

# **List of variables**

# **Ifo Business Survey Industry**

Data: 1/1980-12/2013

As of July 2014

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LMU-ifo Economics & Business Data Center (EBDC)

Poschingerstr. 5 81679 Munich





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

1. Variables of identification

2. Standard questions

3. Special questions

## 1. Variables of identification

No.	Name	Label	German description					
1.1)	westeast	western eastern	Unterscheidet zwischen West- und Ost- Erhebung					
1.2)	month	month	Erhebungsmonat					
1.3)	year	year	Erhebungsjahr					
1.4)	prodnum	ifo-productnumber	ifo Produktnummer, 4-stellig					
1.5)	runnum	running number of plant	Laufende Firmennummer					
1.6)	weight	weight	Gewicht					
1.7)	sypro	sypronumber	Sypronummer					
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung					
1.9)	plantnum	KT and INNO information containing id	11-stellige Identifikationsnummer					
1.10)	testid	test sheet id	Testfragebogen id					
1.11)	idnum	KT and INNO firm adressfile id	Firmenidentifikationsnummer					
1.12)	latecomer	latecomer	Nachzügler					
1.13)	sector_wz93	sector (number)	Sektor, Wirtschaftszweig(-nummer) 1993					
1.14)	sector_wz08	sector (number)	Sektor, Wirtschaftszweig(-nummer) 2008					
Variables	regarding the survey process							
1.15)	online	online	Fragebogen online beantwortet					
1.16)	survey start	survey start	Umfragebeginn					
1.17)	survey end	survey end	Umfrageende					
1.18)	participation date	participation date	Teilnahmedatum					
1.19)	participation_hour	participation hour	Teilnahmestunde					
1.20)	participation status	participation status	Teilnahmestatus					

### 2. Standard questions

2.1) statebus state of business (appraisal) 2.2) provpm production versus previous month Produktion im Vergleich zum Vormonat 2.3) stin stock of inventories Beurteilung des Bestand an Fertigwaren 2.4) demand situation of demand Nachfragesituation gegenüber dem Vormonat 2.5) ordvpm orders versus previous month Auftragsbestand gegenüber dem Vormonat 2.6) orders orders orders (appraisal) 2.7) pricevpm domestic prices of sale versus previous month Inlândische Verkaufspreise 2.8) proexp expected production Erwartete Inlândische Verkaufspreise 2.9) priceexp expected domestic prices 2.10) expexp expected domestic prices 2.11) comexp expected domestic prices 2.12) foreord foreign orders (appraisal) 2.13) salesexp 2.14) emplexp* expected employees Erwartete Temstrate Temstrate Inlândische Verkaufsgreise 2.14) emplexp* expected employees Erwartete Entwicklung der Gesamtbeschäftigtenzahl 2.15) pro_vpq production vs. previous 2-3 months Nachfragesituation in den vorangegangenen Monaten 2.16) demand_vpq situation of dmand vs. previous 2-3 months Auftragsbestand in den vorangegangenen Monaten 2.18) price_vpq 2.19) credit** credit allocation Kreditvergabe 2.20) statebus_sl 2.21 comexp_sl 2.22 expected commercial (VAS) Erwartete Geschäftslage (VAS)	No.	Name	Label	German description
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	2.21)	comexp_sl	expected commercial (VAS)	Erwartete Geschäftslage (VAS)

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

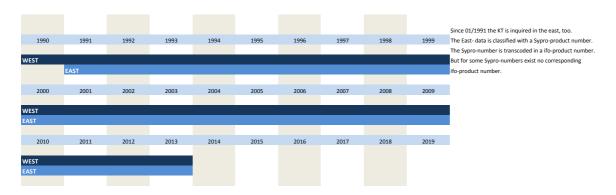
# 3. Special questions

No.	Name	Label	German description
3.1)	ranord	range of orders in months	Reichweite der Auftragsbestände in Monaten
3.2)	uticappc	capacity utilization in %	Auslastung der Anlagen in %
3.3)	uticapap	capacity utilization (appraisal)	Beurteilung der technischen Kapazität
3.4)	constrain	constraints to production	Behinderung der Produktionstätigkeit
3.5)	ordlack	lack of orders	Auftragsmangel
3.6)	mplack	lack of manpower	Arbeitskräftemangel
3.7)	matlack	lack of material	Materialknappheit
3.8)	techcap	technical capacity	Technische Kapazität
3.9)	ovtime	overtime	Überstunden
3.10)	ovtimemo	overtime more than customary	Mehr Überstunden als betriebsüblich
3.11)	stwork	short-time work	Kurzarbeit
3.12)	stworkexp	expected short-time work	Erwartete Kurzarbeit
3.13)	emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl
3.14)	empl	employees 12 month	Beschäftigte Erwartungen
3.15)	prof	profit situation	Ertragssituation derzeit
3.16)	profch	change of profit situation	Ertragssituation gegenüber dem Vorquartal
3.17)	hcount	headcount	Entwicklung des Personalbestands
3.18)	bastlack	lack of back staff	Mangel an Hilfskräften
3.19)	difffin	difficulties of financing	Produktionsbehinderung durch Finanzierungsengpässe
3.20)	othrea	other reasons	Sonstige Faktoren / Andere Ursachen
3.21)	fest	feedstock	Rohstoff- und Vormaterialbestände
3.22)	proenl	enlagerment of production	Produktionserweiterung
3.23)	priceinc	increase in price	Preiserhöhung
3.24)	fincolow	low costs of financing	Niedrige Finanzierungskosten
3.24)	diffsup1	difficulties of supply	Versorgungsschwierigkeiten
3.26)	weaken	weakening	Abschwächung
	prored	reduction of production	Produktionsabschwächung
3.27)	pricedec	price decrease	Preisrückgänge
3.28)	fincohi	hight costs of financing	Hohe Finanzierungskosten
3.29)			Versorgungsschwierigkeiten
3.30)	diffsup2	difficulties of supply	
3.31)	strength	strengthening	Verstärkte Produktion
3.32)	festwe	feedstock in weeks	Rohstoff- und Vormaterialbestände in Wochen
3.33)	stinwe	stock of inventories in weeks	Fertigwarenbestände in Wochen
3.34)	emppro2	employees in production	Produktionsbeschäftigte für XY
3.35)	proexpen	product too expensive	Produkte zu teuer
3.36)	proqual	quality of products	Produktqualität
3.37)	propro	program of products	Produktprogramm
3.38)	emplinc	increase of employees in %	Zunahme der Beschäftigten in % für die Produktion von XY
3.39)	empldec	decrease of employees in %	Abnahme der Beschäftigten in % für die Produktion von XY
3.40)	weather	weather conditions	Produktionsbehinderung durch Wetterlage
3.41)	comppos1	national competitive postition	Wettbewerbsposition Inland
3.42)	comppos2	EU competitive position	Wettbewerbsposition innerhalb der EU
3.43)	comppos3	competitive position abroad	Wettbewerbsposition außerhalb der EU
3.44)	ranord2	range of orders in mohths (end of prev. month)	Reichweite der Auftragsbestände in Monaten
3.45)	uticappc2	capacity utilization in % (end of prev. month)	Kapazitätsauslastung in %
3.46)	skelllack	lack of skilled employees	Mangel an Fachkräften
3.47)	emppro	employees	Im Unternehmen beschäftigte Personen
3.48)	credit**	credit allocation	Kreditvergabe
3.49)	J1	Japan crisis q1	Japankrise Frage1
3.50)	J2	Japan crisis q2	Japankrise Frage2
3.51)	J3	Japan crisis q3	Japankrise Frage3
3.52)	J4	Japan crisis q4	Japankrise Frage4
3.53)	J5	Japan crisis q5	Japankrise Frage5
3.54)	J6	Japan crisis q6	Japankrise Frage6
3.55)	fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.56)	fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.57)	fairxh_e	exhibitor at an international specialized fair in a foreign Eccountry	uropean Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.58)	fairxh_ne	exhibitor at an international specialized fair in a country o Europe	utside Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.59)	fairxhexp	exhibitor at an international specialized fair during next 2-	3 years Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.60)	fairxhexp_g	exhibitor at an international specialized fair in Germany d 3 years	uring next 2-Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren
3.61)	fairxhexp_e	exhibitor at an international specialized fair in a foreign Eu country during next 2-3 years	
3.62)	fairxhexp_ne	exhibitor at an international specialized fair in a country o Europe during next 2-3 years	
3.63)	csal_lq	percentage change of sales in field xy - last quarter	den nachsten z-3 Jahren  Umsatzveränderung im letzten Quartal in Bereich XY
3.64)	csal_lq_v	values: percentage change of sales in field xy - last quarter	r Wertangaben: Umsatzveränderung im letzten Quartal in Bereich XY
3.65)	csal_nqbc	best case//percentage change of sales in field xy - next qu	
3.66)	csal_nqbc_v	values: best case//percentage change of sales in field xy -	-
3.67)	csal_nqac	quarter average case//percentage change of sales in field xy - nex	
3.68)	csal_nqac_v	values: average case//percentage change of sales in field:	
3.69)	csal_nqwc	quarter  worst case//percentage change of sales in field xy - next q	
3.09)	caal_riqwc	worst case// percentage change or sales in held xy - flext q	Surger and crain and in indensition qualitatin percital At (worst case)

