										

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

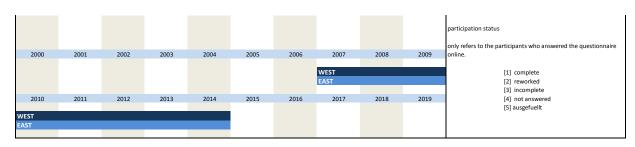
No.	Name		Label				Survey perio	od		Survey frequency
1.24)	survey_start		survey_start				West since 0	•		monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Start of the survey only refers to the participants who answered the questionnaire
2000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

Name		Label				Survey perio	od		Survey frequency
survey_end		survey_end				West since (01/2005		monthly survey
						East since 0	1/2005		monthly survey
4004	4002	4003	4004	4005	4000	4007	4000	1000	Further information
1991	1992	1993	1994	1995	1996	1997	1998	1999	Furtner information
									End of the survey
2001	2002	2002	2004	2005	2006	2007	2000		only refers to the participants who answered the questionnaire online.
2001	2002	2003	2004	2003	2000	2007	2000	2003	onine.
						WEST			
						EAST			
2011	2012	2013	2014	2015	2016	2017	2018	2019	
		survey_end 1991 1992 2001 2002	survey_end survey_end 1991 1992 1993 2001 2002 2003	survey_end survey_end 1991 1992 1993 1994 2001 2002 2003 2004	survey_end survey_end 1991 1992 1993 1994 1995 2001 2002 2003 2004 2005	survey_end survey_end 1991 1992 1993 1994 1995 1996 2001 2002 2003 2004 2005 2006	survey_end survey_end West since 0 1991 1992 1993 1994 1995 1996 1997 2001 2002 2003 2004 2005 2006 2007 WEST EAST EAST EAST EAST EAST	survey_end survey_end West since 01/2005 East since 01/2005 1991 1992 1993 1994 1995 1996 1997 1998 2001 2002 2003 2004 2005 2006 2007 2008 WEST EAST	survey_end survey_end West since 01/2005 East since 01/2005 1991 1992 1993 1994 1995 1996 1997 1998 1999 2001 2002 2003 2004 2005 2006 2007 2008 2009 WEST EAST

No.	Name		Label				Survey perio	od		Survey frequency
1.26)	participation	n_date	participation da	ite			West since (01/2005		monthly survey
							East since 0	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								WEST		
EAST								EAST		

No		Name		Label				Survey perio	od		Survey frequency
1.2	7)	participation	n_hour	participation ho	ur				ast 01/2005-0 ast since 05/2		monthly survey monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
											Participation hour only refers to the participants who answered the questionnaire
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
								WEST EAST			
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WE									WEST EAST		

No.	Name	I	Label				Survey perio	d		Survey frequency
1.28)	participatio	n_status	ı	participation stati	us		West and Ea			monthly survey monthly survey
199	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information



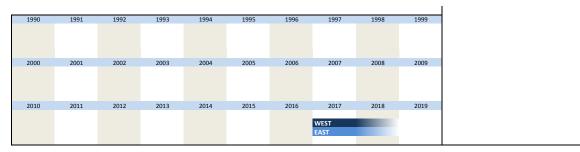
No.	Name		Label				Survey perio	bc		Survey frequency
1.29)	han_particip	oant		participation in	this survey		West since 0			monthly monthly
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										introduced in 04/2018
WEST	EAST		_				_			Participation in this survey:
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[0] No
										[1] Yes
WEST EAST	_						_			Calculation of varaible:
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	1, if data of online and statebus or comexp exists, 0 otherwise
WEST										1991-03/2018 variable=1, since 04/2018 variable can be 0 or 1 (due to a change in delievered data)
EAST										

2. Standard questions Name Label Survey period Survey frequency No. West 01/1990 to 01/2006 monthly survey han_statebus state of business (appraisal) East 01/1991 to 01/2006 monthly survey Wording of question East and West since 02/2006 monthly survey Further information 01/1990 to 11/2001 Appraisal and development in the moth of survey
We rate our current state of business to be Appraisal of the state of business *01/2002 and 02/2002 good [1] satisfiable) [2] bad [3] Current situation / newest tendencies West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are since 01/2002

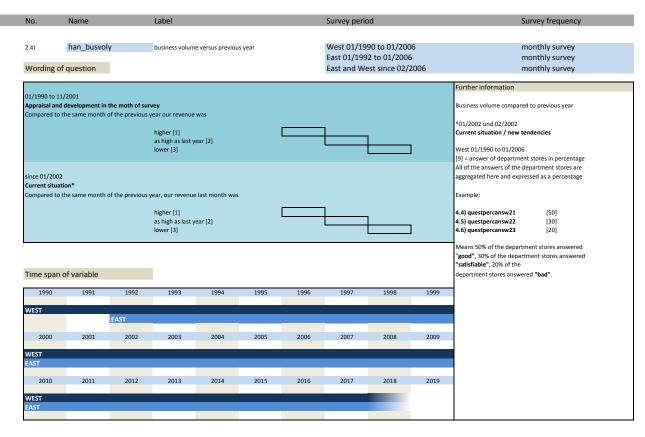
Current situation*

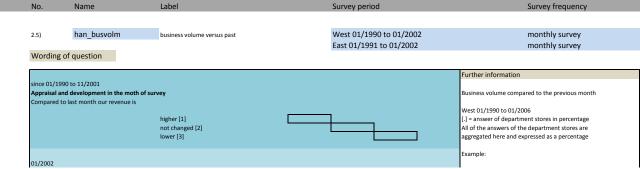
We rate our state of business (previous month/ new tendencies) to be aggregated here and expressed as a percentage Example: good [1] satisfiable [2] bad [3] 4.1) questpercansw11 [50] 4.2) questpercansw12 4.3) questpercansw13 [30] Means 50% of the department stores answered "good", 30% of the department stores answered Time span of variable "satisfiable", 20% of the department stores answered "bad" 1999 1990 1991 1992 1993 1994 1995 1996 1997 1998 EAST 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 WEST 2011 2013 2015 2017 2019 2010 2012 2014 2016 2018 WEST

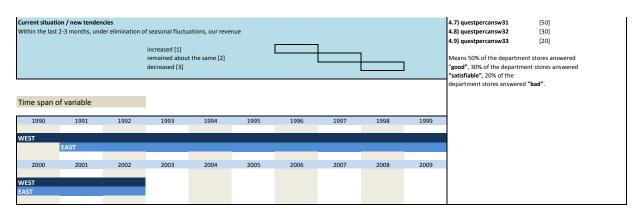
	· · · · · · · · · · · · · · · · · · ·	2000.	builtey period	builty inequality
2.2)	han statebus sl	and of the standard	East and West since 01/2017	monthly survey
2.2)	iiaii_statebus_si	state of business (VAS)	East and West since 01/2017	monthly survey
Wording of	question			
				Further information
since 01/2017				
Current situation				Appraisal of the state of business (slider)
We rate our sta	te of business (previous month/	new tendencies) to be		
	0	50 100		online only
	bad	satisfiable	good	
	555	3d tishlabic	5000	
				1
Time span o	f variable			

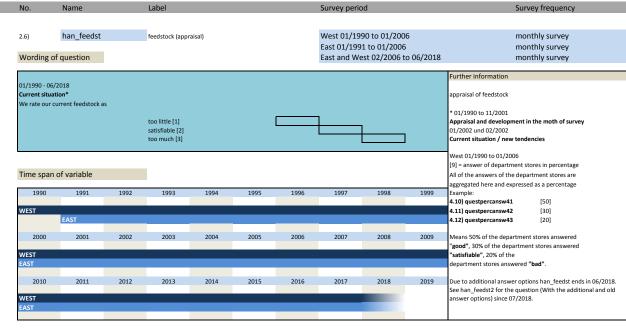


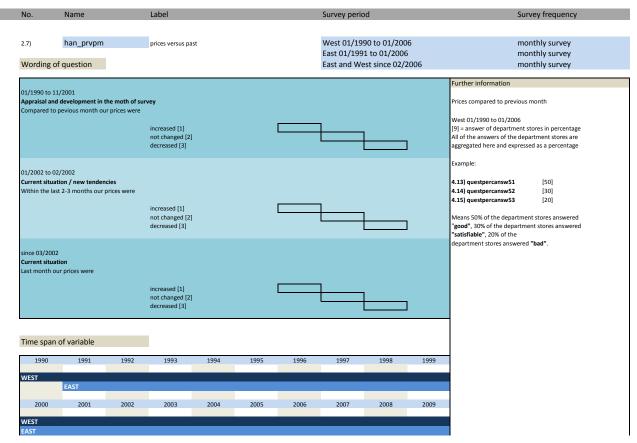
No.	Name		Label				Survey perio	od		Survey frequency
2.3)	han_statebu	us_clicks	state of busines	ss (clicks)			East and We	est since 01/	2017	monthly
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										amount of clicks for question 2.2) han_statebus_sl
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online only
2010	2011	2012	2013	2014	2015	2016	2017 WEST EAST	2018	2019	

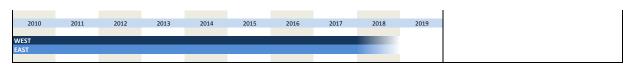


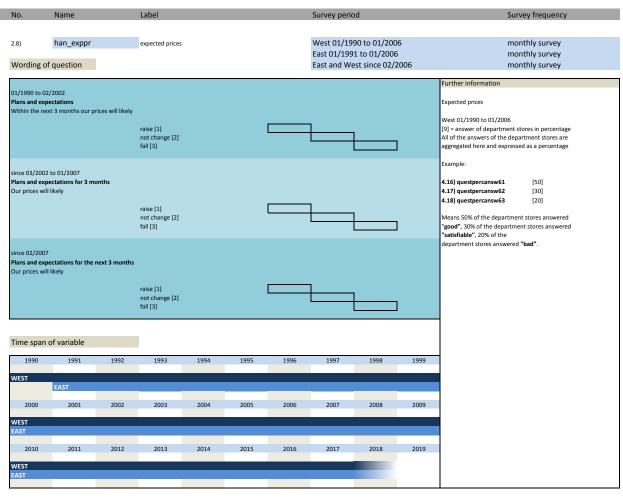


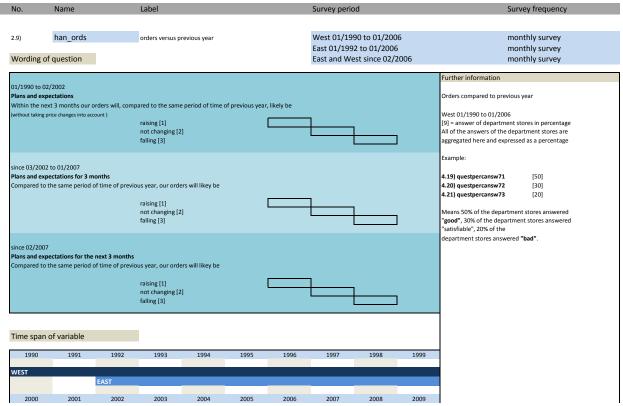


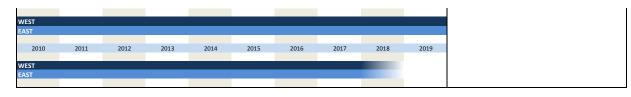


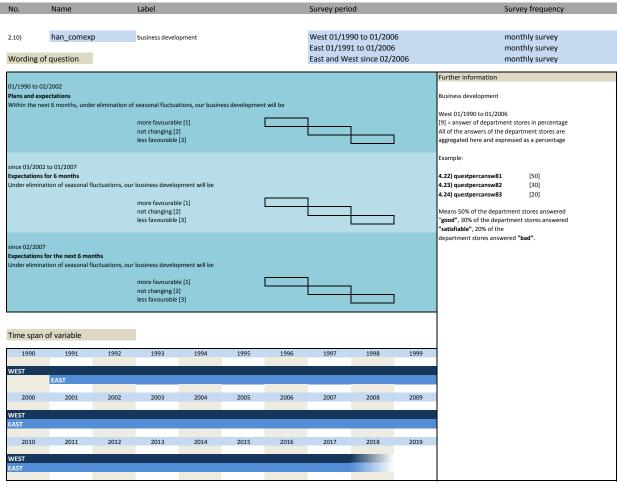












).	Name		Label				Survey perio	od		Survey frequency
1)	han_comexp	o_sl	business develo	pment (VAS)			East and We	est since 01/2	2017	monthly survey
ording of	question									Further information
	or the next 6 mor		business develop	ment will be						business development (slider)
	0less favourable		50_	not ch	anging	100		more favourable	۵	online only
	ress to vocatoble			1100 011	u					
	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	1991	1992	1993	1994	1995	1996 2006	1997 2007	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

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

Time span of variable Further information amount of clicks for question 2.11) han_comexp_sl online only WEST EAST