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einf_pur expected influence of climate change on purchases Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf  3.89) einf_prod expected influence of climate change on production Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion  3.90) einf_sal expected influence of climate change on sales Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz  3.91) einf_wast expected influence of climate change on waste management Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung  3.92) einf_log expected influence of climate change on logistics Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik  3.93) einf_inno expected influence of climate change on innovations Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation  3.94) einf_pers expected influence of climate change on personnel Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation  3.95) flight_ger importance of flight connections in Germany Bedeutung von Flugverbindungen zu Zielen in Deutschland  3.96) flight_eur importance of flight connections in Europe Bedeutung von Flugverbindungen zu Zielen weltweit  3.97) flight_world importance of flight connections worldwide Bedeutung von Flugverbindungen zu Zielen weltweit  3.98) surp_cat return on sales: surplus (category) Jahresüberschuss (Kategorie)  3.99) ros_surp return on sales: surplus (category) Jahresüberschuss (Kategorie)	3.86)	inf_rain	influence of heavy rainfall on value added	Auswirkung von Starkniederschlag auf die Wertschöpfung
einf_prod expected influence of climate change on production Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion  3.90) einf_sal expected influence of climate change on sales Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz  3.91) einf_wast expected influence of climate change on waste management Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung  3.92) einf_log expected influence of climate change on logistics Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik  3.93) einf_ inno expected influence of climate change on innovations Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation  3.94) einf_pers expected influence of climate change on personnel Erwartete Auswirkungen des Klimawandels auf den Bereich Personal  3.95) flight_ger importance of flight connections in Germany Bedeutung von Flugverbindungen zu Zielen in Deutschland  3.96) flight_eur importance of flight connections worldwide Bedeutung von Flugverbindungen zu Zielen weltweit  3.97) flight_world importance of flight connections worldwide Bedeutung von Flugverbindungen zu Zielen weltweit  3.98) surp_cat return on sales: surplus (category) Jahresüberschuss (Kategorie)  3.99) ros_surp return on sales: surplus  3.000 loss_cat return on sales: loss (category) Jahresüberschuss (Kategorie)	3.87)	inf_storm	influence of storms on value added	Auswirkung von Stürmen auf die Wertschöpfung
a.90) einf_sal expected influence of climate change on sales Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz  3.91) einf_wast expected influence of climate change on waste management Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung  3.92) einf_log expected influence of climate change on logistics Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik  3.93) einf_inno expected influence of climate change on innovations Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation  3.94) einf_pers expected influence of climate change on personnel Erwartete Auswirkungen des Klimawandels auf den Bereich Personal  3.95) flight_ger importance of flight connections in Germany Bedeutung von Flugverbindungen zu Zielen in Deutschland  3.96) flight_eur importance of flight connections worldwide Bedeutung von Flugverbindungen zu Zielen weltweit  3.97) flight_world importance of flight connections worldwide Bedeutung von Flugverbindungen zu Zielen weltweit  3.98) surp_cat return on sales: surplus (category) Jahresüberschuss (Kategorie)  3.99) ros_surp return on sales: surplus  3.00) loss_cat return on sales: loss (category) Jahresüberschuss (Kategorie)	3.88)	einf_pur	expected influence of climate change on purchases	Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf
a.9.1) einf_wast expected influence of climate change on waste management Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung a.9.2) einf_log expected influence of climate change on logistics Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik a.9.3) einf_inno expected influence of climate change on innovations Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation a.9.4) einf_pers expected influence of climate change on personnel Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation a.9.5) flight_ger importance of flight connections in Germany Bedeutung von Flugverbindungen zu Zielen in Deutschland a.9.6) flight_eur importance of flight connections in Europe Bedeutung von Flugverbindungen zu Zielen in Europa a.9.7) flight_world importance of flight connections worldwide Bedeutung von Flugverbindungen zu Zielen weltweit a.9.8) surp_cat return on sales: surplus (category) Jahresüberschuss (Kategorie) a.9.9) ros_surp return on sales: surplus a.0.00) loss_cat return on sales: loss (category) Jahresüberschuss (Kategorie)	3.89)	einf_prod	expected influence of climate change on production	Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion
3.92)     einf_log     expected influence of climate change on logistics     Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik       3.93)     einf_inno     expected influence of climate change on innovations     Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation       3.94)     einf_pers     expected influence of climate change on personnel     Erwartete Auswirkungen des Klimawandels auf den Bereich Personal       3.95)     flight_ger     importance of flight connections in Germany     Bedeutung von Flugverbindungen zu Zielen in Deutschland       3.96)     flight_eur     importance of flight connections in Europe     Bedeutung von Flugverbindungen zu Zielen in Europa       3.97)     flight_world     importance of flight connections worldwide     Bedeutung von Flugverbindungen zu Zielen weltweit       3.98)     surp_cat     return on sales: surplus (category)     Jahresüberschuss (Kategorie)       3.99)     ros_surp     return on sales: surplus     Jahresüberschuss       3.100)     loss_cat     return on sales: loss (category)     Jahresverlust (Kategorie)	3.90)	einf_sal	expected influence of climate change on sales	Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz
3.93)     einf_inno     expected influence of climate change on innovations     Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation       3.94)     einf_pers     expected influence of climate change on personnel     Erwartete Auswirkungen des Klimawandels auf den Bereich Personal       3.95)     flight_ger     importance of flight connections in Germany     Bedeutung von Flugverbindungen zu Zielen in Deutschland       3.96)     flight_eur     importance of flight connections in Europe     Bedeutung von Flugverbindungen zu Zielen in Europa       3.97)     flight_world     importance of flight connections worldwide     Bedeutung von Flugverbindungen zu Zielen weltweit       3.98)     surp_cat     return on sales: surplus (category)     Jahresüberschuss (Kategorie)       3.99)     ros_surp     return on sales: surplus     Jahresüberschuss (Kategorie)       3.100)     loss_cat     return on sales: loss (category)     Jahresverlust (Kategorie)	3.91)	einf_wast	expected influence of climate change on waste management	Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung
3.94)     einf_pers     expected influence of climate change on personnel     Erwartete Auswirkungen des Klimawandels auf den Bereich Personal       3.95)     flight_ger     importance of flight connections in Germany     Bedeutung von Flugverbindungen zu Zielen in Deutschland       3.96)     flight_eur     importance of flight connections in Europe     Bedeutung von Flugverbindungen zu Zielen in Europa       3.97)     flight_world     importance of flight connections worldwide     Bedeutung von Flugverbindungen zu Zielen weltweit       3.98)     surp_cat     return on sales: surplus (category)     Jahresüberschuss (Kategorie)       3.99)     ros_surp     return on sales: surplus     Jahresüberschuss       3.100)     loss_cat     return on sales: loss (category)     Jahresverlust (Kategorie)	3.92)	einf_log	expected influence of climate change on logistics	Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik
3.95)     flight_ger     importance of flight connections in Germany     Bedeutung von Flugverbindungen zu Zielen in Deutschland       3.96)     flight_eur     importance of flight connections in Europe     Bedeutung von Flugverbindungen zu Zielen in Europa       3.97)     flight_world     importance of flight connections worldwide     Bedeutung von Flugverbindungen zu Zielen weltweit       3.98)     surp_cat     return on sales: surplus (category)     Jahresüberschuss (Kategorie)       3.99)     ros_surp     return on sales: surplus     Jahresüberschuss       3.100)     loss_cat     return on sales: loss (category)     Jahresverlust (Kategorie)	3.93)	einf_inno	expected influence of climate change on innovations	Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation
3.96)     flight—eur     importance of flight connections in Europe     Bedeutung von Flugverbindungen zu Zielen in Europa       3.97)     flight_world     importance of flight connections worldwide     Bedeutung von Flugverbindungen zu Zielen weltweit       3.98)     surp_cat     return on sales: surplus (category)     Jahresüberschuss (Kategorie)       3.99)     ros_surp     return on sales: surplus     Jahresüberschuss       3.100)     loss_cat     return on sales: loss (category)     Jahresverlust (Kategorie)	3.94)	einf_pers	expected influence of climate change on personnel	Erwartete Auswirkungen des Klimawandels auf den Bereich Personal
3.97)     flight_world     importance of flight connections worldwide     Bedeutung von Flugverbindungen zu Zielen weltweit       3.98)     surp_cat     return on sales: surplus (category)     Jahresüberschuss (Kategorie)       3.99)     ros_surp     return on sales: surplus     Jahresüberschuss       3.100)     loss_cat     return on sales: loss (category)     Jahresverlust (Kategorie)	3.95)	flight_ger	importance of flight connections in Germany	Bedeutung von Flugverbindungen zu Zielen in Deutschland
3.98) surp_cat return on sales: surplus (category) Jahresüberschuss (Kategorie) 3.99) ros_surp return on sales: surplus Jahresüberschuss 3.100) loss_cat return on sales: loss (category) Jahresverlust (Kategorie)	3.96)	flight_eur	importance of flight connections in Europe	Bedeutung von Flugverbindungen zu Zielen in Europa
3.99) ros_surp return on sales: surplus Jahresüberschuss 3.100) loss_cat return on sales: loss (category) Jahresverlust (Kategorie)	3.97)	flight_world	importance of flight connections worldwide	Bedeutung von Flugverbindungen zu Zielen weltweit
3.100) loss_cat return on sales: loss (category) Jahresverlust (Kategorie)	3.98)	surp_cat	return on sales: surplus (category)	Jahresüberschuss (Kategorie)
James Charles (Mategore)	3.99)	ros_surp	return on sales: surplus	Jahresüberschuss
2 101\ roc locs return on sales: loss labrograduet	3.100)	loss_cat	return on sales: loss (category)	Jahresverlust (Kategorie)
3.101) 103_1033	3.101)	ros_loss	return on sales: loss	Jahresverlust

<sup>\*</sup>standard question since 07/1997. See 2.14)
\*\*standard question since 08/2008. See 2.19)

	4 Mandalilas af	1.4	_							
	1. Variables of	identificatio								
No.	Name		Label				Survey perio	d		Survey frequency
1.1)	westeast		western eastern				West since 0			monthly survey
							East since 01			monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Differenciates between eastern and western survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST	_		_							
No.	Name		Label				Survey perio	d		Survey frequency
1.2)	month		month				West since 0	1/1980		monthly survey
							East since 01			monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Month of survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST	_									
No.	Name		Label				Survey perio	d		Survey frequency
1.3)	year		year				West since 0 East since 01			monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	monthly survey  Further information
WEST	1981	1902	1703	1304	1503	1980	1567	1500	1505	Year of survey
										4 digits
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST	_									
EAST	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010										_
2010 WEST										
	_									
WEST EAST	N		l-k				Coord			
WEST	Name	_	Label		-		Survey perio	d		Survey frequency
WEST EAST	Name		Label	ber			West since 0	1/1980		monthly survey
WEST EAST No.		1982	_	ber 1984	1985	1986		1/1980	1989	



No.	Name		Label				Survey perio	d		Survey frequency
1.5)	runnum		running number	of plant			West since 0	1/1980		monthly survey
							East since 01	/1991		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Running number of plant
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey perio	d		Survey frequency
1.6)	weight		weight				West since 0			monthly survey
							East since 01	/1991		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										weight: calculated by this formula:
										(log <sub>10</sub> ('emppro2')) <sup>e</sup>
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	(10810) CIMPPIOZ //
										Weighting refers to employees per product
WEST										'emppro2'
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2015	2324	2323	2010	2027	2310	2013	_
WEST										
EAST										

N	۱o.	Name		Label				Survey perio	d		Survey frequency
1.	.7)	sypro		sypro two digits				West since 0	1/1980		monthly survey
							East since 01	/1991		monthly survey	
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
											Sector label
W	VEST										Sypro-number
											until 1990:
											2 digits
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
W	VEST										since 1991 in East and West:
		EAST									7 digits
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2000	2001	2002	2005	2004	2003	2000	2007	2000	2003	Label key: very extensive, on demand,
14	VEST										see do-File: kt_vg_Panel_Label.do
_	AST										see do-rile. kt_vg_rallel_Label.do
-	A31										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

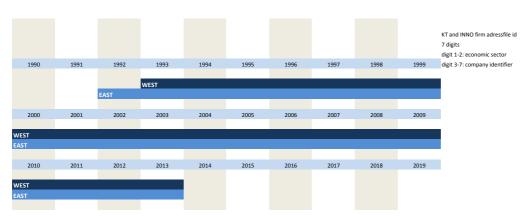




No.	Name		Label				Survey perio	d		Survey frequency
1.9)	plantnum		KT and INNO firm	n adressfile id			West since 0	1/1980		monthly survey
							East since 01	/1991		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										KT and INNO firm adressfile id, 11 digits
										plantnum is created with the following variables:
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	digit 1-4: prodnum
										digit 5-6: fedstaifo
WEST										digit 7-11: runnum
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2015	2014	2015	2010	2017	2018	2019	_
WEST										
EAST										

No.	Name		Label				Survey perio	d		Survey frequency
1.10)	testid		test sheet id					1 to 02/2005		monthly survey
							East 02/1991	to 03/1991		irregular
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Test sheet id
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
										_
	WEST									
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

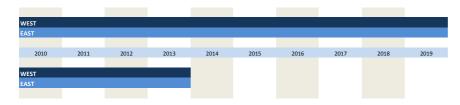
No.	Name		Label				Survey period			Survey frequency
1.11)	idnum		KT and INNO firm	adressfile id			West since 04			monthly survey
							East since 04/	1992		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information



No.	Name		Label				Survey perio	od		Survey frequency
1.12)	latecomer		latecomer					98 to 12/2001 8 to 03/2011		monthly survey
								1/1998 to 12/2 8 to 03/2011	2001	monthly survey
							una 55, 255	0 (0 05,2011		
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Latecomer
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	[1] N=latecomer
								WEST EAST		01/2002 to 07/2008 The data of the variable latecomer is not fed in, as a double occupancy of the
										corresponding column exists in the dataset
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST								WEST		
EAST								EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey perio	d		Survey frequency
1.13)	sector_wz93		wz93 sector nan	ne			West since 0			monthly survey
							East since 01	/1991		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										_
WEST										Sector, economic sector(-number) 1993
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Label key: very extensive, on demand,
										see do-File: kt_vg_Panel_Label.do
WEST										
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
										_
WEST										
EAST										•
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					,					
WEST										
EAST										

No.	Name		Label				Survey perior	d		Survey frequency
1.14)	sector_wz08		wz08 sector name	e			West since 0 East since 01	•		monthly survey monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Sector, economic sector(-number) from 2008
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Label key: very extensive, on demand
MECT										see do-File: kt_vg_Panel_Label.do
WEST	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	



		II. Variable	s regarding the	survey proce	ess					
No.	Name		Label				Survey perio	d		Survey frequency
1.15)	online		online				and since 07			monthly survey
							East since 07	7/2004		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Questionnaire answered online
										[0] paper
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	[1] fax
WEST										[2] online [5] manually collected
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

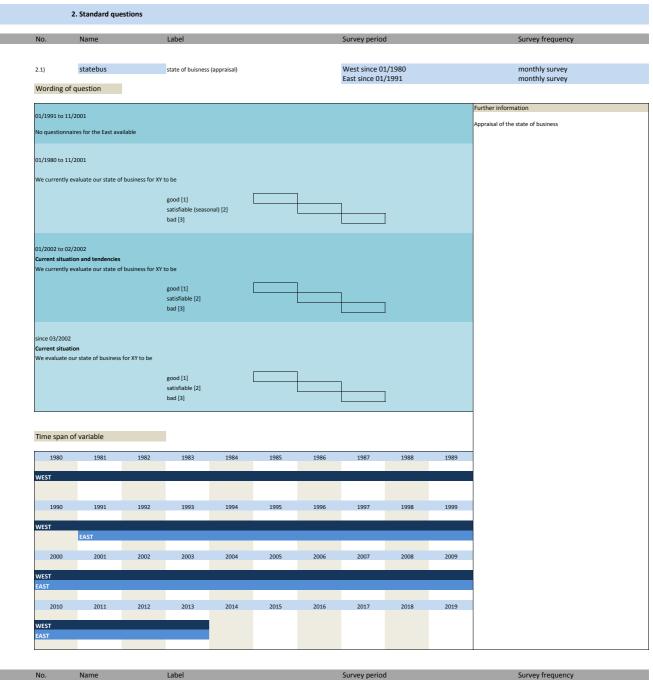
No.	Name		Label				Survey perio	d		Survey frequency
1.16)	survey_start		survey start				West since 0	1/2005		monthly survey
							East since 01	/2005		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Survey start
										Survey start
										Only refers to the participants who answered the questionn
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
										_
					WEST					
					EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

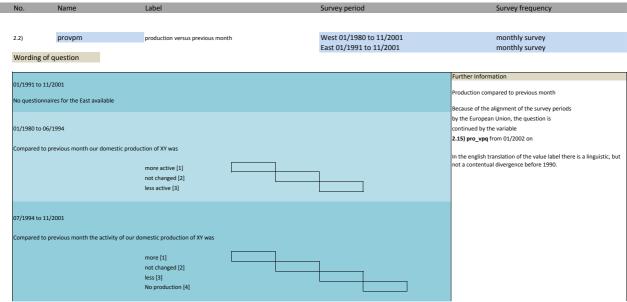
No.	Name		Label				Survey perio	d		Survey frequency
1.17)	survey_end		survey end				West since 0	1/2005		monthly survey
							East since 01	/2005		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										End of survey
										Ella di sulvey
										Only refers to the participants who answered the questionnain
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
					WEST					
					EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014	2013	2010	2017	2010	2013	
WEST										
EAST										

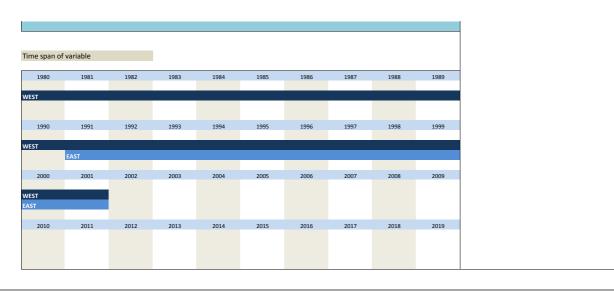
No.	Name		Label				Survey perio	d		Survey frequency
1.18)	participation	_date	participation dat	e			West since 0	1/2005		monthly survey
							East since 01	/2005		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Participation date
										raiticipation date
										Only refers to the participants who answered the questionn
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
					WEST					
					EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	•
WEST										
EAST										

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

No.	Name		Label				Survey perio	d		Survey frequency
1.20)	participation	_status	participation sta	tus			West since 0	1/2005		monthly survey
							East since 01	/2005		monthly survey
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Participation status
										Only refers to the participants who answered the questionna
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	online.
										[1] finished
										[2] reworked
2000	2004	2002	2002	2004	2005	2005	2007	2000	2000	[3] completed
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[4] saved
					WEST					
					EAST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										





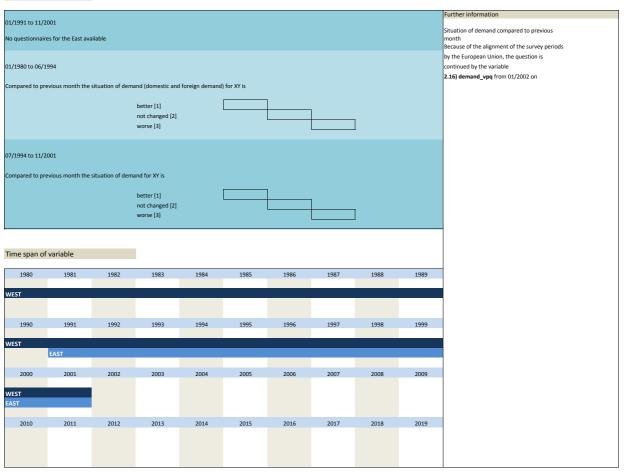


No.	Name		Label				Survey perio	d		Survey frequency
								. /		
2.3)	stin		stock of inventor	ries			West since 01 East since 01			monthly survey monthly survey
Wording of	question									
01/1991 to 11/2	/2001									Further information
No questionnai	ires for the East ava	ilable								Appraisal of the stock of inventories
01/1980 to 11/	1992									01/2002 and 02/2002  *Current situation and tendencies  **addition "current"
We currently ev	valuate our stock of	unsold finished	goods to be							In the english translation of the value label there is a linguistic, but
			too little [1]			]				not a contentual divergence before 1990.
			enough [2] too much [3]					7		
			no stock-keeping	[4]						
12/1992 to 11/2	2001									
We currently ev	valuate our stock of	unsold finished	goods to be							
			too little [1] enough [2]				1			
			too much [3]	. (4)						
			no stock-keeping	[4]						
since 01/2002										
Current situation We evaluate or	on* our (current)** stock	of unsold finish	ed goods to be							
			too little [1]			1				
			enough [2]		-			Ī		
			too much [3] no stock-keeping	[4]						
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										
EASI										

No.	Name	Label	Survey period	Survey frequency
2.4)	demand	situation of demand	West 01/1980 to 11/2001	monthly survey

East 01/1991 to 11/2001 monthly survey

Wording of question



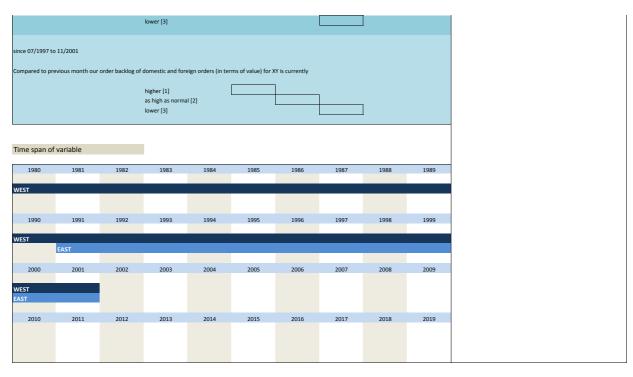
No. Name Label Survey period Survey frequency

2.5) ordvpm orders versus previous month West 01/1980 to 11/2001 monthly survey

East 01/1991 to 11/2001 monthly survey

Wording of question

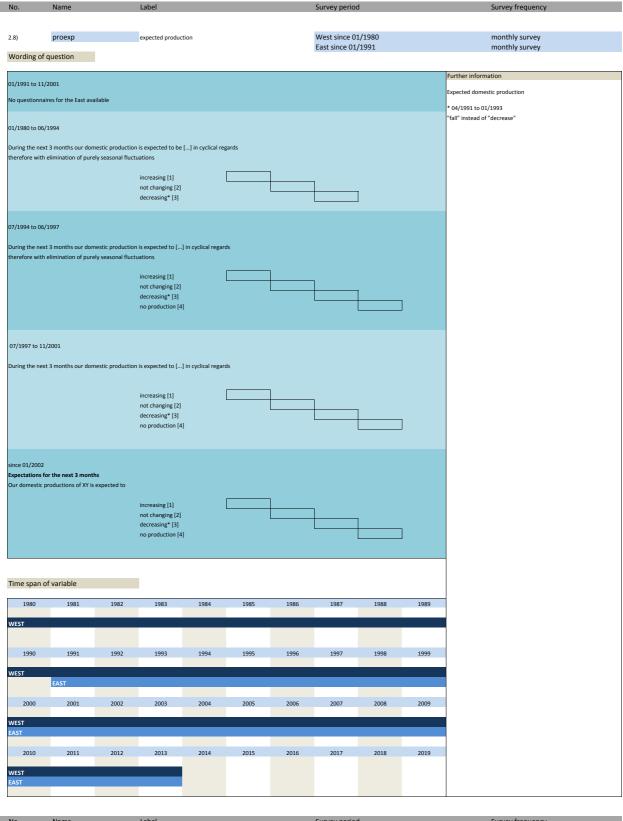
Further information 01/1991 to 11/2001 Orders versus previous month No questionnaires for the East available by the European Union, the question is 01/1980 to 12/1980 ontinued by the variable 2.17) ord\_vpq from 01/2002 on Compared to previous month our order backlog (domestic and foreign orders) for XY is currently (in terms of value\*) higher [1] \*The addition "in terms of value" is only as high as normal [2] added in the months 01/03/04/05/09/10 lower [3] stock-keeping not usual [4] 01/1981 to 12/1982 month our order backlog (in terms of value, domestic and foreign orders) for XY is currently higher [1] lower [3] stock-keeping not usual [4] ince 01/1983 to 06/1994 Compared to previous month our order backlog (in terms of value, domestic and foreign orders) for XY is currently higher [1] as high as normal [2] lower [3] since 07/1994 to 06/1997 Compared to previous month our order backlog (in terms of value) for XY is currently higher [1] as high as normal [2]



26) orders orders (appraisal) West since 01/1980	monthly survey
Wording of question East since 01/1991	monthly survey
	rther information
01/1991 to 11/2001	
No questionnaires for the East available	praisal of the current order backlog
	/2002 and 02/2002 nstead of "Current situation"
	"Current situation and tendencies" addition "current"
Ve currently evaluate our order backlog (domestic and foreign orders) to be	addition current
relatively high [1]	nce 01/1994 inquired for east and west
(e.g. extended time of delivery)	
enough [2] too small [3]	
not usual [4]	
01/1983 to 06/1994	
We currently evaluate our order backlog (domestic and foreign orders) to be	
relatively high [1]	
(e.g. extended time of delivery)	
enough [2] or not customary	
too small [3]	
7/1994 to 06/1997	
We currently evaluate our order backlog	
relatively high [1]	
(e.g. extended time of delivery)	
enough [2] or not customary	
too small [3]	
77/1997 to 11/2001	
We currently evaluate our order backlog (domestic and foreign orders) to be	
relatively high [1]	
(e.g. extended time of delivery)	
enough [2] or not customary	
too small [3]	
since 01/2002  Current situation*	
We evaluate our (current**) order backlog for XY to be	
total	

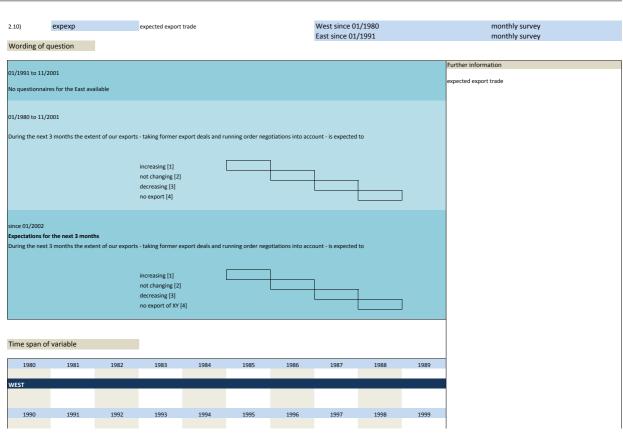
			(e.g. extended time of enough [2] or not customary too small [3]	of delivery)		]			
Time span of	variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST	EAST								
	EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

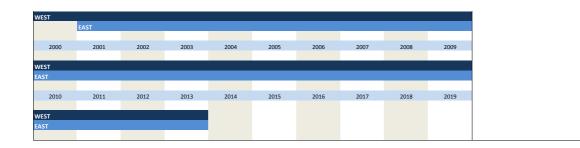
Survey frequency West 01/1980 to 11/2001 East 01/1991 to 11/2001 pricevpm 2.7) domestic prices of sale versus previous month monthly survey monthly survey Wording of question 01/1991 to 11/2001 omestic prices of sale versus previous month No questionnaires for the East available cause of the alignment of the survey periods by the European Union, the question is 01/1980, 04/1980, 05/1980, 10/1980 continued by the variable 2.18) price\_vpq from 01/2002 on Compared to previous month our domestic sale prices - taking changes in conditions into account - for XY were (also "since stock-orders") increased [1] not changed [2] decreased [3] 02/1980, 03/1980, 06/1980 to 09/1980, 11/1980 to 09/1991 Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were increased [1] not changed [2] decreased [3] 10/1991 to 11/2001 Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were increased [1] not changed [2] decreased [3] Time span of variable 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 WEST 1990 1991 1992 1993 1999 1994 1996 1998 WEST 2001 2000 WEST 2011 2012 2013 2015 2016 2019 2010 2014 2018