No.	Name		Label				Survey perio	d		Survey frequency
2.13)	han_emplexp)	expected emplo	yees			West 01/199			Mrch, Jun, Sep, Dec*
							West 03/199			monthly survey
							East 01/1993			monthly survey
Wording of	f question						East and We	st since 02/2	006	monthly survey
										Further information
01/1990 to 02										
Plans and exp				dinaination of a	aaaaaal flatat:					Expected number of employees
within the nex	xt 3 months our nur	mber of empio	yees wiii, under e	elimination of se	easonai fluctuati	ons,				* 1991: Apr, Jun, Sep, Dec
			raise [1]				1			1991: Apr, Jun, Sep, Dec 1993: Mrch, Jun, Sep
			not change [2]							1994: Jan, Mrch, Jun, Sep, Dec
			fall [3]							· ·
										was a special question until 12/1996
since 03/2002										
	ectations for 3 mor		number of emplo	vees will						
onder einillid	icion di seasonal liu	ctuations our	number of emplo	yees wiii						
			raise [1]							
			not change [2]							
since 02/2007 Plans and exp	, ectations for the ne	ext 3 months	fall [3]							
Plans and exp			fall [3]	yees will						
Plans and exp	ectations for the ne		number of emploraise [1] not change [2]	yees will						
Plans and exp Under elimina	ectations for the ne		number of emploraise [1] not change [2]	yees will						
Plans and exp Under elimina	ectations for the ne tion of seasonal flu		number of emploraise [1] not change [2]	yees will	1995	1996	1997	1998	1999	
Plans and exp Under elimina Fime span 1990	ectations for the ne tion of seasonal flu of variable	ctuations our	fall [3] number of emplo raise [1] not change [2] fall [3]		1995	1996	1997	1998	1999	
Plans and exp Under elimina Fime span	ectations for the ne tion of seasonal flu of variable	ctuations our	fall [3] number of emplo raise [1] not change [2] fall [3]		1995	1996	1997	1998	1999	
Plans and exp Under elimina Fime span 1990 WEST	of variable 1991 EAST	1992	number of emplo raise [1] not change [2] fall [3]	1994						
Plans and exp Under elimina Fime span 1990	of variable	ctuations our	fall [3] number of emplo raise [1] not change [2] fall [3]		1995	1996	1997	1998	1999	
Plans and exp Under elimina Fime span 1990 WEST 2000 WEST	of variable 1991 EAST	1992	number of emplo raise [1] not change [2] fall [3]	1994						
Plans and exp Under elimina Fime span 1990 WEST	of variable 1991 EAST	1992	number of emplo raise [1] not change [2] fall [3]	1994						
Plans and exp Under elimina Fime span 1990 WEST 2000 WEST	of variable 1991 EAST	1992	number of emplo raise [1] not change [2] fall [3]	1994						
Fime span 1990 WEST 2000 WEST 2010	of variable 1991 EAST 2001	1992 2002	fall [3] number of emplo raise [1] not change [2] fall [3] 1993	1994	2005	2006	2007	2008	2009	
Fime span 1990 MEST 2000 WEST	of variable 1991 EAST 2001	1992 2002	fall [3] number of emplo raise [1] not change [2] fall [3] 1993	1994	2005	2006	2007	2008	2009	

No.	Name		Label				Survey perio	d		Survey frequency
2.14)	han_comex	p_unc	uncertainty w.r.	t. commercial o	peration		West since 0			monthly monthly
										Further information
since 07/201	7									
We assess th	ne uncertainty cong	guarding our cor	nmercial operati	on in the next 6	month as					
		0-low		50-mediur			100-high			
Time span	of variable									
Time span	of variable	1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
	1992	1993		1995		1997	1998	1999	2000	
		1993	1994	1995	1996	1997	1998	1999	2000	
1991	1992									
1991	1992									
1991	1992	2003	2004	2005	2006	2007	2008	2009	2010	
1991	1992									

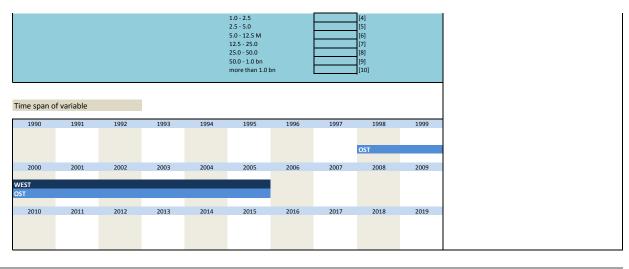
3. Sonderfragen

0.	Name		Label				Survey perio	d		Survey frequency
ording of	han_empl		employees				West von 10 East von 10 East and We	/2000 to 10/2	2005	annual survey, Oct annual survey, Oct* annual survey, Nov**
·	, , ,	incl. helping fami			rary employees	***:				Further information employees *East 2001: monthly survey **since 02/2006
										Even though the data is only inquired annually,
me span o		1002	1002	1004	1005	1006	1007	1009	1000	Even though the data is only inquired annually, they appear in the dataset monthly. The reason forr this is that the annual data is transmitted to every month manually The data of the current survey are generally
me span c	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Even though the data is only inquired annually, they appear in the dataset monthly. The reason forr this is that the annual data is transmitted to every month manually
·		1992	1993	1994	1995	1996	1997	1998	1999	Even though the data is only inquired annually, they appear in the dataset monthly. The reason forr this is that the annual data is transmitted to every month manually. The data of the current survey are generally transmitted two to three months after the inquiry. Example: for November and December 2007 the variable empl contains the value of the inquiry from November 2006. Since January 2008 the variable
1990	1991									Even though the data is only inquired annually, they appear in the dataset monthly. The reason forr this is that the annual data is transmitted to every month manually. The data of the current survey are generally transmitted two to three months after the inquiry. Example: for November and December 2007 the variable empl contains the value of the inquiry from November 2006. Since January 2008 the variable empl contains the value of the survey from November 2007.
1990	1991									Even though the data is only inquired annually, they appear in the dataset monthly. The reason forr this is that the annual data is transmitted to every month manually. The data of the current survey are generally transmitted two to three months after the inquiry transmitted two to three months after the inquiry. Example: for November and December 2007 the variable empl contains the value of the inquiry from November 2006. Since January 2008 the variable empl contains the value of the survey from

No.	. Na	ame	Label	Survey period	Survey frequency
3.2)	ha	an_totu	total turnover	West von 10/2000 to 10/2005	annual survey, Oct
				East von 10/1998 to 10/2005	annual survey, Oct
				East and West von 11/2006	annual survey, Nov

Wording of question

West 10/2000			Further information
Last year our total turnover was			Total turnover
Last year our total turnover was	less than 1/2 MM DM 1/2-1 " " 1-2 " " 2-5 " " 5-10 " " 10-50 " " 50-100 " " more than 100 " "	[2] [3] [4] [5]	Since October 2001: uniform size class for Eastern and Western Germany This data, which is inquired once a year, is needed for weighting purposes
East 10/1998 to 10/2000			
Last year the size range of our revenue (without sales tax) was			
	< 500 000 DM DM 500 000 to 1 million 1 to < 2 M DM 2 to < 5 M DM 5 to < 10 M DM 10 to < 25 M DM 25 M DM and more	[1] [2] [3] [4] [5] [6]	
10/2001			
Last business year our total turnover was (in DM):	less than 0,5 M 0.5 - 1.0 " 1.0 - 2.0 " 2.0 - 5.0 " 5.0 - 10.0 M 10.0 - 25.0 " 25.0 - 50.0 " 50.0 - 100.0 " more than 100 M	[1] [2] [3] [4] [5] [6] [7] [8]	
since 10/2002 to 10/2005, since 11/2006 to 11/2008			
Last business year our total turnover was (in Euro):	less than 0,25 M 0,25 -0.5 " 0,5 -1.0 " 1.0 -2.5 " 2.5 -5.0 M 5.0 -12.5 " 12.5 -25.0 " 25.0 -5.0 " more than 50 M	[1] [2] [3] [4] [5] [6] [7] [8] [9]	
since 11/2009			
Last business year our total turnover was (in Euro):	less than 0,25 M 0.25 - 0.5 0.5 - 1.0	[1] [2] [3]	



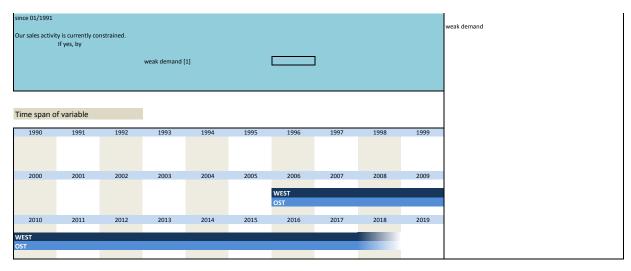
No.	Name		Label				Survey perio	od		Survey frequency
3.3)	han_constra	ain	constraints to p	roduction			East 01/199	1 to 01/200	5	monthly survey
	_		_				East and We	est since 04/	2006	Jan, Apr, Jul, Oct
Wording o	f question									
										Further information
since 01/1991	L									constraints to production
Our sales acti	vity is currently co	nstrained								No to the total Advantage
										No inquiry in May 1992
	yes [1]			no [2]						
										[3]: Conflict - here, "no" was chosen, but for any constraining factor (3.4) han_diffsup to 3.11) han_othrea), "yes" was crossed.
Time snan	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	OST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
						WEST				
OST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST OST										
031										

1)	han_diffsup		difficulties of su	pply			East 01/199	1 to 01/2006		monthly survey
ording o	f question									
ce 01/1991 r sales acti	1 vity is currently co If yes, by	nstrained.	difficulties of su namely	pply [1]						Further information difficulties of supply No inquiry in May 1992
me span	of variable	1992	1993	1994	1995	1996	1997	1998	1999	
		1992	1993	1994	1995	1996	1997	1998	1999	

Survey period Survey frequency

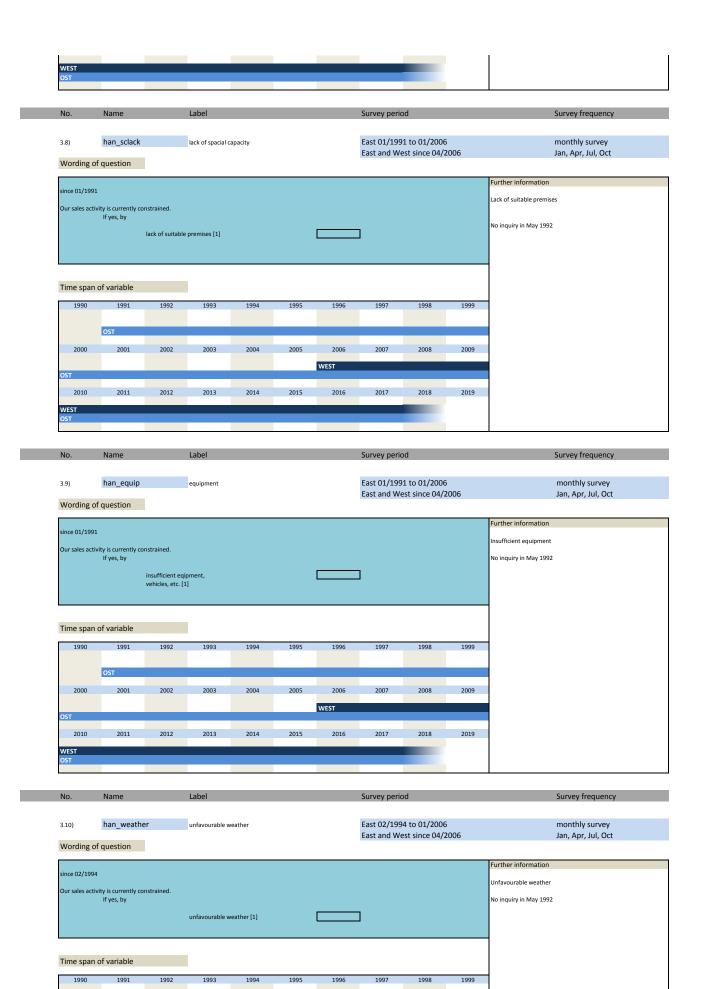
No. Name Label

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

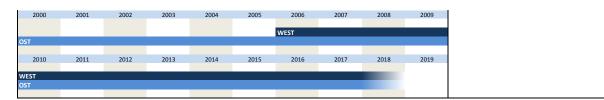


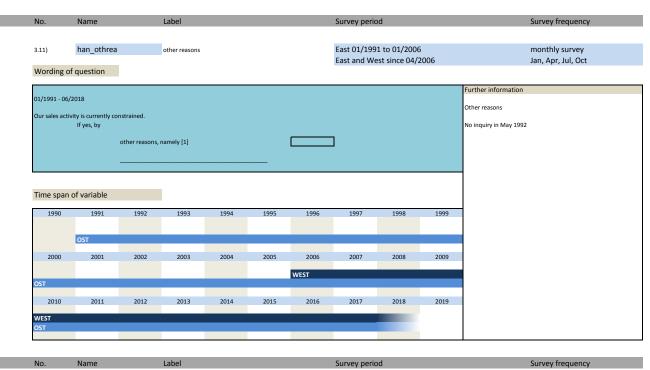
No.	Name		Label				Survey perio	od		Survey frequency
3.6)	han_difffin		difficulties in fir	nancing			East 01/199			monthly survey
Wording o	f question						East and We	est since 04/	2006	Jan, Apr, Jul, Oct
since 01/199	1									Further information
										difficulties in financing
Our sales acti	vity is currently co If yes, by	nstrained.								No inquiry in May 1992
			difficulties in fir	nancing [1]]			
Time span	of variable									
Time span	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	
1990	1991 OST									-
	1991	1992	1993	1994	1995	2006	1997	1998	1999	
1990	1991 OST									
1990 2000 OST	1991 OST 2001	2002	2003	2004	2005	2006 WEST	2007	2008	2009	
1990	1991 OST					2006				
1990 2000 OST	1991 OST 2001	2002	2003	2004	2005	2006 WEST	2007	2008	2009	