No.	Name	Label	Survey period	Survey frequency
2.9)	priceexp	expected domestic prices	West since 01/1980	monthly survey
			East since 01/1991	monthly survey
Wording	of question			
01/1991 to	11/2001			Further information
01/1551 (0	11/2001			expected domestic prices
No questio	nnaires for the East available			
				*03/1990 to 01/1993
				"decrease" instead of "fall"
01/1980 to				

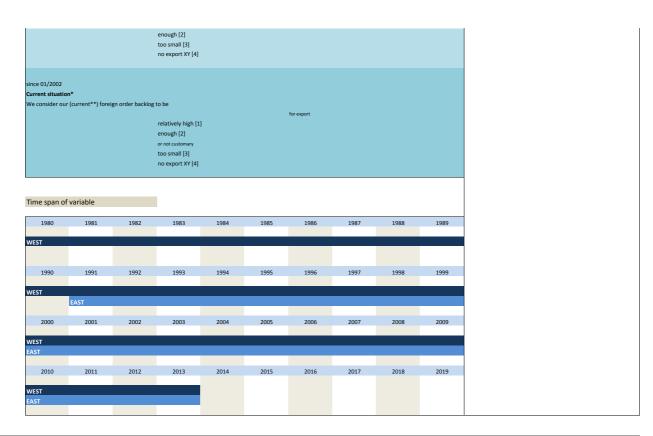


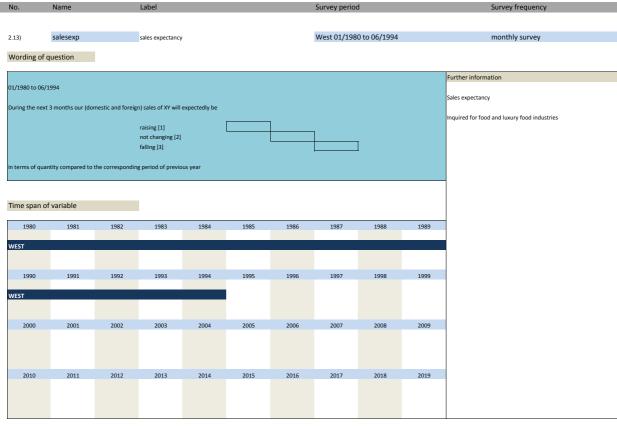




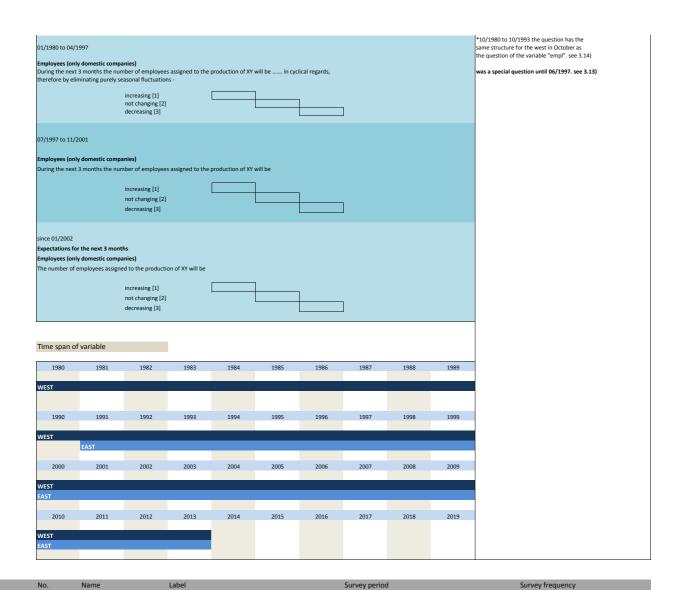
			Label				Survey period			Survey frequency
2.11) Wording of	comexp		expected commerc	cial operations			West since 01/			monthly survey monthly survey
	4									Further information
01/1991 to 11/	/2001									Expected commercial operations
No questionnai	aires for the East avai	ilable								
01/1980 to 06/	/1997									
	kt 6 months our com	mercial operati	ons for YV will be [ ]	in cyclical rega	rds therefore by	eliminating nure	v seasonal fluctuat	tions		
During the next	kt o months our com	merciai operati	ons for AT will be []	iii cyclicai rega	irus, triererore by	emmating pure	y seasonal nuctual	tions		
			favourable [1]			]	7			
			not changing [2] unfavourable [3]							
07/1997 to 11/	/2001									
During the next	kt 6 months our com	mercial operation	ons for XY will be []	in cyclical rega	rds					
			favourable [1]			]	7			
			not changing [2]							
			unfavourable [3]							
			unfavourable [3]							
since 01/2002			unfavourable [3]							
Expectations fo	for the next 6 month									
Expectations fo			XY will be			1				
Expectations fo	for the next 6 month		XY will be favourable [1] not changing [2]							
Expectations fo	for the next 6 month		XY will be favourable [1]							
Expectations fo	for the next 6 month		XY will be favourable [1] not changing [2]							
Expectations fo	for the next 6 month		XY will be favourable [1] not changing [2]							
Expectations for In cyclical regar	for the next 6 month		XY will be favourable [1] not changing [2]	1984	1985	1986	1987	1988	1989	
Expectations for In cyclical regard reg	for the next 6 month ords our commercial of variable	operations for 3	XY will be favourable [1] not changing [2] unfavourable [3]	1984	1985	1986	1987	1988	1989	
Expectations for In cyclical regard Time span of 1980	for the next 6 month ords our commercial of variable	operations for 3	XY will be favourable [1] not changing [2] unfavourable [3]	1984	1985	1986	1987	1988	1989	
Expectations for In cyclical regard Time span of 1980	for the next 6 month ords our commercial of variable	operations for 3	XY will be favourable [1] not changing [2] unfavourable [3]	1984	1985	1986	1987	1988	1989	
Expectations fo In cyclical regar Time span o 1980 WEST	of the next 6 month and sour commercial of variable	operations for )	favourable [1] not changing [2] unfavourable [3]							
Time span o  1980  WEST	of variable  1981  1991  EAST	1982 1992	favourable [1] not changing [2] unfavourable [3] 1983	1994	1995	1996	1997	1998	1999	
Time span o  1980  WEST	of the next 6 month and sour commercial of variable	operations for )	favourable [1] not changing [2] unfavourable [3]							
Time span o  1980  WEST  2000  WEST	of variable  1981  1991  EAST	1982 1992	favourable [1] not changing [2] unfavourable [3] 1983	1994	1995	1996	1997	1998	1999	
Time span o  1980 WEST  2000 WEST EAST	of variable  1981  Least  2001	1982 1992	favourable [1] not changing [2] unfavourable [3] 1983	1994	1995 2005	1996 2006	1997	1998 2008	1999	
Time span o  1980  WEST  2000  WEST	of variable  1981  1991  EAST	1982 1992	favourable [1] not changing [2] unfavourable [3] 1983	1994	1995	1996	1997	1998	1999	
Time span o  1980 WEST  2000 WEST EAST	of variable  1981  Least  2001	1982 1992	favourable [1] not changing [2] unfavourable [3] 1983	1994	1995 2005	1996 2006	1997	1998 2008	1999	

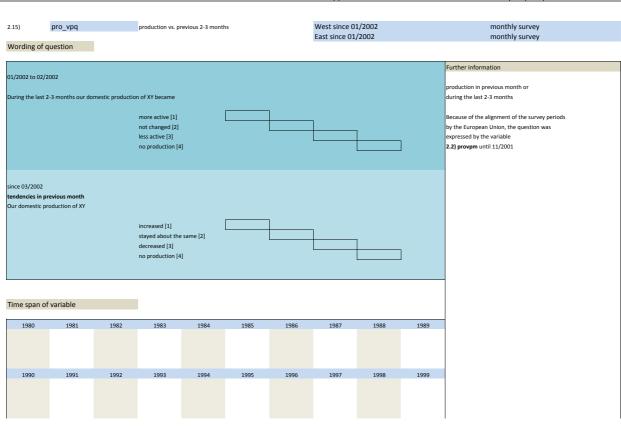
No.	Name	Label	Survey period	Survey frequency
2.12)	foreord	foreign orders (appraisal)	West since 01/1980 East since 01/1991	monthly survey monthly survey
Wording of	question		Edst since 61/1991	montally survey
01/1991 to 11	/2001			Further information  Appraisal of foreign orders
No questionna	ires for the East availabl	e		01/2002 and 02/2002
01/1980 to 11	/2001			*instead of "Current situation"  →"Current situation and tendencies"  **addition "current"
We consider o	ur foreign order backlog	for XY currently to be		
		relatively high [1] (e.g. extended time of delivery)		

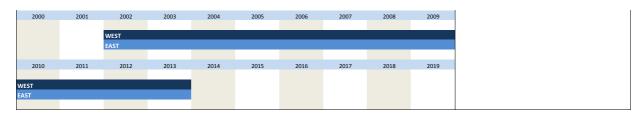


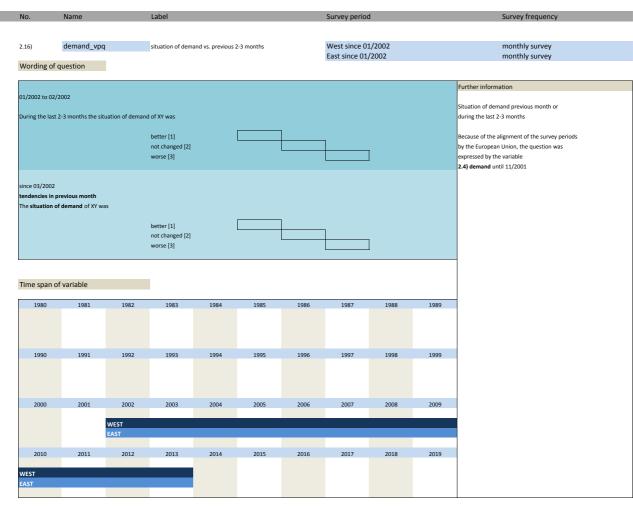


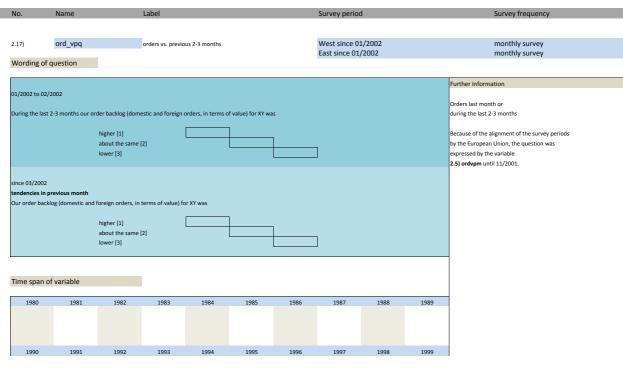
No.	Name	Label	Survey period	Survey frequency
2.14)	emplexp	expected employees	West 01/1980 to 04/1997	quarterly survey
			and since 07/1997	monthly survey
			East since 01/1991	monthly survey
Wording o	of question			
				Further information
01/1991 to 1	1/2001			Further information
01,1331 to 1	, 2001			Expected development of the total number of
No questionr	naires for the East available			employees

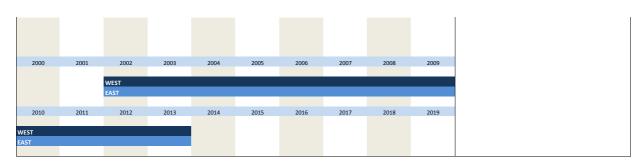


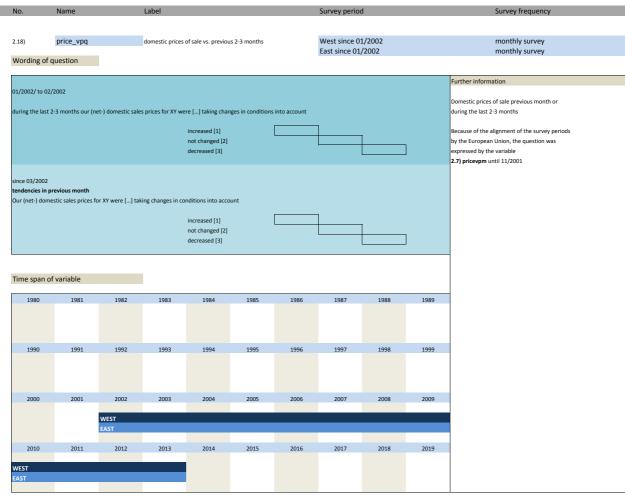




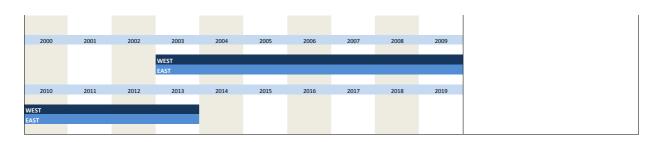


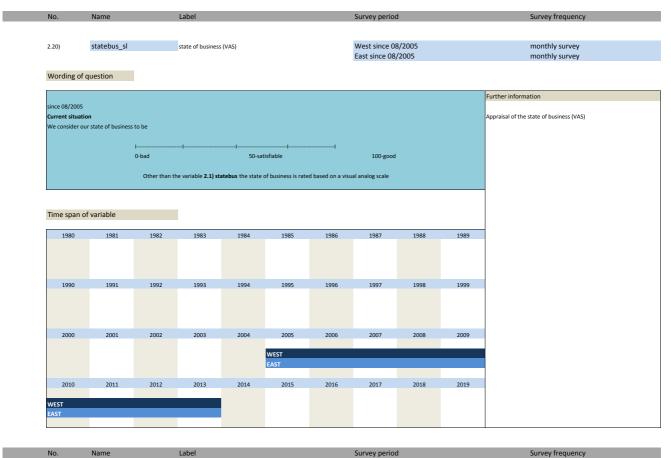






	Name	Lab	el				Survey period			Survey frequency
2.19)	credit	cred	it allocation				West 06/2003	3 to 08/2008		irregular
							and since 11/	2008		monthly survey
							F+ 05/2002	+- 00/2000		tour modern
							East 06/2003 and since 11/			irregular monthly survey
Wording	g of question	l .					und since 11/	2000		montally survey
	•	-								
										Further information
since 07/2	003									credit allocation
How do yo	ou evaluate the current	willingness of banks to	grant credits to b	ousinesses?						credit allocation
		0								2003: June, August
		accomodating [1]	L			1				was a special question until 08/2008.
		normal [2]		L			1			see 3.48)
		reserved [3]			ļ					
	an of variable									
Time sp										
Time sp		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	
	) 1981	1982		1984	1985 1995	1986	1987	1988	1989	





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

## Wording of question



#### 3. Special questions No. Name Label Survey frequency Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec West 03/1980 to 09/2001 East 07/1992 to 07/1993 ranord range of orders in months East 12/1993 to 09/2001 Mrch, Jul, Sep, Dec Wording of question East and West since 01/2002 Jan, Apr, Jul, Oct 07/1992 to 09/2001 inge of orders in months No questionnaires for the East available since 01/2002 stead of "currently" "momentarily" 03/1980 to 09/2001 Currently our order backlog for delivery of XY equates to a production duration of up to about ... month(s) since 01/2002 Momentarily our order backlog for delivery of XY equates to a production duration of 1/2 1 2 3 4 5 6 7 8 9 10 st Time span of variable 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 1991 1992 1993 1994 1995 1996 1997 1998 1999 WEST 2009 2000 2001 2002 2003 2004 2005 2006 2007 2008 WEST 2011 2012 2013 2014 2015 2016 2017 2018 2019 2010 WEST

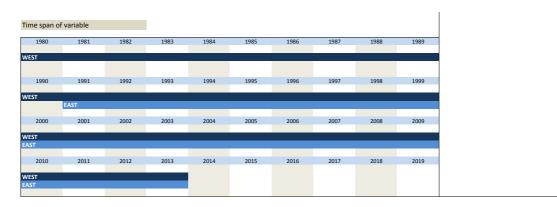
No.	Name		Label				Survey perio	d		Survey frequency
3.2) Wording of o	uticappc question		Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct							
										Further information
07/1992 to 09/2	2001									Capacity utilization in %
No questionnair	es for the East a	available								
since 03/1980										*09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants"
Currently** the	utilization of ou	ir plants* to produc	e XY ( full capacit	y utilization nor	mal for the comp	any = 100%) is up	o to			**since 01/2002
				more	than 100%					instead of "currently" "momentarily"
		30 40 50 60 70	75 80 85 90							Coding in the dataset
										Number above the ticked field more than 100 % = handwritten entry
										or if just ticked = [120]
Time span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
3.3)	uticapap	capacity utilization (appraisal)	West 03/1980 to 09/2001	Mrch, Jun, Sep, Dec
			East 07/1992 to 07/1993 East 12/1993 to 09/2001	Mrch, Jul, Cot, Dec
Wording o	fauestion		East and West since 01/2002	Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct
wording o	i question		Last and West since 01/2002	Jan, Apr, Jul, Oct
			Fu	orther information

07/1992 to 09/2	2001									Appraisal of the technical capacity
No questionnair	es for the East a	vailable	*09/94, 09/95, 09/96, 09/97, 09/98							
since 03/1980 Taking into acco	unt our current	order backlog and	(only domestic)"							
we consider our	technical capaci	ities* for XY								
			more than suffic sufficient [2] not sufficient [3]							
Time span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
1990	1991	1002	1002	1004	1995	4000	1007	1000	1000	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST		EAST			_		_		_	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2010	2010	
	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										

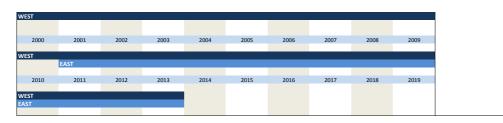
No.	Name		Label				Survey perio	d	Survey frequency	
3.4) Wording of	constrain		constraints to pr	oduction			West since 0 East 01/1993 East since 01	to 12/2000		Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct
04/4004 : 40	/2004									Further information
01/1991 to 10/										Constraints to production
No questionna	ires for the East ava	ailable								
01/1980 to 10/	/2001									
Our domestic p	production of XY is	currently constrai	ined							
		yes [1]		no [2]						
		,		(=)						
since 01/2002										
Our domestic p	production is currer	ntly constrained								
		yes [1]		no [2]						
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1981	1982	1983	1984	1985	1980	1987	1988	1989	
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										
EAST										

No.	Name	Label	Survey period	Survey frequency
3.5)	ordlack	lack of orders	West since 01/1980	Jan, Apr, Jul, Oct
			East von 01/1991 to 12/2000	monthly survey
Wording of	question		East since 01/2001	Jan, Apr, Juli, Oct
				Further information
01/1991 to 10	/2001			rurther information
. ,				Lack of orders
No questionna	aires for the East available			
				*East 01/1991 to 12/2000 instead of "insufficient orders"
01/1980 to 10	1/2001			"sales difficulties"
01/1500 to 10	,,2001			Suco difficultes
Our domestic	production of XY is currently consti	rained.		
	If yes, by following factors:			
		insufficient orders* [1]		
		insummer or dets [2]		
since 01/2002				
Our domestic	production is currently constrained	1		
Our domestic	If yes, by following factors:			
	, ,			
		insufficient orders* [1]		



No.	Name		Label				Survey perio	d		Survey frequency
3.6)	mplack		lack of manpowe	r			West 01/198	0 to 10/2001		Jan, Apr, Jul, Oct
							East 01/1991	to 12/2000		monthly survey
							East 01/2001	l to 10/2001		Jan, Apr, Jul, Oct
Wording of	question									
04 (4004 ) 40	12004									Further information
01/1991 to 10,	/2001									Lack of manpower
No questionna	aires for the East av	vailable								·
01/1980 to 10,	/1995									
Our domestic	production of XY is		ained.							
	If yes, by follow	ing factors:								
			lack of manpowe	r [1]		I				
01/1996 to 10	0/2001									
Our domestic	production of XY is	currently constra	ained.							
	If yes, by followi									
			lack of qualified r	manpower [1]			1			
							_			
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
MECT										
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1990	1997	1998	1999	
WEST	EAST									
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

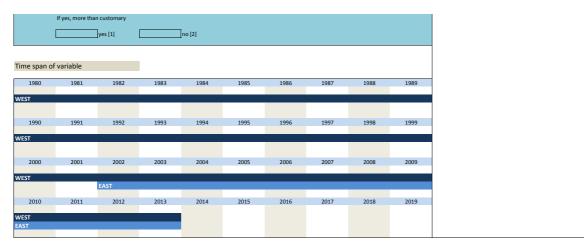
No.	Name	L	abel				Survey perio	d		Survey frequency
3.7)	matlack	la	ick of material				West since 0			Jan, Apr, Jul, Oct
Wording	of question						East since 01	1/2001		Jan, Apr, Jul, Oct
wording	or question									
01/2001 to	10/2001									Further information
										Lack of material
No questio	nnaires for the East ava	ilable								
01/1980 to	10/2001									
Our domes	tic production of XY is o		ned.							
	If yes, by followin	g factors:								
			ack of raw mate							
		р	re-materials [1	J	<u> </u>					
since 01/20	102									
Our domes	tic production is curren If yes, by followin									
	, ,									
			ick of raw mate re-materials [1							
Time spa	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
WEST										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990										



	Name		Label				Survey perio	d		Survey frequency
.8) Wording of	techcap f question		technical capacit	у			West since 0 East 01/1993 East since 01	l to 12/2000		Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct
1/1991 to 10	0/2001									Further information
	aires for the East av	nilable								technical capacity
vo questionin	anes for the cast av	dilable								*East 01/1991 to 12/2000 instead of "insufficient technical capacity"
1/1980 to 10	0/2001									"insufficient technical endowment"
our domestic	production of XY is If yes, by followi		ained.							
	ii yes, by ioliowi		iffi-i		,					
			insufficient techi	nical capacity* [1	ı					
ince 01/2002	2									
ur domestic	production is curre									
	If yes, by follow	ing factors:								
			insufficient techn	nical capacity [1]						
			insufficient tech	nical capacity [1]						
Time span	of variable		insufficient tech	nical capacity [1]						
Fime span	of variable	1982	insufficient techniques	nical capacity [1]	1985	1986	1987	1988	1989	
1980					1985	1986	1987	1988	1989	
1980 VEST	1981	1982	1983	1984						
1980 VEST 1990					1985 1995	1986 1996	1987 1997	1988	1989 1999	
1980 WEST 1990	1981	1982	1983	1984						
1980 VEST 1990	1981	1982	1983	1984						
1980  WEST  1990  WEST	1981 1991 EAST	1982	1983	1984	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST AST	1981 1991 EAST 2001	1982 1992 2002	1983 1993 2003	1984	1995 2005	1996	1997	1998	1999	
1980  WEST  1990  WEST	1981 1991 EAST	1982	1983	1984	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST AST	1981 1991 EAST 2001	1982 1992 2002	1983 1993 2003	1984	1995 2005	1996	1997	1998	1999	

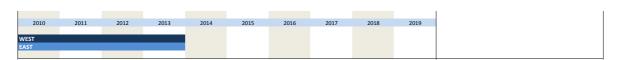
140.	INGITIC		Lubei				Survey period	-		Survey requeries
3.9)	ovtime		overtime				West since 0:	1/1980 to 10/	/2001	Jan, Apr, Jul, Oct
							East and Wes			Mrch, Jun, Sep, Dec
Wording of o	question									
										Further information
since 01/1980										ruttler illiottiation
										Overtime
We currently wo	ork with overtime	2								
		yes [1]		no [2]						
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1500	1501	1502	1505	1704	1505	1500	1567	1300	1303	
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
		EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										
EAST										

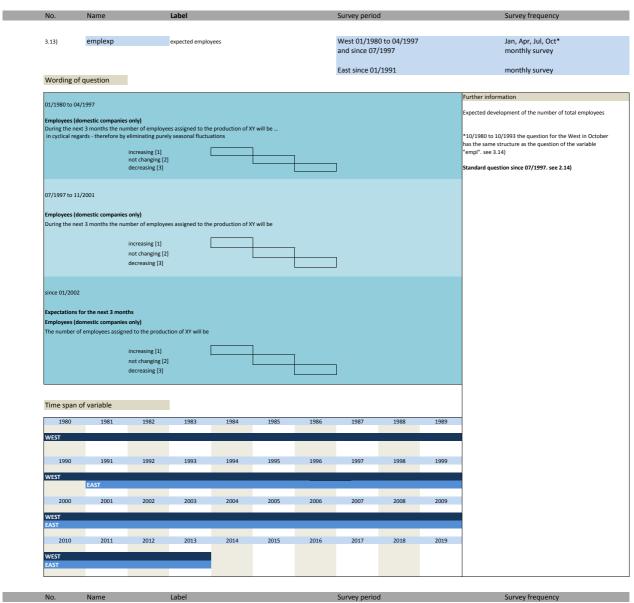
NO.	Name	Labei	Survey period	Survey frequency
3.10)	ovtimemo	overtime more than customary	West since 01/1980 to 10/2001	Jan, Apr, Jul, Oct
			East and West since 03/2002	Mrch, Jun, Sep, Dec
Wording of o	question			
			Fu	rther information
since 01/1980				
Mo surrently w	ork with overtime		Ov	ertime more than customary
we currently w	ork with overtime			