No.	Name		Label				Survey perio	bc			Survey frequency
3.7)	han skilllack		constraints: lac	k of skilled labour	r		East 01/199	1 to 01/2006	5		monthly survey
	_						East and We	est since 04/	2006		Jan, Apr, Jul, Oct
Wording of	of question										
										Further information	
01/1991 to 0	1/2006									Tartici illomation	
										Lack of manpower	
Our sales act	ivity is currently con If yes, by	istrained.								No inquiry in May 199	12
										. , , , ,	
		lack of qualified	d manpower [1]								
since 04/200	0										
Our sales act	ivity is currently con	strained.									
Our sales act	ivity is currently con If yes, by	strained.									
Our sales act	If yes, by		abor [1]				l				
Our sales act	If yes, by	istrained. lack of skilled la	abor [1]				l				
Our sales act	If yes, by		abor [1]				l				
Our sales act	If yes, by		abor [1]				l				
	If yes, by		abor [1]				l				
	If yes, by		abor [1]								
	If yes, by		abor [1]	1994	1995	1996	1997	1998	1999		
Time spar	If yes, by	lack of skilled la		1994	1995	1996	1997	1998	1999		
Time spar	If yes, by	lack of skilled la		1994	1995	1996	1997	1998	1999		
Time spar	of variable	lack of skilled la	1993								
Time spar	of variable	lack of skilled la		1994	1995	1996	1997	1998	1999		
Time spar	of variable	lack of skilled la	1993								
Time spar	of variable	lack of skilled la	1993			2006					



OST





	nan_credit		credit allocation	1			West 06/200 East and We East and We	st since 03/2	2006	Mrch, Aug* Mrch, Aug 2016 monthly survey
ording of qu ce 06/2003 w do youevalu	ate the willing	ness of banks to accommodatin normal/usual [i reserved/ restri	2]	usinesses?]			Further information Credit allocation *In 2003: June, August
me span of	variable	1992	1993	1994	1995	1996				
			1333		1333	1550	1997	1998	1999	
2000	2001	2002	2003 WEST	2004	2005	2006 OST	2007	1998	1999 2009	

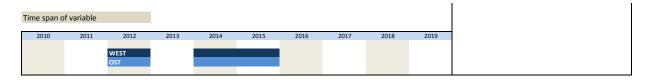
3.13)	han_fairxh	exhibitor at an international specialized fair	East and West since 06/2012	irregularly, Jun
Wording o	of question			
				Further information
06/2012				Exhibitor at an international specialized fair
Is your comp	any represented as an	exhibitor at an international specialized fair?		
	yes [1]	no [2]		
	yes [1]	(2)		

Survey period

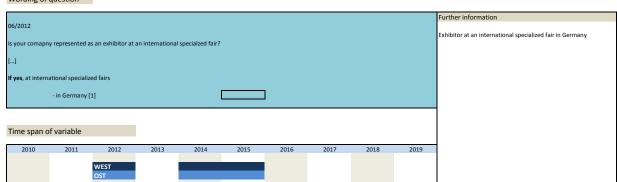
Survey frequency

No. Name

Label

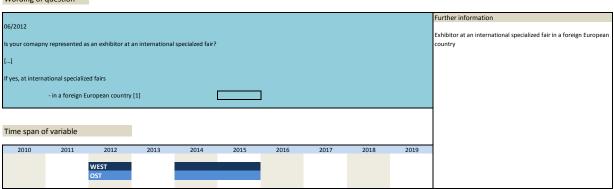






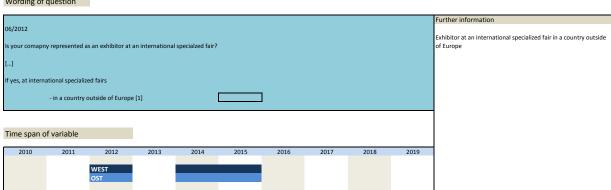
No.	Name	Label	Survey period	Survey frequency
3.15)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	East and West since 06/2012	irregularly, Jun

Wording of question



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

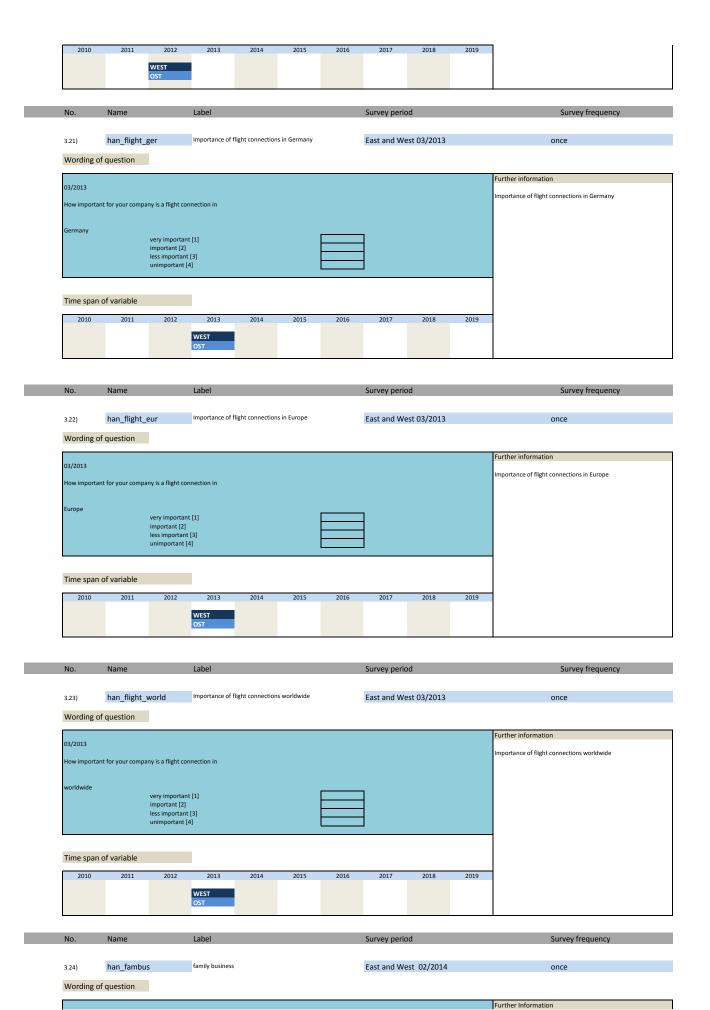
Wording of question



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

06/2012									
Is your compa	any going to be represented as a	an Exhibitor at an inte	rnational sp	ecialized fair durin	g the next 2-3	years?			Exhibitor at an international specialized fair during the years
	yes [1]		no [2]						
Time span	of variable								
2010	2011 2012	2013	2014	2015	2016	2017	2018	2019	
	WEST								
	OST								
No.	Name	Label				Survey peri	od		Survey frequency
3.18)	han_fairxhexp_g	exhibitor at an inte	ernational sp	pecialized fair in Ge	ermany during	East and W	est 06/2012		once
and the same		next 2-3 years							
Wording of	f question								la
06/2012									Further information Exhibitor at an international specialized fair in German
Is your compa	any going to be represented as a	an Exhibitor at an inte	rnational sp	ecialized fair during	g the next 2-3	years?			Exhibitor at an international specialized fair in German the next 2-3 years
. 1									
[]	tional ampointment faire								
If yes, at men	rnational specialized fairs								
	- in Germany [1]								
T	6 . Orbia								
Time span									
2010	2011 2012	2013	2014	2015	2016	2017	2018	2019	
	WEST OST								
No.	Name	Label				Survey peri	od		Survey frequency
No. 3.19)	Name han_fairxhexp_e	exhibitor at an inte			oreign	Survey periods			Survey frequency once
	han_fairxhexp_e	exhibitor at an inte			oreign				
3.19)	han_fairxhexp_e	exhibitor at an inte			oreign				
3.19)	han_fairxhexp_e	exhibitor at an inte			oreign				once Further information
3.19) Wording o	han_fairxhexp_e	exhibitor at an int European country	during next	: 2-3 years		East and W			once
3.19) Wording of	han_fairxhexp_e of question	exhibitor at an int European country	during next	: 2-3 years		East and W			Once Further information Exhibitor at an international specialized fair in a foreign
3.19) Wording of O6/2012 Is your compa	han_fairxhexp_e of question any going to be represented as a	exhibitor at an int European country	during next	: 2-3 years		East and W			Once Further information Exhibitor at an international specialized fair in a foreign
3.19) Wording of O6/2012 Is your compa	han_fairxhexp_e of question any going to be represented as a	exhibitor at an inte European country	during next	: 2-3 years		East and W			Once Further information Exhibitor at an international specialized fair in a foreign
3.19) Wording of O6/2012 Is your compa	han_fairxhexp_e of question any going to be represented as a	exhibitor at an inte European country	during next	: 2-3 years		East and W			Once Further information Exhibitor at an international specialized fair in a foreign
Wording of 06/2012 Is your compa [] If yes, at inten	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun	exhibitor at an inte European country	during next	: 2-3 years		East and W			Once Further information Exhibitor at an international specialized fair in a foreign
Wording of 06/2012 Is your compa [] If yes, at inten	han_fairxhexp_e of question any going to be represented as a rnational specialized fairs - in a foreign European coun	exhibitor at an inte European country an Exhibitor at an inte	during next	ecialized fair durin	g the next 2-3	East and W	est 06/2012	2019	Once Further information Exhibitor at an international specialized fair in a foreign
Wording of 06/2012 Is your compa [] If yes, at inten	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable	exhibitor at an inte European country	during next	: 2-3 years		East and W		2019	Once Further information Exhibitor at an international specialized fair in a foreign
Wording of 06/2012 Is your compa [] If yes, at inten	han_fairxhexp_e of question any going to be represented as a rnational specialized fairs - in a foreign European coun	exhibitor at an inte European country an Exhibitor at an inte	during next	ecialized fair durin	g the next 2-3	East and W	est 06/2012	2019	Once Further information Exhibitor at an international specialized fair in a foreign
Wording of 06/2012 Is your compa [] If yes, at inten	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST	exhibitor at an inte European country an Exhibitor at an inte	during next	ecialized fair durin	g the next 2-3	East and W	est 06/2012	2019	Once Further information Exhibitor at an international specialized fair in a foreign
Wording of 06/2012 Is your compa [] If yes, at inten	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST	exhibitor at an inte European country an Exhibitor at an inte	during next	ecialized fair durin	g the next 2-3	East and W	est 06/2012	2019	Once Further information Exhibitor at an international specialized fair in a foreign
3.19) Wording o 06/2012 Is your compa [] If yes, at inten 2010	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name	exhibitor at an inte European country an Exhibitor at an inte	ernational spo	ecialized fair during	2016	East and W years? 2017 Survey periods	est 06/2012 2018	2019	Once Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency
3.19) Wording o 06/2012 Is your compa [] If yes, at inten Time span	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST	exhibitor at an inte European country an Exhibitor at an inte	ernational spec	ecialized fair during 2015	2016	East and W years? 2017 Survey periods	est 06/2012	2019	Eurther information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years
3.19) Wording o 06/2012 Is your compa [] If yes, at inten 2010	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne	exhibitor at an inte European country an Exhibitor at an inte http: 2013 Label exhibitor at an inte	ernational spec	ecialized fair during 2015	2016	East and W years? 2017 Survey periods	est 06/2012 2018	2019	Once Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency
3.19) Wording of 06/2012 Is your comparation of 15 Is your comparatio	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne	exhibitor at an inte European country an Exhibitor at an inte http: 2013 Label exhibitor at an inte	ernational spec	ecialized fair during 2015	2016	East and W years? 2017 Survey periods	est 06/2012 2018	2019	Once Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency
3.19) Wording of 06/2012 Is your compain fives, at intensity to the span 2010 No. 3.20)	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne	exhibitor at an inte European country an Exhibitor at an inte http: 2013 Label exhibitor at an inte	ernational spec	ecialized fair during 2015	2016	East and W years? 2017 Survey periods	est 06/2012 2018	2019	Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency Once
3.19) Wording o' 06/2012 Is your compa L] If yes, at inten Zime span 2010 No. 3.20) Wording o' 06/2012	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne	exhibitor at an inte European country an Exhibitor at an inte htty [1] 2013 Label exhibitor at an inte outside Europe du	cernational specifications of the second specification of	ecialized fair during 2015 2015	2016	years? 2017 Survey peri East and W	est 06/2012 2018	2019	Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency Once
3.19) Wording o' 06/2012 Is your compa Lind If yes, at inten 2010 No. 3.20) Wording o' 06/2012 Is your compa	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne	exhibitor at an inte European country an Exhibitor at an inte htty [1] 2013 Label exhibitor at an inte outside Europe du	cernational specification of the second specification of t	ecialized fair during 2015 2015	2016	years? 2017 Survey peri East and W	est 06/2012 2018	2019	Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency Once Further information Exhibitor at an international specialized fair in a country
3.19) Wording of 06/2012 Is your compa [] Time span 2010 2010 2010 2010 2010 2010 2010 201	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne of question	exhibitor at an inte European country an Exhibitor at an inte htty [1] 2013 Label exhibitor at an inte outside Europe du	cernational specification of the second specification of t	ecialized fair during 2015 2015	2016	years? 2017 Survey peri East and W	est 06/2012 2018	2019	Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency Once Further information Exhibitor at an international specialized fair in a country
3.19) Wording of 06/2012 Is your compa [] Time span 2010 2010 2010 2010 2010 2010 2010 201	han_fairxhexp_e of question any going to be represented as a mational specialized fairs - in a foreign European coun of variable 2011 2012 WEST OST Name han_fairxhexp_ne	exhibitor at an inte European country an Exhibitor at an inte antry [1] 2013 Label exhibitor at an inte outside Europe du an Exhibitor at an inte	cernational specification of the second specification of t	ecialized fair during 2015 2015	2016	years? 2017 Survey peri East and W	est 06/2012 2018	2019	Further information Exhibitor at an international specialized fair in a foreign country during the next 2-3 years Survey frequency Once Further information Exhibitor at an international specialized fair in a country