	Name		Label				Survey perio	d		Survey frequency
3.11)	stwork		short-time work				West 01/198	0 to 10/2001		Jan, Apr, Jul, Oct
							East 01/1991	to 12/2000		monthly survey
							East 01/2001	to 10/2001		Jan, Apr, Jul, Oct
Wording of	question						East and We	st since 01/20	02	Mrch, Jun, Sep, Dec
										Further information
01/1991 to 10,	/2001									
N	aires for the East av									Short-time work
vo questionna	aires for the East av	rallable								
since 01/1980	1									
We currently h	have short-time wo	rk								
,										
		yes [1]		no [2]						
Fime span	of variable									
Time span o	of variable									
Time span o	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987 1997	1988	1989	
1980 WEST	1981									
1980 WEST	1981									
1980 WEST	1981									
1980 WEST	1981									
1980 WEST 1990 WEST 2000	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000 WEST EAST 2010	1981 1991 EAST 2001	1992	1993	1994	1995	1996	1997	1998 2008	1999	
1980 WEST 1990 WEST 2000 WEST EAST 2010 WEST	1981 1991 EAST 2001	1992	1993	1994	1995	1996	1997	1998 2008	1999	
1980 WEST 1990 WEST 2000 WEST EAST 2010	1981 1991 EAST 2001	1992	1993	1994	1995	1996	1997	1998 2008	1999	

			Label				Survey perio	d		Survey frequency
3.12) Wording o	stworkexp of question		expected short-ti	ime work			East 01/1991 East 01/2001		02	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
										Further information
01/1991 to 1	10/2001									
No question	naires for the East av	vailable								Expected short-time work
01/1980 to 1	10/2001									
During the n	ext 3 months we will									
		yes [1]		no [2]						
During the n	ext 3 months we will	l expectedly work	short-time							
	ext 3 months we will	l expectedly work		no [2]						
	ext 3 months we will			no [2]	1985	1986	1987	1988	1989	
Time span	ext 3 months we will	yes [1]			1985	1986	1987	1988	1989	
Time span	ext 3 months we will	yes [1]			1985	1986	1987	1988	1989	
Time span	ext 3 months we will	yes [1]			1985	1986	1987	1988	1989	
Time span	ext 3 months we will  n of variable  1981  1991	yes [1]	1983	1984						
Time span 1980 WEST 1990	n of variable	yes [1]	1983	1984						
Time span 1980 WEST 1990	ext 3 months we will  n of variable  1981  1991	yes [1]	1983	1984						
Time span  1980 WEST  1990 WEST	ext 3 months we will n of variable 1981 1991 EAST	yes [1]  1982  1992	1983	1984	1995	1996	1997	1998	1999	



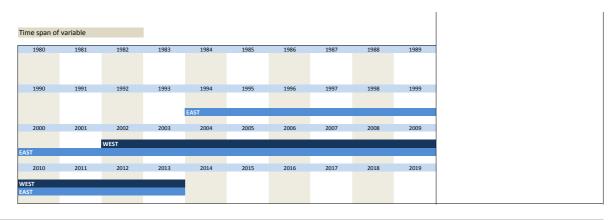


	Name		Label				Survey perio	d		Survey frequency
)	empl		employees 12 m	onth			West 10/198	0 to 10/1993		annual survey *
ording of	question									
n/1980 to 10/ nployees cyclical regar uring the next	ds - therefore by	eliminating purely increasing [1]		ions - the numbe 3 months*	er of employees a from month un		roduction of XY w	ill be		Further information  Employees expectations  *The expected occupation during the next 3 months is recorded by the variable  *emplexp*: see 3.13)  10/1990 to 10/1993
	dalala	not changing [2] decreasing [3]								**additionally "from month under report on"  * annual survey in October
ime span o	f variable	not changing [2]	1983	1984	1985	1986	1987	1988	1989	
1980		not changing [2] decreasing [3]	1983	1984	1985	1986	1987	1988	1989	
1980		not changing [2] decreasing [3]	1983	1984	1985 1995	1986	1987 1997	1988	1989	
1980 /EST	1981	not changing [2] decreasing [3]								
1980 /EST	1981	not changing [2] decreasing [3]								

lo.	Name		Label Survey period							Survey frequency
15)	prof		profit situation				West since 0			May, Sep
							East since 06	5/2002*		May, Sep
Vording of o	question									
										Further information
nce 06/2002										Current profit situation
rofit situation	and developme	nt								Current pront situation
.]										*in 2002: June and September
e currently co	nsider the profit	situation of our c	ompany - measui	red by the opera	iting results from o	customary busine	ss operations - to	o be		
										The question was fed into an own dataset for the East 12/1995 to 11/2001
		good [1]								for the East 12/1995 to 11/2001
		satisfying [2]								
		bad [3]								
ime snan of	variable									
-										
ime span of	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
-		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982 1992	1983 1993	1984	1985 1995	1986 1996	1987	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	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 2001	1992 2002 WEST EAST	1993 2003	1994	1995	1996 2006	1997 2007	1998	1999	
1990	1981 1991	1992 2002 WEST	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1992 2002 WEST EAST	1993 2003	1994	1995	1996 2006	1997 2007	1998	1999	
1980	1981 1991 2001	1992 2002 WEST EAST	1993 2003	1994	1995	1996 2006	1997 2007	1998	1999	

No.	Name		Label Survey period							Survey frequency
3.16)	profch		change of profit	situation			West since 0	6/2002*		May, Sep
							East since 06	/2002*		May, Sep
Wording o	of question									
										Further information
since 06/200	2									Change of profit situation compared to previous quarter
	on and developme	nt								change of profit situation compared to previous quarter
[] As compared	to fall 20## the pr	ofit situation of our	r company - meas	sured by the one	rating results fro	m customary bus	siness operations			
				,						
		improved [1]								*in 2002: June and September
		did not change [2								In May the wording of the question is:
		deteriorated [3]								"As compared to fall 20##" It is inquired after previous fall
										e.g. May 2003:
Time span	of variable									"As compared to fall 2002"
										In september the wording of the question is:
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	"As compared to the 1st quarter of 20##" it is inquired after the first quarter of the current year
										e.g. September 2004: "As compared to the 1st quarter of 2004"
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
										The question was fed into an own dataset for the East 12/1995 to 11/2001
										, , , , , , , , , , , , , , , , , , , ,
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
		WEST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
										I

	No.	Name	Label		Survey period	Survey frequency
	3.17)	hcount	headcount		West since 03/2002	Mrch, Jun, Sep, Dec
					East since 09/1994*	Mrch, Jun, Sep, Dec
	Wording of o	question				
ĺ						Further information
	09/1994 to 12/2	2001				Development of the headcount
	No questionnair	es for the East avai	ilable			Development of the neadcount
						* no inquiry in Dec 2001 but in Nov 2001
	since 03/2002					
	We consider our	r head count with r	espect to the expected sales development of X	during the next 12 months to be		
			elatively high [1] e.g. reduction of staff neccessary)			
		e	enough [2]			
			oo low [3] e.g. additional staff neccessary)			



1	No.	Name		Label				Survey perio	d		Survey frequency
3	3.18)	bastlack		lack of back staff	:			West 10/198	5 to 10/1995		Jan, Apr, Jul, Oct
,	Wording of o	ujestion									
	wording or c	destion									
	10/1985 to 12/1	1995									Further information
											Lack of back staff
	Our domestic pi	oduction of XY is of If yes, by following		ained.							
			lack of manpowe	er							
				back staff [1]							
L											
	Time span of	ما طمنده ا									
	rime span oi	variable									
	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
						WEST					
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	WEST										
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
L											

	11000						E . 04 (400)			
3.19)	difffin		difficulties of fina	ancing			East 01/199:	to 12/2000 st since 01/20	02	monthly survey Jan, Apr, Jul, Oct
Wording of	question							,		337, 47, 537
										Further information
01/1991 to 12/										Production costraints by difficulties of financing
No questionna	ires for the East av	railable								
since 01/2002										
Our domestic p	production is curre	ntly constrained.								
	If yes, by follow									
			difficulties of fina	ancing [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	
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
EAST		WEST								
	2011	2042	2012	2011	2045	2015	2047	2040	2010	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										

Survey frequency

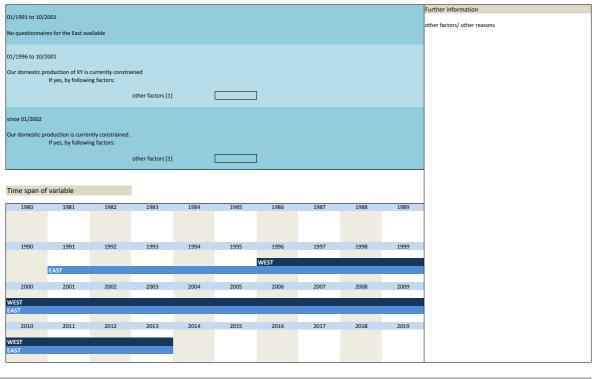
Survey frequency

othrea

Wording of question

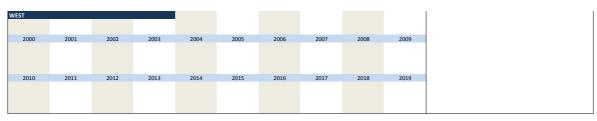
other reasons

3.20)



No.	Name		Label				Survey perio	d		Survey frequency
3.21)	fest		feedstock				West 02/198	0 to 05/1994		Feb, May, Aug, Nov
Wording of	f auestion									
	4									
since 02/1980	)									Further information
Feedstock										feedstock
	he most important	raw materials and	d pre-materials to	o produce XY is co	urrently					
		relatively high [1	.1							Not inquired in November 1981
		normal [2]								
		relatively low [3] stock-keeping no								
Time span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1980		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980 WEST	1981									
1980 WEST		1982	1983	1984	1985	1986	1987	1988	1989	
1980 WEST	1981									
1980 WEST 1990 WEST	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST	1981									
1980 WEST 1990 WEST	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000	1981	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1980 WEST 1990 WEST	1981	1992	1993	1994	1995	1996	1997	1998	1999	
1980 WEST 1990 WEST 2000	1981	1992	1993	1994	1995	1996 2006	1997	1998	1999	

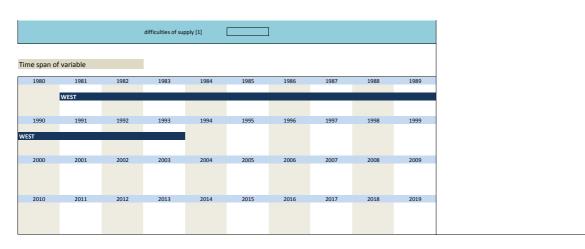
No.	Name	L	abel				Survey perior	d		Survey frequency
3.22)	proenl	e	nlargement of p	production			West 08/198	1 to 02/1993		Feb, May, Aug, Nov
Wording o	of question									
since 08/198	ท									Further information
Feedstock	<del>.</del>									enlargement of production
Our stock of [] if relatively i	the most important r	aw materials and p	ore-materials to	produce XY is co	urrently					*"currently" since 02/1988
	have a high stock be	cause of								
			nlargement of p	production [1]						
We currently			nlargement of p	production [1]						
We currently	y have a high stock be		nlargement of p	production [1]	1985	1986	1987	1988	1989	
We currently  Time span	y have a high stock be	eı			1985	1986	1987	1988	1989	
We currently  Time span	y have a high stock be	eı			1985	1986	1987	1988	1989	



	Name		Label				Survey perio	d		Survey frequency	
3)	priceinc		increase in price				West 08/198	31 to 02/1993		Feb, May, Aug, Nov	
ording of	question										
										Further information	
ce 08/1981										Increase in price	
	e most important r	aw materials an	d pre-materials to	produce XY is cu	ırrently						
elatively hig	h:									""currently" since 02/1988	
currently h	ave a high stock be	cause of								Not inquired in November 1981	
,			expected increas	se in price [1]		ı					
			expected merea.	20 111 prince [1]		l					
ne span o	f variable										
	ii variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989		
1980		1982	1983	1984	1985	1986	1987	1988	1989		
	1981 WEST		1983								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989		
	1981 WEST										
1990 EST	1981 WEST 1991	1992	1993	1994	1995	1996	1997	1998	1999		
1990	1981 WEST										
1990 EST	1981 WEST 1991	1992	1993	1994	1995	1996	1997	1998	1999		
1990 EST 2000	1981 WEST 1991 2001	1992	1993	1994	1995	1996	1997	1998	1999		
1990 EST	1981 WEST 1991	1992	1993	1994	1995	1996	1997	1998	1999		
1990 EST 2000	1981 WEST 1991 2001	1992	1993	1994	1995	1996	1997	1998	1999		