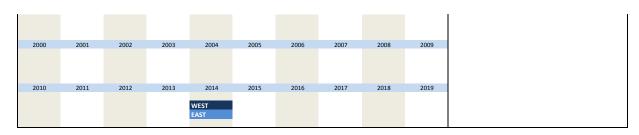
02/2014												
D) For research	purposes?											
	o you envision yourself as a family business? his means a company whose voting capital is held predominately by one or more families that are connected) yes[1] no[2]											
Time span o	of variable											
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989			
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
2010	2011	2012	2013	WEST EAST	2015	2016	2017	2018	2019			

No.	Name		Label				Survey perio	od		Survey frequency
3.25)	han_minim1	ı	minimum wage	e q1			East and We	est 11/2014		once
Wording of	f question									
										Further information
11/2014										
	the general minir		y will be implem	ented.						
Is your comp	oany affected by t	nis?								
		[1]		1						
		yes[1]		no[2]						
Time snan	of variable									
	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984 1994	1985 1995	1986 1996	1987 1997	1988	1989 1999	
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 1990 2000	1981 1991 2001	1992	1993	1994 2004	1995 2005	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992	1993 2003 2013	1994 2004	1995 2005	1996	1997	1998	1999	

.26)	han_minim2		minimum wage	q2			East and We	est 11/2014		once
Vording of	question									
1/2014										Further information
	e general minimum ny affected by this?		vill be implemen	ed.						
	y	es		no						
. If yes: With v	which measures wil	l you likely rea	ct to the minimu	m wage?						
	[1	l] No measure	s neccessary or s	cheduled						
ime snan d	of variable									
ime span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
ime span o		1982	1983	1984	1985	1986	1987	1988	1989	
·		1982	1983	1984	1985	1986	1987	1988	1989	

Survey frequency

No. Name Label Survey period



No.	Name		Label				Survey perio	od		Survey frequency
3.27)	han_minim3	3	minimum wag	e q3			East and We	est 11/2014		once
Wording o	f question									
										Further information
11/2014										Turtier information
01/01/2015 t	he general minimu	ım wage policy v	will be impleme	nted.						
ls your compa	iny affected by this	s?								
				3						
		yes		no						
2. If yes: With	which measures v	vill you likely rea	act to the minim	ium wage?						
		[1] personnel co	uts							
		[1] personnel co	uts							
Time snan		[1] personnel co	uts							
	of variable									
Time span		[1] personnel co	1983	1984	1985	1986	1987	1988	1989	
	of variable			1984	1985	1986	1987	1988	1989	
1980	of variable	1982	1983							
	of variable			1984	1985	1986	1987	1988	1989	
1980	of variable	1982	1983							
1980	of variable 1981 1991	1982	1983 1993	1994	1995	1996	1997	1998	1999	
1980	of variable	1982	1983							
1980	of variable 1981 1991	1982	1983 1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1983 1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1983 1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1994 2004	1995 2005	1996	1997 2007	1998	1999	

	Name		Label				Survey perio	od		Survey frequency
28)	han_minim4	l	minimum wage	: q4			East and We	est 11/2014		once
ording of	f question									
										Further information
1/2014										
	ne general minimu		vill be implemer	ted.						
your compar	ny arrected by this	s:								
		yes		no						
If yes: With	which measures v	vill you likely rea	ct to the minim	um wage?						
,		,								
		[1] reduction of	working hours							
	afa.:alala									
me span o	of variable									
ime span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982	1983 1993	1984	1985 1995	1986	1987 1997	1988	1989 1999	
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 2001	1992	1993	1994 2004	1995	1996	1997	1998	1999	
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992	1993	1994 2004	1995	1996	1997	1998	1999	

No.	Name		Label				Survey perio	od		Survey frequency
.29)	han_minim5		minimum wage	q5			East and We	est 11/2014		once
Vording o	f question									
1/2014										Further information
	he general minimu		will be implemer	ted.						
your comp	any arrected by this):								
		yes		no						
. If yes: With	which measures w	vill you likely re	act to the minim	um wage?						
		[1] increase in	prices							
ime 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	2044	2012	2042	2014	2045	2016	2047	2040	2040	
2010	2011	2012	2013	2014 WEST	2015	2016	2017	2018	2019	
				EAST						
lo.	Name		Label				Survey perio	od		Survey frequency
.30)	han_minim6	i	minimum wage	q6			East and We	est 11/2014		once
Vording o	of question									
1/2014										Further information

yes [1] reduction of investment Time span of variable WEST EAST

3.31)	han_minim7	minimum wage q7	East and West 11/2014	once
Wording o	of question			
				Further information
11/2014				
01/01/2015 t	the general minimum wage policy	will be implemented.		
	any affected by this?			
	yes	no		

Survey period

Survey frequency

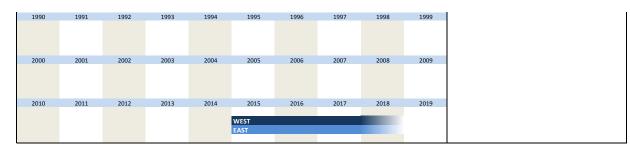
No. Name

2. If yes: With v	vhich measures v	will you likely rea	ct to the minimu	um wage?					
		[1] reduction of	special paymen	ts					
Time span o									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST EAST					

	Name		Label				Survey perio	od		Survey frequency
3.32)	han_minim8		minimum wage	e q8			East and We	est 11/2014		once
Wording o	of question									
										Further information
11/2014										
01/01/2015	the general minimu	m wage policy v	will be implemen	ited.						
Is your comp	any affected by this	5 <i>?</i>								
		yes		no						
2 If ves: With	n which measures w			=						
Z. II yes. Witi	i wincii ineasures w	in you likely lea	act to the illillill	um wage:						
		[1] other								
		[1] Other								
		[1] other								
		[1] Other								
Time span	of variable	[1] other								
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	1988	1989	
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 1990 2000	1981 1991 2001	1982	1993	1994	1995 2005	1996	1997	1998	1999	
1980	of variable 1981 1991	1982	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1982	1993	1994	1995 2005	1996	1997	1998	1999	

3.33)	han turnexp	2	expected turno	ver this year			Fact and W	est since 05/2	2015	annual survey
3.33)	nan_turnex	J	expected turne	ver ans year			EdSt dilu VV	est since us/.	2015	ailliuai suivey
Wording	of question									
										Further information
05/2015										
	and revenue									
3) compared	I to last year our tot	al revenue this	year will likely							
				•						
	increase [1]									
	not change [2]]						
	decrease [3]]						
Time spar	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
										•

No. Name Label Survey period Survey frequency



No.	Name		Label				Survey perio	ou		Survey frequency
3.34)	han_invest_lj	j	total investmen	t last year			East and We	est since 05,	2015	annual survey
Wording o	f question									
										Further information
05/2015										
Investments										
1) Last year (20YY* compared to	20WW**) our i	investments wer	e						*20YY means last year
		1	Total investment	s						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
	decreased [3]									20WW=2013
	decreased [3]									20WW=2013
Time span	decreased [3] of variable									20WW=2013
Time span		1982	1983	1984	1985	1986	1987	1988	1989	20WW=2013
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	20WW=2013
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	20WW=2013
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	20WW=2013
1980	of variable									20WW=2013
1980	of variable									20WW=2013
1980	of variable									20WW=2013
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	20WW=2013
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	20WW=2013
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	20WW=2013
1980 1990 2000	of variable 1981 1991 2001	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	20WW=2013

0.	Name		Label				Survey perio	oa		Survey frequency
							5			
35)	han_invcon_	J	investment in co	instruction last	year		East and We	est since 05/	2015	annual survey
ording of	question									
										Further information
/2015										Further information
estments and	d revenue									
	YY* compared to	20WW**) our ir	nvestments were	2						
		To	otal investments	i.						*20YY means last year e.g.: If the question was posed in 2015:
			eof in: construct							20YY=2014
		Г								
	increased [1]									*20WW means two years ago
										le g · If the question was nosed in 2015.
	not changed [2]	[e.g.: If the question was posed in 2015: 20WW=2013
		[
me span o	not changed [2] decreased [3] f variable	1982	1983	1984	1985	1986	1987	1988	1989	
	not changed [2] decreased [3]	1982	1983	1984	1985	1986	1987	1988	1989	
me span o	not changed [2] decreased [3] f variable	1982	1983	1984	1985	1986	1987	1988	1989	
me span o	not changed [2] decreased [3] f variable	1982	1983	1984	1985	1986	1987	1988	1989	
me span o	not changed [2] decreased [3] f variable 1981									
me span o	not changed [2] decreased [3] f variable 1981									
me span o	not changed [2] decreased [3] f variable 1981									
me span o' 1980	not changed [2] decreased [3] f variable 1981	1992	1993	1994	1995	1996	1997	1998	1999	
me span o' 1980	not changed [2] decreased [3] f variable 1981	1992	1993	1994	1995	1996	1997	1998	1999	
me span o' 1980	not changed [2] decreased [3] f variable 1981	1992	1993	1994	1995	1996	1997	1998	1999	
me span o' 1980 1990 2000	not changed [2] decreased [3] f variable 1981 1991	1992	1993 2003	1994 2004 2014	1995 2005	1996	1997 2007	1998	1999	

	Name		Label				Survey perio	od		Survey frequency
16)	han_inveq_lj		investment in ed	quipment last y	ear		East and We	est since 05/	2015	annual survey
ording of	question									
/2015										Further information
restments a										
	NYY* compared to 2	20WW**) our	investments were	e						
			Total investments	i .						*20YY means last year e.g.: If the question was posed in 2015:
			ereof in: equipme							20YY=2014
	increased [1]									
	not changed [2]									*20WW means two years ago e.g.: If the question was posed in 2015:
										20WW=2013
	decreased [3]									
	of variable	1002	1097	1004	1005	1000	1007	1000	1000	
me span o	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 1997	1988	1989 1999	
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 1990 2000	1981 1991 2001	1992	1993 2003	1994	1995 2005 2015	1996	1997 2007	1998	1999	
1980 1990 2000	1981 1991 2001	1992	1993 2003	1994	1995	1996	1997	1998	1999	

3.37)	han_invest_o	dj	total investmen	t this year			East and We	est since 05/	2015	twice a year (May, Nov.)
Wording of	f question									
05/2015										Further information
vestments a	and revenue ent year (20XX* cor	npared to 20Y	Y**) our investme	nts will likely						
			Total investment	s						*20XX means current year e.g.: If the question was posed in 2015:
	increase [1]									20XX=2015
	not change [2]									**20YY means last year e.g.: If the question was posed in 2015:
	decrease [3]									20YY=2014
ime cnan	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					

INO.	Ivallie	Label	Survey periou	Survey frequency
3.38)	han_invcon_dj	investment in construction this year	East and West since 05/2015	twice a year (May, Nov.)
Wording of	question			
				Further information
05/2015				
Investments a	nd revenue			

1) In the curren	increase [1] not change [2] decrease [3]	т	**) our investment otal investment reof in: construc	s,						*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1300	1301	1502	1303	1304	1303	1300	1307	1300	1303	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST			-		

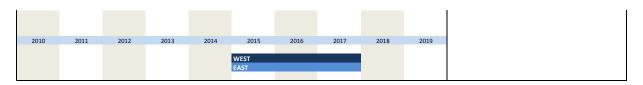
	Name		Label				Survey perio	od		Survey frequency
							m . 1000		/aa.	
.39)	han_inveq_c	dj	investment in e	quipment this y	rear		East and We	est since 05,	2015	twice a year (May, Nov.)
Vording of	f question									
5/2015										Further information
wastmants a	and revenue									
	ent year (20XX* cor	mpared to 20YY	**) our investme	nts will likely						
		т	otal investments	5,						*20XX means current year e.g.: If the question was posed in 2015:
		the	reof in: equipme	ent						20XX=2015
	increase [1]									*******
	not change [2]	(**20YY means last year e.g.: If the question was posed in 2015:
	decrease [3]	ĺ								20YY=2014
	of variable									
ime span		1982	1983	1984	1985	1986	1987	1988	1989	
	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1980	of variable									
	of variable	1982	1983	1984	1985 1995	1986	1987	1988	1989	
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable 1981 1991 2001	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	
1980	of variable 1981 1991	1992	1993	1994	1995 2005 2015	1996	1997	1998	1999	
1980	of variable 1981 1991 2001	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	

3.40)	han_invest_nj	total investment next year	East and West since 11/2015	annual survey
Wording o	of question			
				Further information
11/2015 Investments 1) In the next	t year (20ZZ* compared to 20XX**	') our investments will likely Total investments		*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1] not change [2] decrease [3]			**20XX means current year e.g. If the question was posed in 2015: 20XX=2015
Time span	of variable	ı		

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

	Name		Label				Survey perio	d		Survey frequency
3.41)	han_invcon	_nj	investment in c	onstruction nex	t year		East and We	st since 11,	/2015	annual survey
Wording o	of question									
										Further information
05/2015										ruttier information
nvestments	and revenue									
	year (20ZZ* comp	ared to 20XX**)	our investments	will likely						
			otal investment							*20ZZ means next year e.g.: If the question was posed in 2015:
		the	reof in: construc	tion						20ZZ=2016
	increase [1]	ļ								**2000
	not change [2]	(**20XX means current year e.g.: If the question was posed in 2015:
	decrease [3]	ĺ								20XX=2015
	of variable	1082	1083	1084	1085	1086	1087	1088	1080	
Time 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 1997	1988	1989 1999	
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	1981	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	
1980	1981	1992	1993	1994	1995 2005 2015	1996	1997	1998	1999	
1980 1990 2000	1981	1992	1993 2003	1994	1995 2005	1996	1997 2007	1998	1999	

No.	Name		Label				Survey perio	od		Survey frequency
3.42)	han_inveq_r	nj	investment in e	quipment next	/ear		East and We	est since 11/	2015	annual survey
Wording o	f auestion									
	1									
05/2015										Further information
Investments a 1) In the next	and revenue year (20ZZ* compa	ared to 20XX**) our investments	will likely						
			Fotal investment							*20ZZ means next year e.g.: If the question was posed in 2015:
			ereof in: equipm							e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1]									
										**20XX means current year
	not change [2]									e.g.: If the question was posed in 2015: 20XX=2015
	decrease [3]									
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	
										l l



No.	Name		Label				Survey perio	bo		Survey frequency
3.43)	han_ref1		refugees question	on 1			East and We	est 10/2015		once
Wording o	of question									
10/2015										Further Information
1. How large	do you assess the p	ootential of asyl	um seekers to be	employed in	he following posit	ions?				
			[1] small		[2] large					
	trainees									
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
							150,	1500	1989	
							1507	1500	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1989	
1990	1991	1992	1993	1994	1995	1996				
							1997	1998	1999	
1990	1991	1992	1993	1994	1995 2005	1996				
							1997	1998	1999	
							1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	1997 2007	1998	1999	

4)	han_ref2		refugees question	on 2			East and We	est 10/2015		once
ording of	question									
/2015										Further Information
	you assess the p	otential of asyl	um seekers to be	employed in t	he following posit	ions?				
			[1] small		[2] large					
	unskilled aid wo	rkers								
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	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

Survey period

Survey frequency

No.	Name	Label		Survey period	Survey frequency
3.45)	han_ref3	refugees question 3		East and West 10/2015	once
Wording o	f question				
					Further Information
10/2015					
1. How large o	do you assess the potent	ial of asylum seekers to be em	ployed in the following position:	;?	
	,	,			
		[1] small	[2] large		

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

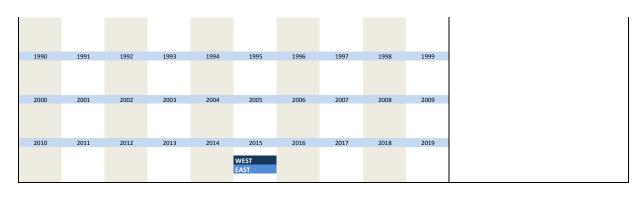
No.	Name		Label				Survey perio	bc		Survey frequency
3.46)	han_ref4		refugees question	on 4			East and We	est 10/2015		once
Wording of	question									
10/2015										Further Information
1. How large do	o you assess the p	ootential of asyl	um seekers to be	employed in th	he following posit	ions?				
			[1] small		[2] large					
	leading position	s								
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	
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 1990 2000	1981	1992	1993 2003	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	

No. Name Label Survey period

7)	han_ref5		refugees question	on 5			East and We	st 10/2015		once
								22,2015		330
ording of	question									
/2015										Further Information
How large do	o you assess the p	otential of asyl		employed in t	he following posit	ions?				
			[1] small		[2] large					
	other positions									
	of i a la la									
ne span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000										
2000										
2000										
2000	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	2011	2012	2013	2014	2015 WEST	2016	2017	2018	2019	

Survey frequency

No.	Name		Label							
3.48)	han_ref6		refugees questi	ion 6			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		u consider the f		to be in your br	anch:			
			[1] little		[2] much	-				
	labor law-relate	ed provisions								
	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					
										<u> </u>
No.	Name		Label				Survey perio	od		Survey frequency
2.40)	har (-		refugees questi	ion 7			East and We	ort 10/2045		
3.49)	han_ref7		rerugees questi	0117			East and We	est 10/2015		once
Wording o	f question									Further Information
Wording o	of question									Further Information
10/2015	of an obstacle to e	employing asylu	ım seekers do you	u consider the fo	ollowing factors	to be in your br	anch:			Further Information
10/2015	of an obstacle to e			u consider the fo	ollowing factors	to be in your br	anch:			Further Information
10/2015					ollowing factors		anch:			Further Information
10/2015 2. how much	of an obstacle to e unfit level of qu				ollowing factors		anch:			Further Information
10/2015 2. how much Time span	of an obstacle to e unfit level of qu of variable	ialification		[1] little	1	[2] much]	1999	1989	Further Information
10/2015 2. how much	of an obstacle to e unfit level of qu				ollowing factors		1987	1988	1989	Further Information
10/2015 2. how much Time span	of an obstacle to e unfit level of qu of variable	ialification		[1] little	1	[2] much]	1988	1989	Further Information
10/2015 2. how much Time span	of an obstacle to e unfit level of qu of variable	ialification		[1] little	1	[2] much]	1988	1989	Further Information
10/2015 2. how much Time span	of an obstacle to e unfit level of qu of variable	ualification	1983	[1] little	1985	[2] much	1987			Further Information
10/2015 2. how much Time span	of an obstacle to e unfit level of qu of variable	ualification	1983	[1] little	1985	[2] much	1987			Eurther Information
10/2015 2. how much Time span 1980	of an obstacle to e unfit level of qu of variable 1981	1982	1983	[1] little	1985	[2] much	1987	1998	1999	Further Information
10/2015 2. how much Time span 1980 2000	of an obstacle to e unfit level of qu of variable 1981 1991	1982 1992	1983 1993 2003	[1] little 1984 1994 2004	1985 1995 2005	1986 1996	1987 1997 2007	1998	1999	Further Information
10/2015 2. how much Time span 1980	of an obstacle to e unfit level of qu of variable 1981	1982	1983	[1] little	1985 1995 2005	[2] much	1987	1998	1999	Further Information
10/2015 2. how much Time span 1980 2000	of an obstacle to e unfit level of qu of variable 1981 1991	1982 1992	1983 1993 2003	[1] little 1984 1994 2004	1985 1995 2005	1986 1996	1987 1997 2007	1998	1999	Further Information
10/2015 2. how much Time span 1980 2000 2010	of an obstacle to e unfit level of qu of variable 1981 1991 2001	1982 1992	1983 1993 2003 2013	[1] little 1984 1994 2004	1985 1995 2005 2015	1986 1996	1987 1997 2007	1998 2008 2018	1999	
10/2015 2. how much Time span 1980 2000	of an obstacle to e unfit level of qu of variable 1981 1991	1982 1992	1983 1993 2003	[1] little 1984 1994 2004	1985 1995 2005 2015	1986 1996	1987 1997 2007	1998 2008 2018	1999	Further Information Survey frequency
10/2015 2. how much Time span 1980 2000 2010	of an obstacle to e unfit level of qu of variable 1981 1991 2001	1982 1992	1983 1993 2003 2013	[1] little 1984 1994 2004	1985 1995 2005 2015	1986 1996	1987 1997 2007	1998 2008 2018	1999	
10/2015 2. how much Time span 1980 1990 2000 2010 No.	of an obstacle to e unfit level of qu of variable 1981 1991 2001 2011	1982 1992	1983 1993 2003 2013	[1] little 1984 1994 2004	1985 1995 2005 2015	1986 1996	1987 1997 2007 2017	1998 2008 2018	1999	Survey frequency
10/2015 2. how much Time span 1980 1990 2000 2010 No. 3.50) Wording o	of an obstacle to e unfit level of qu of variable 1981 1991 2001 Name han_ref8	1982 1992	1983 1993 2003 2013	[1] little 1984 1994 2004	1985 1995 2005 2015	1986 1996	1987 1997 2007 2017	1998 2008 2018	1999	Survey frequency
10/2015 2. how much Time span 1980 2000 2010 No. 3.50) Wording o	of an obstacle to e unfit level of qu of variable 1981 1991 2001 Name han_ref8	1982 1992 2002	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 2015 WEST EAST	1986 1996 2006	1987 1997 2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 2. how much Time span 1980 2000 2010 No. 3.50) Wording o	of an obstacle to e unfit level of qu of variable 1981 1991 2001 Name han_ref8	1982 1992 2002	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 2015 WEST EAST	1986 1996 2006	1987 1997 2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 2. how much Time span 1980 2000 2010 No. 3.50) Wording o	of an obstacle to e unfit level of qu of variable 1981 1991 2001 2011 Name han_ref8 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	1987 1997 2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 2. how much Time span 1980 2000 2010 No. 3.50) Wording o	of an obstacle to e unfit level of qu of variable 1981 1991 2001 Name han_ref8	1982 1992 2002 2012	1983 1993 2003 2013 Label refugees questi	1984 1994 2004 2014	1985 1995 2005 2015 WEST EAST	1986 1996 2006	1987 1997 2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once
10/2015 2. how much 1980 1990 2000 2010 No. 3.50) Wording o 10/2015 2. how much	of an obstacle to e unfit level of qu of variable 1981 1991 2001 2011 Name han_ref8 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	1987 1997 2007 2017 Survey period East and We	1998 2008 2018	1999	Survey frequency once



No.	Name		Label				Survey perio	od		Survey frequency
3.51)	han_ref9		refugees questi	on 9			East and W	est 10/2015		once
Wording o	f question									
10/2015										Further Information
	of an obstacle to e	employing asylu	m seekers do you	u consider the f	following factors t	o be in your bra	nch:			
			[1] little		[2] much					
	lack of language	e skills								
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1332	1353	1554	1993	1990	1337	1550	1555	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010										i
2010	2011				WEST					

3.52)	han_minim_	_post1	affected by min	mum wage			East and We	st 03/2016		once
Wording of	question									
										Further information
03/2016										
01.01.2015 the	universal minim					egulation?				
			[1] yes		[2] no					
Γime span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

Survey frequency

No.	Name	Label	Survey period	Survey frequency
3.53)	han_minim	n_post2 no minimum wage measures	East and West 03/2016	once

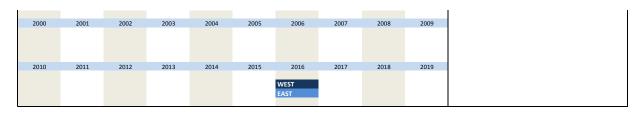
Wording of question

03/2016									
01.01.2015 the	universal minim	um wage was im	plemented. Is y	our company af	ected by this re	egulation?			
f yes,									
	s did you utilize?								
	,								
			none		[1]				
			none		[[-]				
Time span c	of variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
1330	1331	1332	1333	1554	1333	1550	1337	1330	1555
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	2013	2010	2017	2010	2015
						WEST			
						EAST			

	Name		Label				Survey perio	d		Survey frequency
54)	han_minim_	_post3	measures: emp	loyee reduction			East and We	st 03/2016		once
(t										
ording of	question									
/2016										Further information
	universal minim	um wage was im	plemented. Is yo	our company aff	ected by this re	egulation?				
yes, hat measures	s did you utilize?									
		employee reduc	tion		[1]					
		employee reduc	cton		[-]					
ma cnan o	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	1984	1985 1995	1986	1987	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 1991 2001	1992	1993 2003	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1991	1992	1993 2003	1994	1995	1996	1997	1998	1999	

.55)	han minim	post4	measures: work	ing hour reduct	tion		East and We	est 03/2016		once
Nording of	question									
3/2016										Further information
1.01.2015 th f yes,	e universal minim				fected by this rep	gulation?				
Fime span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	

No. Name Label Survey period Survey frequency



No.	Name		Label				Survey perio	od		Survey frequency
3.56)	han_minim_	post5	measures: incre	eased prices			East and We	est 03/2016		once
Wording o	f question									
										Further information
03/2016										Turtier information
01.01.2015 th	e universal minimi	um wage was ir	mplemented. Is y	our company aff	ected by this re	egulation?				
If yes,	es did you utilize?									
acmeasur					Tan.					
		increased price	25		[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 2001	1992	1993	1994	1995	1996	1997 2007	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

No.	Name		Label				Survey perio	od		Survey frequency
3.57)	han minim	nost6	measures: deci	reased investmen	t		East and We	ost 03/2016		once
3.371	11011_11111111_	posto					Lust una we	.50 05/2010		once
Wording o	f question									
										Further information
03/2016										
01.01.2015 th	ne universal minimu	ım wage was ir	nolemented. Is v	our company aff	ected by this re	gulation?				
If yes,				zz. zzpuny un		0				
What measur	es did you utilize?									
		decreased inve	stment		[1]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
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	2016	2007	2008	2009	

No.	Name	Label	Survey period	Survey frequency
3.58)	han_minim_post7	measures: decreased special payments	East and West 03/2016	once
Wording of	question			
				Further information
03/2016				
01.01.2015 the	e universal minimum wage was i	mplemented. Is your company affected by this regulation?		