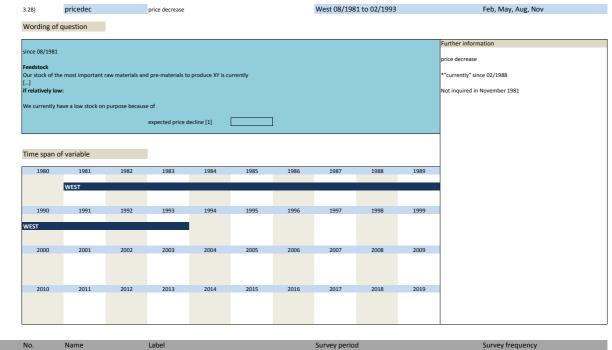
IVO.	Ivallic		Label				Jul vey perio	u		Julyey frequency
3.24)	fincolow		low costs of fina	ncing			West 05/1982 to 02/1993			Feb, May, Aug, Nov
Wording of	question									
										Further information
since 05/1982										
Feedstock										low costs of financing
Our stock of the	e most important	raw materials an	d pre-materials to	produce XY is cu	ırrently					*"currently" since 02/1988
if relatively high	h:									,
Ne currently ha	ave a high stock b	ecause of								
			relatively low co	sts of financing [:	1]		1			
							=			
Time span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
		WEST								
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
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	

INO.	Ivaille	Label	Survey period	Survey frequency
3.25)	diffsup1	difficulties of supply	West 08/1981 to 02/1993	Feb, May, Aug, Nov
Wording of	question			
since 08/1981				Further information  difficulties of supply
Feedstock				difficulties of supply
Our stock of th [] if relatively hig	·	materials and pre-materials to produce XY is currently		*"currently" since 02/1988
We currently h	nave a high stock becar	use of		Not inquired in November 1981



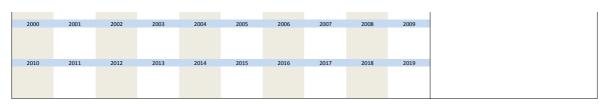
West 08/1981 to 02/1993   Feb, May, Aug, Nov	No.	Name		Label				Survey period			Survey frequency	
Further information   weakening   weakening   weakening   weakening   "currently" since 02/1988	3.26)	weaken		weakening				West 08/198	1 to 02/1993		Feb, May, Aug, Nov	
Feedstock   Grant   Grant   Feedstock   Grant   Feedstock   Grant   Feedstock   Grant   Feedstock   Grant   Feedstock   Grant   Feedstock   Grant   Grant   Feedstock   Grant   Grant   Feedstock   Grant   Grant	Wording of	question										
Our stock of the most important raw materials and pre-materials to produce XY is currently []  If relatively high:  We currently have a high stock because of  The feedstock increased due to a a weakening (in demand) [1]  Time span of variable  1980 1981 1982 1983 1984 1985 1986 1987 1988 1989  WEST  1990 1991 1992 1993 1994 1995 1996 1997 1998 1999  WEST  2000 2001 2002 2003 2004 2005 2006 2007 2008 2009												
Time span of variable  1980	Our stock of the		raw materials ar	nd pre-materials to	produce XY is co	urrently						
1980 1981 1982 1983 1984 1985 1986 1987 1988 1989  WEST  1990 1991 1992 1993 1994 1995 1996 1997 1998 1999  WEST  2000 2001 2002 2003 2004 2005 2006 2007 2008 2009			ecause of					]				
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999  WEST  2000 2001 2002 2003 2004 2005 2006 2007 2008 2009		1981	1982	1983	1984	1985	1986	1987	1988	1989		
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009	1000		1002	1003	1004	1005	1006	1007	1009	1000		
		1991	1992	1993	1554	1993	1550	1557	1550	1555		
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

0.	Name		Label				Survey perio	d		Survey frequency		
27)	prored		reduction of pro	duction			West 08/1981 to 02/1993			Feb, May, Aug, Nov		
ording of	question											
										Further information		
nce 08/1981												
edstock										Reduction of production		
ur stock of the	e most important i	aw materials and	d pre-materials to	produce XY is co	urrently					*"currently" since 02/1988		
relatively low	r:									Not inquired in November 1981		
e currently ha	ave a low stock on	purpose because	e of									
			reduction in pro	duction [1]								
			reduction in pro	uuction [1]		)						
me span o	f variable											
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989			
	WEST											
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999			
EST												
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			



fincohi high costs of financing West 05/1982 to 02/1993 3.29) Feb, May, Aug, Nov Wording of question Further information since 05/1982 high costs of financing Feedstock
Our stock of the most important raw materials and pre-materials to produce XY is currently
[...]
if relatively low: \*"currently" since 02/1988 We currently have a low stock on purpose because of unusual high costs of financing [1] Time span of variable WEST WEST 

No.	Name	Label				Survey perio	d		Survey frequency
3.30)	diffsup2	difficulties o	supply			West 08/198	1 to 02/1993		Feb, May, Aug, Nov
Wording o	of question								
[] if relatively I	the most important rav	w materials and pre-materia	ls to produce XY is c	currently					Further information Difficulties of supply Not inquired in November 1981
		difficulties o	supply [1]						
	of variable								
1980	1981	1982 1983	1984	1985	1986	1987	1988	1989	
	WEST								
1990	1991	1992 1993	1994	1995	1996	1997	1998	1999	
WEST									

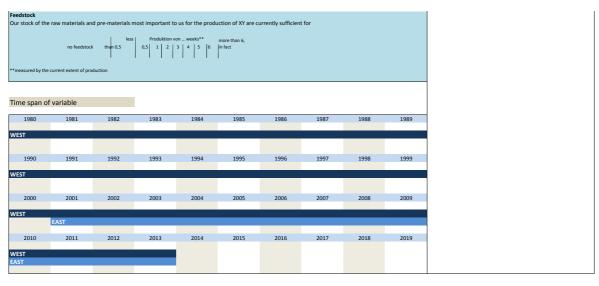


	Name		Label				Survey perio	d		Survey frequency
3.31)	strength		strengthening				West 08/198	1 to 02/1993		Feb, May, Aug, Nov
Wording o	of question									
										Further information
since 08/198	1									
Feedstock										strengthened production
Our stock of	the most important	raw materials an	d pre-materials to	produce XY is c	urrently					Not inquired in November 1981
[] if relatively le	ow:									
	k became scarce du									
rne reeastoc	k became scarce du					_				
			strengthened pr	oduction [1]						
T	-f									
Time span	of variable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1981	1982	1983	1984	1985 1995	1986	1987	1988	1989	
1980	1981 WEST									
1980	1981 WEST									
1980	1981 WEST									
1980 1990 WEST	1981 WEST 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 WEST	1981 WEST 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 WEST	1981 WEST 1991 2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	
1980 1990 WEST	1981 WEST 1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 WEST	1981 WEST 1991 2001	1992	1993	1994	1995	1996 2006	1997	1998	1999	

No. Name Label Survey frequency Survey period West since 02/1980 Feb, May, Aug, Nov festwe feedstock in weeks 3.32) East since 02/2001 Feb, May, Aug, Nov Wording of question

02/2001 to 11/2001 No questionnaires for the East available Bedeutung in Datensatz:
"no feedstock" = 0 weeks
"less than 1/2" = 0,3 weeks
"more than 6, in fact", but just ticked
= 8 weeks 02/1980 to 08/1981 Feedstock
Our feedstock is currently sufficient for less than more than 6, 0,5 0,5 1 2 3 4 5 6 In fact weeks of production (measured by the current extent of production) 11/1981 to 02/1994 | less | more than 6 | no feedstock | than 0,5 | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | In fact weeks of production (measured by the current extent of production) 05/1994 no feedstock than 0,5 | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | In fact eeks of production (measured by the current extent of production) 08/1994 to 11/2001

since 02/2002



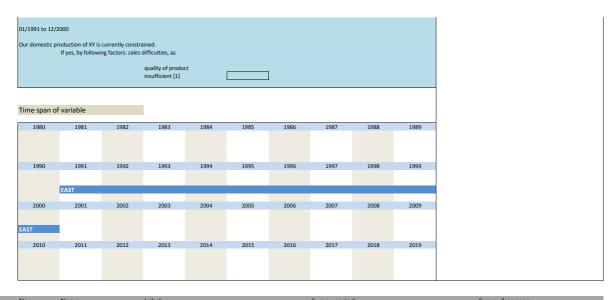
	Name		Label				Survey perior	đ		Survey frequency
3.33)	stinwe		stock of invento	ories in weeks			West since 02			Feb, May, Aug, Nov Feb, May, Aug, Nov
wording c	of question									
02/2001 to 1	1/2001									urther information
No question	naires for the East ava	ilable								tock of inventories in weeks in weeks
									"	08/1980 no stock of inventories" = 0 weeks
02/1980 to 0										less than 1/2" = 0,3 weeks more than 6, in fact", but just ticked
Stock of inve Our stock of	entories unsold finished goods	of XY currently	equate to							= 8 weeks
		less than	1		more than 6,					
		0,5	0,5 1 2	3   4   5   6	in fact					
weeks of pro	duction (measured by	the current ext	tent of production	n)						
11/1981 to 1	1/2001									
Stock of inve										
	unsold finished goods	of XY currently	equate to							
	po importanta	less	5 05 1 2	3   4   5   6	more than 6,					
	no inventorie:	0,5	0,3 1 2	, , ,	- lact					
weeks of pro	duction (measured by	the current ext	tent of productio	n)						
since 02/200	2									
Stock of inve										
	unsold finished goods	of XY currently	equate to a							
	no inventorie:	less s than 0,5	0,5 1 2	of weeks**	more than 6, in fact					
			1 1 1 1	1 1 1	I					
**measured by	the current extent of prod	uction								
	of variable	4000	4000	4004	4005	4005	4007	4000	4000	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
WEST										
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990										
						2005	2007	2008	2009	
WEST	2001	2002	2002	2004	2005		2007	200X	7009	
WEST 2000	2001	2002	2003	2004	2005	2006				
WEST	2001 EAST	2002	2003	2004	2005	2006				
WEST 2000		2002	2003	2004	2005	2016	2017	2018	2019	
2000 WEST	EAST									

IVO.	Name	Labei	Survey period	Survey frequency
3.34)	emppro2	employees in production	West 09/1980 to 10/2001	annual survey*
			East 01/1991 to 06/2001	monthly survey
Wording o	of question		East and West since 11/2001	annual survey**
				Further information
01/1991 to 1	11/2001			Employees in production for XY
No question	naires for the East availab	ole		
				* annual survey



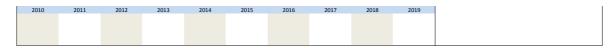
	Name		Label				Survey perio	d		Survey frequency
3.35)	proexpen		product too exp	ensive			East 01/1991	l to 12/2000		monthly survey
Wording o	of question									
										Further information
01/1991 to 1	2/2000									Donation to the second to
No question	naires for the East av	ailable. The follo	wing wording is to	aken from previo	us lists of variable	es				Products too expensive
01/1991 to 1	2/2000									
Our domesti	c production of XY is	currently constra	ained.							
	If yes, by follow	ing factors: sales	difficulties, as							
			Products are too	expensive [1]			]			
Time spar	of variable		l							
Time spar	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981									
		1982 1992	1983 1993	1984	1985 1995	1986 1996	1987 1997	1988	1989	
1980	1981									
1980	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981									
1980	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 EAST 2001	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981 1991 EAST	1992	1993	1994	1995	1996	1997	1998	1999	
1980 1990 2000	1981 1991 EAST 2001	1992	1993	1994	1995	1996	1997	1998	1999	

INO.	ivairie	Label	Survey period	Survey frequency
3.36)	proqual	quality of products	East 01/1991 to 12/2000	monthly survey
Wording of	question			
Wording or	question			
01/1991 to 12/	/2000			Further information
				Quality of product
Thoro are no o	wortionnaires for t	ne East available. The following wording is taken from previous lists of	variables	
mere are no q	juestionnaires for t	ie Last available. The following wording is taken from previous lists of	variables	