If yes, What measure	s did you utilize?								
	decresed specia	al payments	ĺ		[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			

No.	Name		Label				Survey perio	od		Survey frequency
3.59)	han_minim_	post8	less minijobs				East and We	est 03/2016		once
Wording of	f question									
03/2016										Further information
	e universal minim	um wago was ir	nnlamented Is w	our company affi	acted by this re	ogulation?				
				our company an	ected by this re	guiation:				
Has there bee	n a change in emp	loyment in you	ir company?							
	less minijobs				[1]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2004	2002	2002	2004	2005	2006	2007	2000	2009	
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

)	han_minim_I	post9	minijobs transfo	ormed into insur	able employmer	nt	East and We	est 03/2016		once
rding of	question									
2016										Further information
1.2015 the	universal minimu	ım wage was in	nplemented. Is yo	our company aff	ected by this reg	gulation?				
there been	a change in empl	oyment in you	r company?							
	minijobs were tra	ansformed into	insurable	[1]						
	employment			[1]						
					<u></u>					
ne span c	of variable									
me span c		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	
1980	of variable									
1980	of variable 1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	of variable									

Survey frequency



No.	Name		Label				Survey perio	od		Survey frequency
3.61)	han_minim_p	oost10	new insurable e	mployment			East and We	est 03/2016		once
Wording of	question									
Tronuing of	question									le u ve v
03/2016										Further information
01.01.2015 the	universal minimu	m wage was ir	nplemented. Is yo	ur company aff	ected by this re	gulation?				
Has there beer	a change in emplo	oyment in you	r company?							
	new insurable em	nployment wa	s generated	[1]						
_										
Time span										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				
No.	Name		Label				Survey perio	od		Survey frequency

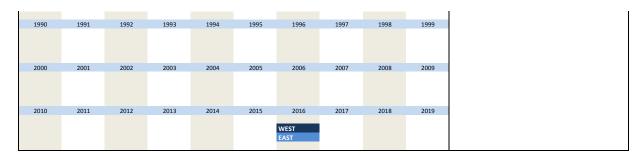
2)	han_minim_	_post11	employment re	lationships did n	ot change		East and We	st 03/2016		once
ording of o	question									
2016									F	Further information
01.2015 the	universal minim	um wage was im	plemented. Is y	our company aff	ected by this re	egulation?				
there been	a change in emp	loyment in your	company?							
	employment re	lationships did n	ot change	[1]						
ne span o	f variable									
	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
ne span of		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 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	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992	1993 2003	1994 2004	1995	1996 2006	1997	1998	1999	

No.	Name	Label	Survey period	Survey frequency
3.63)	han_credityes	credit agreement signed	East and West 06/2016	once
Wording o	f question			
06/2016				Further information
		nents with banks during the last 12 months? lungation of a credit/ line of credit)		

		[1] amount and	conditions as ex	pected					
		[2] amount as e							
		[3] conditions a							
		[4] lower amou	nt and worse cor	nditions than ex	pected				
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	WEST EAST	2017	2018	2019

No.	Name		Label				Survey perio	od		Survey frequency
3.64)	han_creditn	0	credit agreemer	nt not signed			East and We	est 06/2016		once
Mording of	f question									
wording o	i question									
06/2016										Further information
J6/2U16										
	ned one or more cr				ionths?					
e.g. new cred	dits, debt restructu	ring or prolunga	ition of a credit/	line of credit)						
no, because:										
							1			
		[1] no need [2] unacceptabl	la tarms							
		[3] denied by ba	anks							
		[4] no realistic p	prospect of a cre	dit						
	of adult									
Time span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
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	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996 2006 2016 WEST	1997	1998	1999	
1980	1981	1992	1993	1994	1995	1996 2006	1997	1998	1999	

No.	Name		Label				Survey perio	od		Survey frequency
3.65)	han_credituse	1	financing of one	going operating r	esources		East and We	est 06/2016		once
Wording of	question									
	4									Further information
06/2016										Further information
What was the u	usage of your last n	egotiated cred	lit?							
	financing of on	going operati	ng resources	[1]						
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
										I



No.	Name		Label				Survey perio	bo		Survey frequency
3.66)	han_creditu	ıse2	financing of an	investment			East and We	est 06/2016		once
Wording of	fquestion									
										Further information
06/2016										Tarate mornation
What was the	usage of your last	t negotiated cre	dit?							
	finan	icing of an invest	tment	[1]						
Time span	of variable		l							
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	1992	1993	1994	1995	1996	1997	1998	1999	

No. Name

No.	Name		Label				Survey perio	od		Survey frequency
3.67)	han_credituse	e3	other financing				East and We	est 06/2016		once
Wording of o	question									
										Further information
06/2016										
What was the us	sage of your last n	negotiated cred	lit?							
ſ]					
		others		[1]						
										-
Time span of	f variable									
Time 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	1987 1997	1988 1998	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 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992	1993 2003	1994	1995	1996	1997	1998	1999	

	No.	Name	Label	Survey period	Survey frequency
\$	3.68)	han_ontrad_yn	online trade: trading online	East and West 08/2016	once
,	Wording of	question			

	on regarding onli		de your goods via	an own online	shop or other t	nird narty platfor	me?			
ASIDE ITOTTI STA	tionary business	tuo you aiso ti ai	ue your goods via	an own online	shop of other ti	ind party platfor	11151			
		yes [1]]	no [2]]			
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST EAST				
No.	Name		Label				Survey perio	od		Survey frequency
			aulie - t- 1	atform.						
3.69)	han_ontrad	l_plat	online trade pla	atform			East and We	est 08/2016		once
Wording of	question									
08/2016										Further information
Snecial question	on regarding onli	ine trade								
			de your goods via	an own online	shop or other tl	nird party platfor	ms?			
If yes:										
			[1] own online	and a second						
			[1] OWN ONLINE	snop						
				shop as well as	other online pla	tforms				
			[2] own online	shop as well as		tforms online shop exist	ing)			
			[2] own online	shop as well as			ing)			
Time span o	of variable		[2] own online	shop as well as			ing)			
Time span o		1982	[2] own online	shop as well as o	tforms (no own	online shop exist		1988	1989	
Time span o	of variable	1982	[2] own online	shop as well as			ing) 1987	1988	1989	
		1982	[2] own online	shop as well as o	tforms (no own	online shop exist		1988	1989	
		1982	[2] own online	shop as well as o	tforms (no own	online shop exist		1988	1989	
1980	1981		[2] own online [3] exclusively of	shop as well as o other online plate	tforms (no own	online shop exist	1987			
1980	1981	1992	[2] own online [3] exclusively of	shop as well as sother online plate of the onl	1985 1995	1986	1987	1998	1999	
1980	1981		[2] own online [3] exclusively of	shop as well as o other online plate	tforms (no own	online shop exist	1987			
1980	1981	1992	[2] own online [3] exclusively of	shop as well as sother online plate of the onl	1985 1995	1986	1987	1998	1999	
1980	1981	1992	[2] own online [3] exclusively of	shop as well as sother online plate of the onl	1985 1995	1986	1987	1998	1999	
1990	1981 1991 2001	1992	[2] own online [3] exclusively of 1983 1993	shop as well as sother online plate the	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007	1998	1999	
1990	1981 1991 2001	1992	[2] own online [3] exclusively of 1983 1993	shop as well as sother online plate the	1985 1995 2005	1986 1996 2006	1987 1997 2007	1998	1999	
1980 1990 2000 2010	1981 1991 2001 2011	1992	1983 1993 2003	shop as well as sother online plate the	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007	1998 2008 2018	1999	Survey fraguang
1990	1981 1991 2001	1992	[2] own online [3] exclusively of 1983 1993	shop as well as sother online plate the	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007	1998 2008 2018	1999	Survey frequency
1980 1990 2000 2010	1981 1991 2001 2011	1992 2002 2012	1983 1993 2003	shop as well as sother online plate the order on the plate the order on the plate the order of t	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007	1998 2008 2018	1999	Survey frequency once
1980 1990 2000 2010	1981 1991 2001 2011 Name	1992 2002 2012	1983 1993 2003 Label	shop as well as sother online plate the order on the plate the order on the plate the order of t	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007 2017	1998 2008 2018	1999	
1980 1990 2000 2010 No. 3.70) Wording of	1981 1991 2001 2011 Name	1992 2002 2012	1983 1993 2003 Label	shop as well as sother online plate the order on the plate the order on the plate the order of t	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007 2017	1998 2008 2018	1999	
1980 1990 2000 2010 No. 3.70) Wording of	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 4_share	1983 1993 2003 Label	shop as well as sother online plate the order on the plate the order on the plate the order of t	1985 1995 2005	1986 1996 2006 2016 WEST	1987 1997 2007 2017	1998 2008 2018	1999	once
1980 1990 2000 2010 No. 3.70) Wording of 08/2016 Special questic	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 d_share	1983 1993 2003 Label	shop as well as sother online plate the online plate the online plate the online plate the online that are online trade	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once
1980 1990 2000 2010 No. 3.70) Wording of 08/2016 Special questic	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 d_share	[2] own online [3] exclusively of 1983 1993 2003 2013 Label online trade sh	shop as well as sother online plate the online plate the online plate the online plate the online that are online trade	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once
1990 2000 2010 No. 3.70) Wording of Special questic Aside from sta	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 4_share ine trade do you also trad	[2] own online [3] exclusively of 1983 1993 2003 2013 Label online trade sh	shop as well as other online plate the other online plate the state of the other online plate the state of th	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once
1990 2000 2010 No. 3.70) Wording of Special questic Aside from sta	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 4_share ine trade do you also trad	1983 1993 2003 Label online trade sh	shop as well as other online plate the other online plate the state of the other online plate the state of th	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once
1980 1990 2000 2010 No. 3.70) Wording of Special questine Aside from state of the state of	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 2012 d_share	1983 1993 2003 Label online trade sh	shop as well as other online plate the other online plate the state of the other online plate the state of th	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once
1980 1990 2000 2010 No. 3.70) Wording of Special questine Aside from state of the state of	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 2012 d_share	1983 1993 2003 2013 Label online trade sh	shop as well as other online plate the other online plate the state of the other online plate the state of th	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once
1980 1990 2000 2010 No. 3.70) Wording of Special questine Aside from state of the state of	1981 1991 2001 2011 Name han_ontrad	1992 2002 2012 2012 d_share	1983 1993 2003 2013 Label online trade sh	shop as well as other online plate the other online plate the state of the other online plate the state of th	1985 1995 2005 2015	1986 1996 2006 2016 WEST EAST	1987 1997 2007 2017 Survey period	1998 2008 2018	1999	once

			[5] >80%						
Time span	of variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST EAST			

No.	Name		Label				Survey perio	od		Survey frequency
3.71)	han ontrad	nlan	online trade: pl	anned within 12	months		East and We	ost 08/2016		once
		_piuii					Lust und We	.50 00/2010		Office
Wording of	question									
										Further information
08/2016										
Special question Aside from sta	on regarding onling tionary business of	<mark>ne trade</mark> do vou also trac	de vour goods via	an own online s	hop or other th	hird party platforr	ns?			
If no:	,	,	,							
Are you planni	ing to introduce o	online trade with	nin the next 12 m	onths?						
		yes [1]			no [2]					
]
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	_
1500	1301	1302	1303	1304	1303	1300	1307	1300	1303	
1000	1001	1002	1002	1004	1005	1006	1007	1009	1000	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991 2001	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006 2016 WEST	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006 2016 WEST	2007	2008	2009	

2)	han_midma		mid tier: more t				East and We	50 55, 2010		once
rding of	question									
2016										Further information
2010										
tier										
s your com	pany have more	than 4 managers	5?							
		yes [1]			no [2]					
		700 [2]								
	.f siahla									
ne span o	of variable									
ne span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
1980	1981									
1980	1981									
1980	1981									



No.	Name		Label				Survey perio	bc		Survey frequency
3.73)	han_midma	inshare	mid tier: at leas	t one manager h	nas shares		East and We	est 09/2016		once
Wording o	f question									
09/2016										Further information
mid tier										
	one of your mana	gers hold shares	of your compan	у						
		yes [1]			no [2]					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987	1988	1989	
	1981									
1980		1982	1983	1984	1985	1986	1987	1988	1989	
	1981									
1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	
	1981									
1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1981	1992	1993	1994	1995	1996	1997	1998	1999	

3.74)	han_midye	s	mid tier: compa	ny rated as mid	tier		East and We	est 09/2016		once
Wording of	question		_							
09/2016										Further information
mid tier Would you rat	e your company	as a "mid tier" co	ompany?							
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	yes [1]			no [2]]			
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						LASI				

Survey frequency

		_		
3.75)	han_ontrad_inf	online trade: influence on business	East and West 10/2016	once
Wording	of question	_		
				Further information
10/2016				
Online trade	e			
How do you	assess the influence of online train	de on your business?		
		[1] positive influence		

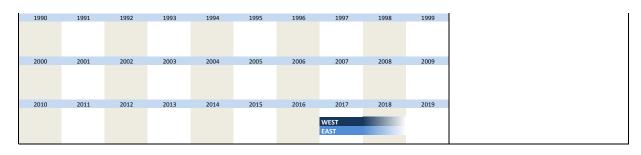
Survey period Survey frequency

No. Name Label

	! ! !		[2] no influence [3] business red [4] business end	ucing					
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 WEST EAST	2017	2018	2019

No.	Name		Label				Survey perio	od		Survey frequency
3.76)	han_credit2	_1	credit seeking				East and We	est since 03,	2017	March, June, September, Decembe
Wording o	f question									
03/2017										Further information
credit allocat										
We had credi	t talks with banks o	during the last 3	months							
	ļ		[1] yes	([2] no				
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST	-		

3.77)	han_credit	2_2	credit allocation	1			East and W	est since 03/2	2017	March, June, September, Decembe
Wording of	f guestion									
	4									
03/2017 - 06/	2018									Further information
03/2017 - 00/.	2010									
credit allocati		and and a subsequent	2							
we nad credit	talks with banks	s during the last	3 months							
			yes							
Banks behave	d in these									
			[1] accomodatir	ng						
			[2] normal							
			[3] reserved							
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
										l



No.	Name		Label				Survey perio	nd		Survey frequency
										ourse, requeste,
3.78)	han_credit2_	_3	reasons for not	credit seeking			East and We	est since 03,	/2017	March, June, September, Decembe
Wording of	f question									
										Further information
03/2017 - 06/										
credit allocation We had credit	on talks with banks d	luring the last 3	months							
			no							
	_		_							
			[1] no need							
			[2] other reaso	ns						
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	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
							WEST EAST			
No.	Name		Label				Survey perio	od		Survey frequency
3.79)	han_negint			confronted wit	h negative intere	est rates	East and We	est since 06	/2017	once
3.73,	nun_neg.ne						Lust und TV	231 311102 00,	, 2017	onec .
Wording of	f question									
Jun 1	7									Further information
	Have you faced	negative intere	st rates on capita	al contribution b	y at least one of	your banks?				online only
					1					
			Yes [1]	No [2]						
					J					
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						2010	WEST			
							EAST			
										1

No.	Name	Label	Survey period	Survey frequency		
3.80)	han_negint_noact	negative interest actions: none	East and West since 06/2017	once		
Wording	of question					
wording	or question					
Jun 1	17			Further information		
	Have you faced negative intere	st rates on capital contribution by at least one of your ba	nks?	multiple nominations are possible		
	If Yes			online only		

	Which arrangem	nents did you ch	oose, to avoid p	ayments of nega	ative interest rat	es?			
	na arrangement interest rate acc		Yes [1]						
Time span o	f variable								
2010	2011	2012	2013	2014	2015	2016	2017 WEST EAST	2018	2019

No.	Name	Label			Survey perio	d	Survey frequency
3.81)	han_negint_agre	ee	negative interest	actions: bank agreemen	East and We	est since 06/2017	once
Wording o	of question						
Jun :	17						Further information
	Have you faced negat	tive interest rates on cap	ital contribution by	at least one of your bank	s?		multiple nominations are possible
	If Yes						online only
	Which arrangements	did you choose, to avoid	payments of negat	ive interest rates?			
		Yes [1]					
	Negoation with bank	105[2]					
Time span	of variable						
2010	2011	2012 2013	2014	2015 201	2017	2018 2	019
					WEST		
					EAST		

No.	Name	Label			Survey perio	d		Survey frequency
3.82)	han_negint_ch	ange	negative interest actions:	change of bank	East and We	st since 06/2	2017	once
Wording	of question							
Jun								Further information
	Have you faced neg	rative interest rates on capi	tal contribution by at least of		multiple nominations are possible			
	If Yes							online only
	Which arrangement	ts did you choose, to avoid	payments of negative inter					
	Change to another which does not requestive interest ra	uire Yes [1]						
	n of variable							
2010	2011	2012 2013	2014 201	5 2016	2017	2018	2019	
					WEST EAST			

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

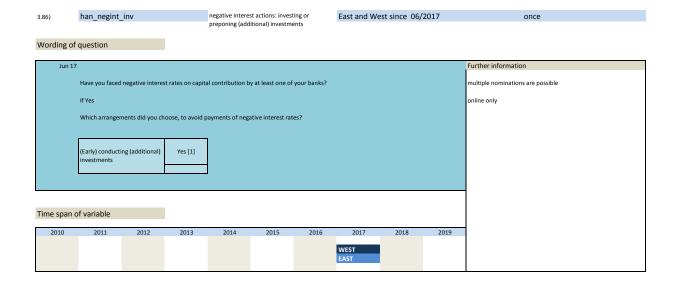
Wording of question

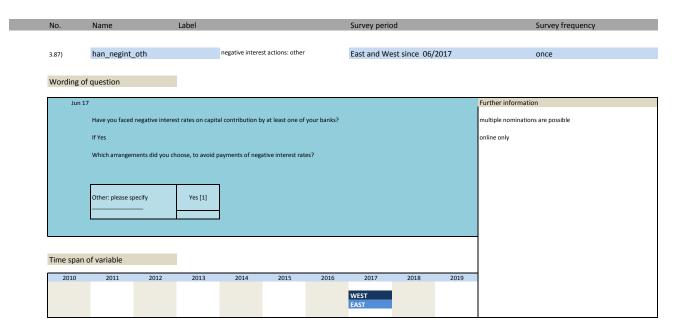
	Jun 17										Further information
			negative intere	st rates on capita	al contribution b	y at least one of	your banks?				multiple nominations are possible
		If Yes									online only
		Which arranger	ments did you ch	noose, to avoid p	ayments of neg	ative interest ra	tes?				
		Higher cash rati	io	Yes [1]							
	Į.										
Time	span of	f variable									
20	010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
								WEST			
								EAST			

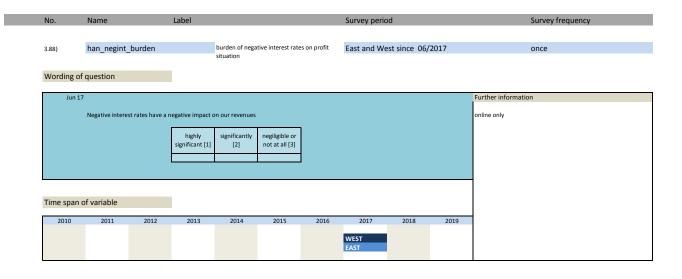
No.	Name	Label			Survey perio	d		Survey frequency
					,,			, · · ·
3.84)	han_negint_reda	s	negative interest action		East and We	st since 06/	/2017	once
			other financial assets	and settlement of credits				
Wording	of question							
Jun	17							Further information
Juli								
	Have you faced negat	ive interest rates on capi	al contribution by at le	ast one of your banks?	multiple nominations are possible			
	If Yes				online only			
	Which arrangements	did you choose, to avoid	payments of negative in	nterest rates?				
			1					
	Shift to other financia and prepayment cred							
			İ					
Time spar	n of variable							
2010	2011	2012 2013	2014	2015 2016	2017	2018	2019	
2010	2011	2013	2014	2013 2010		2010	2015	
					WEST EAST			
					EAST			1

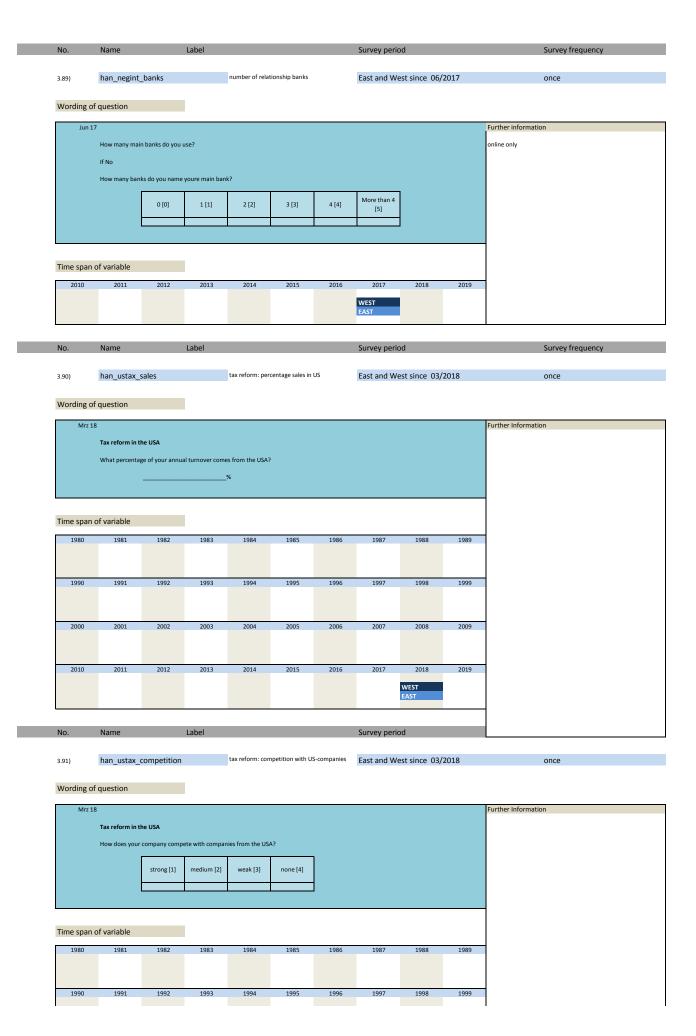
No.	Name	Label				Survey perio	d		Survey frequency
3.85)	han_negint_redasint			t actions: redeploy	ment of	East and We	st since 06/2	2017	once
			assets within cor	mpany					
\A/==d:====f									
Wording of	question								
Jun 17									Further information
	Have you faced negative interes	est rates on capit	al contribution by	at least one of yo	ur banks?				multiple nominations are possible
	If Yes								online only
	Which arrangements did you o	hoose, to avoid p	payments of nega	tive interest rates?					
	, . , , , ,	,,	.,						
			1						
	Rearrangements of funds to other segments of the	Yes [1]							
	company								
			l e						
Time span o	of variable								
Time span c	i variable								
2010	2011 2012	2013	2014	2015	2016	2017	2018	2019	
						c=			
						WEST			
						LAST			

No. Name Label Survey period Survey frequency







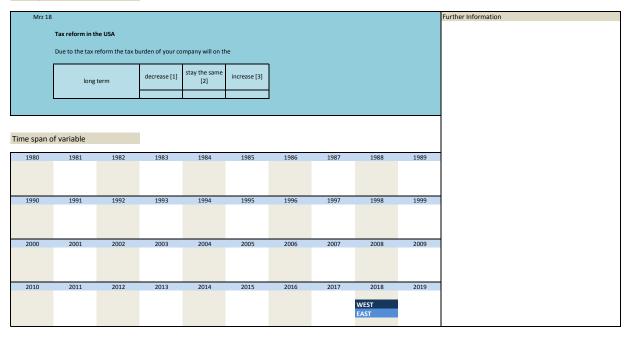


2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018 WEST EAST	2019

No.	Name		Label				Survey peri	iod		Survey frequency
3.92)	han_ustax_s	shortterm		tax reform: tax	burden short ter	rm	East and W	est since 03/	2018	once
Wording	of question									
Mr	z 18									Further Information
	Tax reform in t	he USA								
	Due to the tax r	eform the tax b	urden of your co	mpany will on th	ne					
			<u>'</u>			Ì				
	short	term	decrease [1]	stay the same [2]	increase [3]					
'										
Time spa	an 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		

1	No.	Name	Label		Survey period	Survey frequency
3	3.93)	han_ustax_longterm		tax reform: tax burden long term	East and West since 03/2018	once

Wording of question



han_ustax_export tax reform: reaction export East and West since 03/2018 3.94) once Wording of question Mrz 18 Further Information Tax reform in the USA How will you (as a company) react to the US-tax refom? decrease [1] no change [2] increase [3] Exports to the USA Time span of variable 1982 1980 1983 1984 1986 1988 1989 1993 1990 1991 1992 1994 1995 1996 1997 1998 1999 2005 2006 2007 2000 2001 2002 2003 2004 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 WEST EAST Name Label Survey frequency No. Survey period han_ustax_import tax reform: reaction import East and West since 03/2018 3.95) once Wording of question Mrz 18 Further Information Tax reform in the USA How will you (as a company) react to the US-tax refom? decrease [1] no change [2] increase [3] Imports from the USA Time span of variable 1980 1981 1982 1984 1985 1987 1989 1983 1986 1988 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2012 2014 2016 2018 No. Label Survey period Survey frequency 3.96) han_ustax_invus tax reform: reaction investment in US East and West since 03/2018 once Wording of question Further Information Tax reform in the USA How will you (as a company) react to the US-tax refom?

decrease [1]

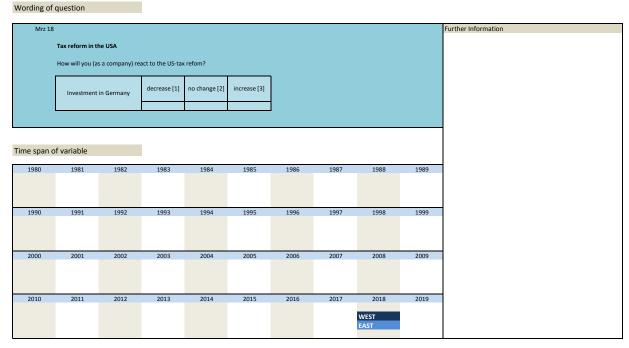
Investment in the US

no change [2]

increase [3]

						J			
Time span o	f variable								
1000	1001	1003	4003	4004	4005	1000	4007	4000	4000
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
								WEST	
								EAST	

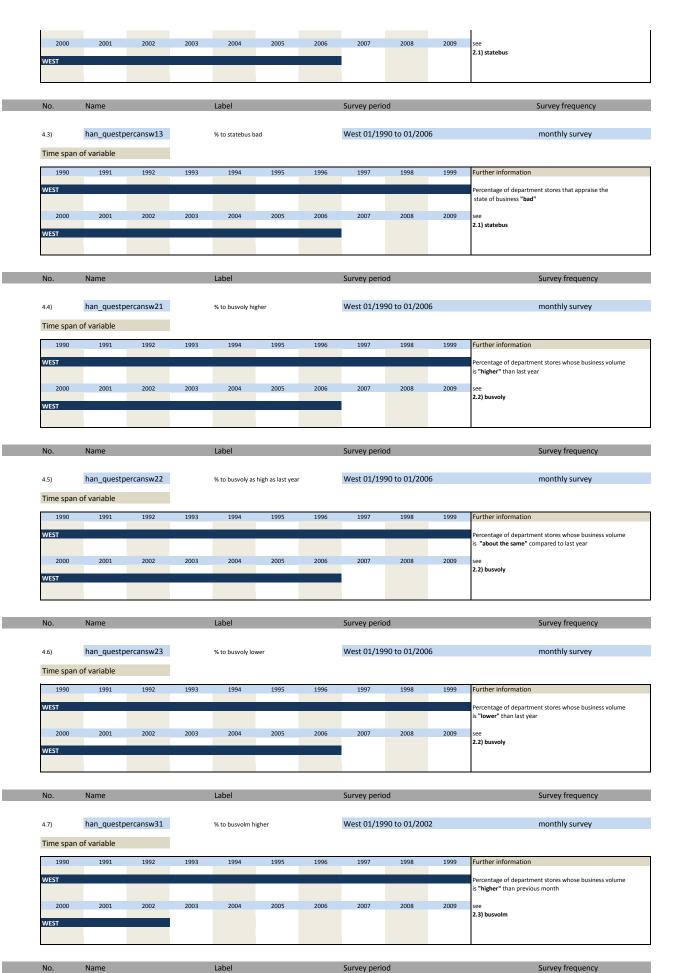
No.	Name	Label		Survey period	Survey frequency
3.97)	han_ustax_invger		tax reform: reaction investment in Germany	East and West since 03/2018	once



4. Standard questions for department stores in percentage

No.	Name			Label			Survey perio	od		Survey frequency		
4.1)	han_questp	ercansw11		% to statebus g	ood		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 appraise the state of business "good" see		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2.1) statebus		
WEST												

No.	Name			Label			Survey perio	od		Survey frequency	
4.2)	han_questp	ercansw12		% to statebus s	atisfiable		West 01/19	90 to 01/2006	5	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"	



No.	Name	Label	Survey period	Survey frequency
4.8)	han_questpercansw32	% to busvolm as high as last year	West 01/1990 to 01/2002	monthly survey

Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "about the same" compared to previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.3) busvolm
WEST										
No.	Name			Label			Survey perio	od		Survey frequency
4.9)	han questp	ercansw33		% to busvolm lo	ower		West 01/19	90 to 01/2002		monthly survey
	of variable							·		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is "lower" than previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST			l							2.3) busvolm
No.	Name			Label			Survey perio	od		Survey frequency
4.10)	han_questp	ercansw41		% to feedst insu	ufficient		West 01/19	90 to 01/2006		monthly survey
Time span	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores appraising their
										feedstock "insufficient"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.4) feedst
WEST										
No	Name			Label			Currou poris	, d		Supplyfraguancy
No.	Name	-		Label			Survey perio	od	_	Survey frequency
No.	Name han_questp	ercansw42		Label % to feedst sati	isfiable	-		od 90 to 01/2006		Survey frequency monthly survey
4.11) Time span	han_questp			% to feedst sati			West 01/19	90 to 01/2006		monthly survey
4.11) Time span	han_questp	iercansw42	1993		isfiable 1995	1996			1999	monthly survey Further information
4.11) Time span	han_questp		1993	% to feedst sati		1996	West 01/19	90 to 01/2006		monthly survey
4.11) Time span	han_questp		1993	% to feedst sati		1996	West 01/19	90 to 01/2006		monthly survey Further information Percentage of department stores appraising their
4.11) Time span 1990 WEST	han_questp of variable 1991	1992		% to feedst sati	1995		West 01/19	90 to 01/2006 1998	1999	monthly survey Further information Percentage of department stores appraising their feedstock "satisfiable" see
4.11) Time span 1990 WEST	han_questp of variable 1991	1992		% to feedst sati	1995		West 01/19	90 to 01/2006 1998	1999	monthly survey Further information Percentage of department stores appraising their feedstock "satisfiable" see
4.11) Time span 1990 WEST	han_questp of variable 1991	1992		% to feedst sati	1995		West 01/19	90 to 01/2006 1998 2008	1999	monthly survey Further information Percentage of department stores appraising their feedstock "satisfiable" see
4.11) Time span 1990 WEST 2000	han_questp	1992		% to feedst satis	1995 2005		1997 2007 Survey period	90 to 01/2006 1998 2008	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst
4.11) Time span 1990 WEST 2000 WEST No.	han_questp of variable 1991 2001	1992		% to feedst satisfied to feed	1995 2005		1997 2007 Survey period	90 to 01/2006 1998 2008	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency
4.11) Time span 1990 WEST 2000 WEST No.	han_questp of variable 1991 2001 Name han_questp	1992		% to feedst satisfied to feed	1995 2005		1997 2007 Survey period	90 to 01/2006 1998 2008	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency
4.11) Time span 1990 WEST 2000 WEST No. 4.12)	han_questp of variable 1991 2001 Name han_questp	1992 2002 Dercansw43	2003	% to feedst satisfied to feedst satisfied to feedst too	1995 2005	2006	1997 2007 Survey perio West 01/19	90 to 01/2006 1998 2008 2008	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey
4.11) Time span 1990 WEST 2000 WEST No. 4.12) Time span 1990	han_questp of variable 1991 2001 Name han_questp	1992 2002 Dercansw43	2003	% to feedst satisfied to feedst satisfied to feedst too	1995 2005	2006	1997 2007 Survey perio West 01/19	90 to 01/2006 1998 2008 2008	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see
4.11) Time spar 1990 WEST 2000 WEST No. 4.12) Time spar 1990 WEST	han_questp of variable 1991 2001 Name han_questp of variable 1991	1992 2002 Dercansw43	2003	% to feedst satisfied to feedst satisfied to feedst too	1995 2005 2005	2006	1997 2007 Survey period West 01/19	90 to 01/2006 1998 2008 2008 1998	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much"
4.11) Time span 1990 WEST 2000 WEST 1990 WEST 1990 WEST 2000	han_questp of variable 1991 2001 Name han_questp of variable 1991	1992 2002 Dercansw43	2003	% to feedst satisfied to feedst satisfied to feedst too	1995 2005 2005	2006	1997 2007 Survey period West 01/19	90 to 01/2006 1998 2008 2008 1998	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see
4.11) Time span 1990 WEST 2000 WEST 1990 WEST 1990 WEST 2000	han_questp of variable 1991 2001 Name han_questp of variable 1991	1992 2002 Dercansw43	2003	% to feedst satisfied to feedst satisfied to feedst too	1995 2005 2005	2006	1997 2007 Survey period West 01/19	90 to 01/2006 1998 2008 0d 1998 2008	1999	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see
4.11) Time span 1990 WEST 2000 WEST No. 4.12) Time span 1990 WEST 2000 WEST	han_questp of variable 1991 2001 Name han_questp of variable 1991 2001	1992 2002 eercansw43	2003	% to feedst satisfied to feed	1995 2005 2005	2006	West 01/19: 1997 2007 Survey period 1997 2007 Survey period	90 to 01/2006 1998 2008 2008 1998 2008	1999 2009 1999 2009	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see 2.4) feedst Survey frequency
4.11) Time spar 1990 WEST 2000 WEST 1990 WEST 2000 WEST No. 4.12)	han_questp of variable 1991 2001 Name han_questp of variable 1991 2001 Name han_questp	1992 2002 eercansw43	2003	% to feedst satisfied to feedst too. 1994 Label % to feedst too.	1995 2005 2005	2006	West 01/19: 1997 2007 Survey period 1997 2007 Survey period	90 to 01/2006 1998 2008 0d 1998 2008	1999 2009 1999 2009	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see 2.4) feedst
4.11) Time span 1990 WEST 2000 WEST 1990 WEST 1990 WEST 2000 WEST No. 4.12) Time span 1990 WEST	han_questp 2001 Name han_questp of variable 1991 2001 Name han_questp of variable	1992 2002 eercansw43 1992 2002	2003 1993 2003	% to feedst satisfies to feedst too 1994 Label 2004 Label 4 to prypm inc.	1995 2005 2005 2005	2006 1996 2006	1997 2007 Survey period West 01/19 1997 2007 Survey period West 01/19	90 to 01/2006 1998 2008 2008 2008 2008 2008	1999 2009 1999 2009	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see 2.4) feedst Survey frequency monthly survey
4.11) Time spar 1990 WEST 2000 WEST 1990 WEST 2000 WEST No. 4.12)	han_questp of variable 1991 2001 Name han_questp of variable 1991 2001 Name han_questp	1992 2002 eercansw43	2003	% to feedst satisfied to feed	1995 2005 2005	2006	West 01/19: 1997 2007 Survey period 1997 2007 Survey period	90 to 01/2006 1998 2008 2008 1998 2008	1999 2009 1999 2009	Further information Percentage of department stores appraising their feedstock "satisfiable" see 2.4) feedst Survey frequency monthly survey Further information Percentage of department stores appraising their feedstock "too much" see 2.4) feedst Survey frequency

No.	Name			Label			Survey perio	d			Survey frequency
4.14)	han_questp	ercansw52		% to prvpm not	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											nent stores that have "not compared to last month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see	
WEST										2.5) prvpm	
No.	Name			Label			Survey perio	d			Survey frequency
	han avestu						W+ 01 /10	20 +- 01 /20/)C		
4.15)	han_questp of variable	iercanswoo		% to prvpm dec	reased		West 01/199	90 (0 01/200	סכ		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST											nent stores that "lowered" their
										prices compared to las	t month
2000 WEST	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm	
WES.											
Na	Nama			Labal			C				Company for a company
No.	Name			Label			Survey perio	a			Survey frequency
4.16)	han_questp	ercansw61		% to exppr incre	easing		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 departm "increasing" prices	nent stores that expect
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr	
WEST										3.57 3.77	
No.	Name			Label			Survey perio	d			Survey frequency
4.17)	han_questp	ercansw62		% to exppr not	changing		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 departm "stay about the same"	nent stores that expect prices to
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	ercansw63		% to exppr decr	easing		West 01/199	90 to 01/200	06		monthly survey
1990	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	1991	1552	1993	1334	1993	1990	1997	1998	1555		nent 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	ercansw71		% to ords raising	g		West 01/19	90 to 01/200	06		monthly survey
Time span	of variable										

WEST									Percentage of department stores that "increased"
									their orders compared to last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	see 2.7) ords
WEST									2.7) 0.03

No.	Name			Label			Survey perio	od		Survey frequency
4.20)	han_questp	ercansw72		% to ords not ch	hanging		West 01/19	90 to 01/200	5	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
										their orders compared to last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
										2.7) ords
WEST										

No.	Name			Label			Survey perio	od		Survey frequency
4.21)	han_questpercansw73			% to ords falling			West 01/1990 to 01/2006			monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "decreased" "not changed" their orders compared to last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.7) ords

No.	Name	Name			Label			od		Survey frequency
4.22)	han_questp	ercansw81		% to busdevv more favourable				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 evaluate their	
										business development as "more favourable"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.8) busdevv
										II

No.	Name			Label			Survey perio	d		Survey frequency
4.23)	han_questpercansw82			% to busdevv not changing				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	see
WEST										2.8) busdevv

No.	Name	ne			Label			od		Survey frequency			
4.24)	han_questpo	ercansw83		% to busdevv more unfavourable			West 01/19	90 to 01/200	6	monthly survey			
Time span o	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										2.0) business			

5. Klassifikationsumrechnungstabelle

sector_wz03 auf amtliche WZ2003-Klassifikation

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
50120	50.10.2
50131	50 40 2 (for an arifficulty Australians)
50132	50.10.3 (ifo-spezifische Aufteilung)
50320	50.30.2
50330	50.30.3
50420	50.40.2
50430	50.40.3
50500	50.5
51210	51.21
51240	51.24
51290	51.22 & 51.23 & 51.25
51310	51.31
51340	51.34
51350	51.35
51370	51.37
51390	51.39
51410	51.41
51423	51.42.3
51429	51.42.4 & 51.42.5
51432	51.43.2
51433	51.43.3
51434	51.43.4
51440	51.44 (ohne Tapeten)
51450	51.45
51460	51.46
51473	51.47.3
51474	51.47.4
51476	51.47.6
51477	51.47.7
51478	51.47.8
51510	51.51
51522	51.52.2
51523	51.52.3
51532	51.53.2
51533	51.53.3
51534	51.53.4
51536	51.53.6
51537	51.53.7
51543	51.54.3
51549	51.54.2 & 51.54.4
51550	51.55
51560	51.56
51570	51.57

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