No.	Name		Label				Survey perior	d		Survey frequency
3.37)	propro		program of produ	ucts			East 01/1991	to 12/2000		monthly survey
Wording of o	question									
										Further information
01/1991 to 12/2										Program of products
There are no qu	estionnaires for t	he East available.	The following wo	rding is taken fro	om previous lists	of variables				
01/1991 to 12/2	2000									
Our domestic p	roduction of XY is									
	If yes, by followi	ng factors: sales o								
			program of produ insufficient [1]	ıcts						
Time span of	fyariable									
	1981	1982	1983	1984	1985	1005	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
										1

	Name		Label				Survey perio	d		Survey frequency
3.38)	emplinc		increase of emp	loyees in %			East 01/1991	l to 12/2000		monthly survey
Wording o	f question									
										Further information
01/1991 to 1										Increase of employees for the production of XY in
There are no	questionnaires for th	ne East available.	The following w	ording is taken fr	om previous lists	of variables				
01/1991 to 1	2/2000									
During the ne	ext 3 months the nun	nber of employee	es assigned to the	e producction of	XY will []					
in cyclical reg	gards - therefore by e	eliminating purel	y seasonal fluctu	ations						
			increase by abou	ut%						
			increase by abou	ut%						
Time span	of variable		increase by abou	ut%						
Time span	of variable	1982	increase by about	ut%	1985	1986	1987	1988	1989	
						1986	1987	1988	1989	
						1986	1987	1988	1989	
						1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985					
1980	1981 1991 EAST	1982	1983	1984 1994	1985 1995	1996	1997	1998	1999	
1980	1981	1982	1983	1984	1985					
1980	1981 1991 EAST	1982	1983	1984 1994	1985 1995	1996	1997	1998	1999	



No.	Name	Label	Survey period	Survey frequency
3.39)	empldec	decrease of employees in %	East 01/1991 to 12/2000	monthly survey
Wording of	question			
				Further information
01/1991 to 12,	/2000			Decrease of employees for the production in %

There are no questionnaires for the East available. The following wording is taken from previous lists of variables

01/1991 to 12/2000

During the next 3 months the number of employees assigned to the producction of XY will [...]

in cyclical regards - therefore by eliminating purely seasonal fluctuations

decrease by about .................................%

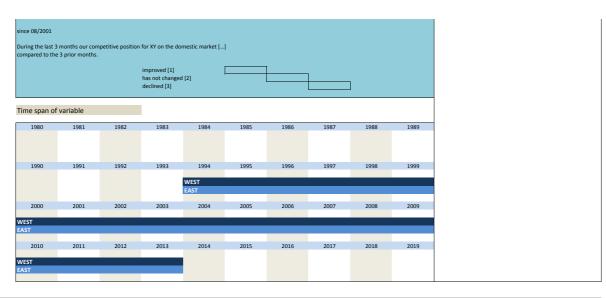
Time span of variable 1980 1981 EAST 

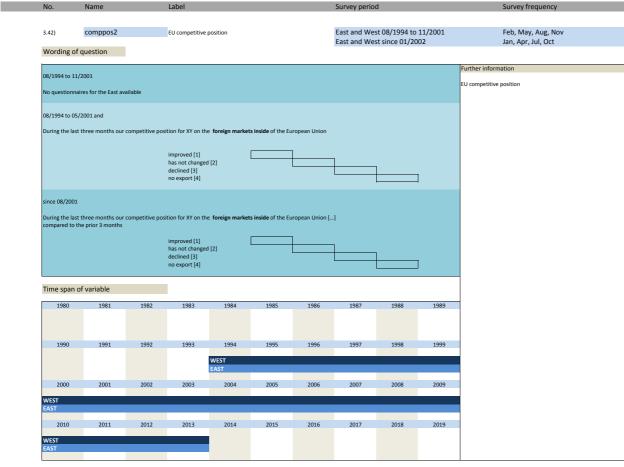
3.40) weather weather conditions East 02/1994 to 06/2000	* monthly survey

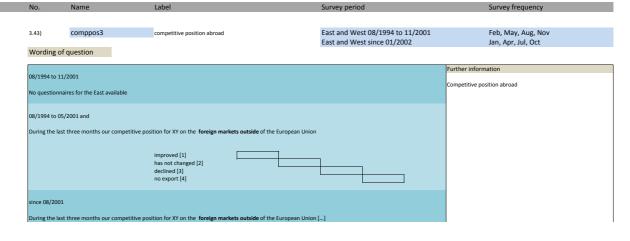
## Wording of question

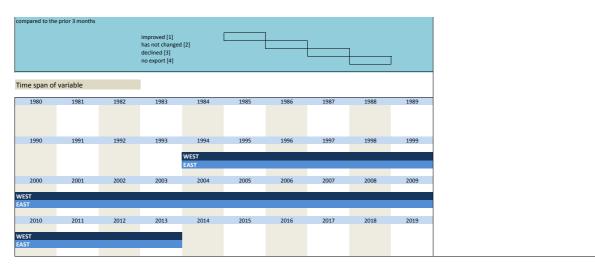
01/1991 to 12/2000 roduction constraints by weather conditions There are no questionnaires for the East available. The following wording is taken from previous lists of variables \*since 01/1999 sind kein Werte mehr in dem Datensatz enthalten 02/1994 to 06/2000 Our domestic production of XY is currently constrained. If yes, by following factors: unfavourable weather conditions [1] Time span of variable EAST 

No.	Name	Label	Survey period	Survey frequency
3.41)	comppos1	national competitive position	East and West 08/1994 to 11/20	01 Feb, May, Aug, Nov
			East and West since 01/2002	Jan, Apr, Jul, Oct
Wording	of question			
				Further information
08/1994 to	11/2001			ruther information
				National competitive position
No question	nnaires for the East available			
08/1994 to	05/2001 and			
During the I	ast 3 months our competitive	position for XY on the domestic market		
		improved [1]		
		has not changed [2]		
		declined [3]		



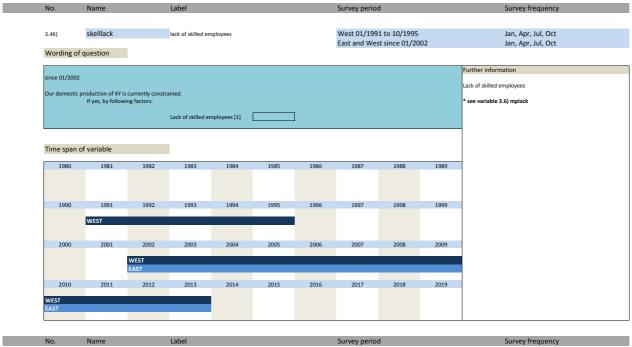






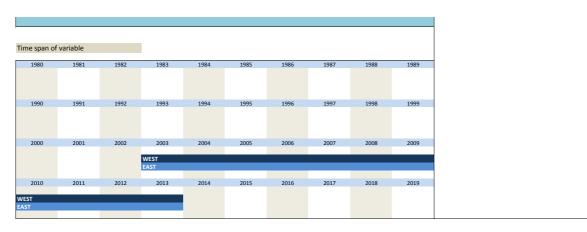
No.	Name		Label				Survey perio	od		Survey frequency
3.44)	ranord2		range of orders i	n months (end o	f prev. month)		East and We	est 01/2002 to	01/2008	Jan, Apr, Jul, Oct
Wording of	f question									
										Further information
	./2008 our range of orders us month they read		a production dur	ation up to abou	t [] months					Range of orders in months (end of prev. Month)  Note
	no orders	up to ab	out month(s) 5	10 state nu	for more than 10, pmber of months	please				Because of the alignment of economic cycle surveys inside of the EU the wording of the questions was adapted to the survey periods of the countries. This caused that the questions regarding the range of ord would have been shifted by about one month.
Time span	of variable									That is why the question regarding the range of orde was posed twice since the first quarter of 2002, with the distinction that it is inquired after the
										running month (ranord) and the
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	previous month (ranord2)  Coding in the dataset
1980	1981	1982	1983	1984	1985 1995	1986 1996	1987	1988	1989	previous month (ranord2)
										previous month (ranord2)  Coding in the dataset non = [0] less than 1/2 = [5] 1 = [10] 5 = [50] 9 = [90] more than 10 = handwritten entry or if just ticked = [120]
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	previous month (ranord2)  Coding in the dataset non = [0] less than 1/2 = [5] 1 = [10] 5 = [50] 9 = [90] more than 10 = handwritten entry

	Name		Label				Survey perior			Survey frequency
)	uticappc2		capacity utilization	on in % (end of p	rev. month)		East and Wes	st 01/2002 to 0	01/2008	Jan, Apr, Jul, Oct
rding of o	question									
002 to 01/2	2000									Further information
										Capacity utilization in % (end of prev. Month)
uestionnair	res for the East a	vailable								Coding in the dataset
002 to 01/2	2008									Number above the ticked box more than 100 % = handwritten entry
										or if just ticked = [120]
	pacity utilization month it was up		oduce XY (custom	nary full capacity	utilization = 1009	6) is up to []%				
e previous i	monunit was up	.0		more t	than 100%					
		30 40 50 60 7	0 75 80 85 90	95 100 in fact	:					
		30 40 50 60 7	0 75 80 85 90	95 100 in fact	:					
		30 40 50 60 7	0 75 80 85 90	95 100 in fact	::					
ie span of	f variable	30 40 50 60 7	0 75 80 85 90	95 100 in fact	:					
						1996	1097	1099	1989	
e span of	f variable	1982	1983	95 100 in fact	1985	1986	1987	1988	1989	
						1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985					
						1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985					
1980	1981	1982	1983	1984	1985					
1980	1981	1982	1983	1984	1985					
1980	1981 1991	1982	1983	1984	1985	1996	1997	1998	1999	
1980	1981 1991	1982	1983	1984	1985	1996	1997	1998	1999	
1980 1990 2000	1981 1991 2001	1982 1992 2002 WEST EAST	1983	1984	1985 1995 2005	1996 2006	1997 2007	1998	1999 2009	
1980	1981 1991	1982 1992 2002 WEST	1983	1984	1985	1996	1997	1998	1999	



No.	Name		Label				Survey perior	d		Survey frequency
3.47)	emppro		employees				West 01/199			annual survey*
							East 01/1991			monthly survey
Wording of	fquestion						East and Wes	st since 11/20	01	annual survey**
										Further information
01/1991 to 11										persons occupied in the company
No questionna	aires for the East av	railable								*1991 - 2000: inquiry in October
										1994: no inquiry
10/1991 to 10	/1997									**annual survey in November
Number of en	nployees									Note West:
State: End [mo	onth] [year]***									The data is only inquired annually
In the whole o	ompany (domestic	companies only)	we occupy							but appears in the datasets monthly. This is due to the fact, that every month the data
	, (	,,	,							of the annual survey is transferred manually.
				p	ersons					The data of the current survey is normally transferred 2-3 months after the survey
										2-5 mondis arter the survey
since 10/1998	3									Example: For November, December 2002 the
Number of en	nployees									variable emppro contains the value of the survey from
Number of en										variable emppro contains the value of the survey from November 2001. Since January 2003 the
	nployees company (domestic	companies only)	we occupy							November 2001. Since January 2003 the variable emppro contains the value of the survey from
		companies only)	we occupy	р	ersons					November 2001. Since January 2003 the
		companies only)	we occupy	р	ersons					November 2001. Since January 2003 the variable emppro contains the value of the survey from
		companies only)	we occupy	р	ersons					November 2001. Since January 2003 the variable emppro contains the value of the survey from
	company (domestic	companies only)	we occupy	р	ersons					November 2001. Since January 2003 the variable emptro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval
In the whole o	ompany (domestic					1996	1997	1099	1090	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:
In the whole c	company (domestic	companies only)	we occupy	p	ersons 1985	1986	1987	1988	1989	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
In the whole o	ompany (domestic					1986	1987	1988	1989	November 2001. Since January 2003 the variable emptor contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  "State: End of September 1995"
In the whole o	ompany (domestic					1986	1987	1988	1989	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
In the whole o	ompany (domestic					1986	1987	1988	1989	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span	ompany (domestic	1982	1983	1984	1985					November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span	of variable  1981	1982	1983	1984	1985					November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span	of variable  1981  1991  WEST EAST	1982	1983	1984	1985	1996	1997	1998	1999	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span	of variable  1981  1991  WEST	1982	1983	1984	1985					November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span of 1980 1990 2000 WEST	of variable  1981  1991  WEST EAST	1982	1983	1984	1985	1996	1997	1998	1999	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span	of variable  1981  1991  WEST EAST	1982	1983	1984	1985	1996	1997	1998	1999	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span of 1980 1990 2000 WEST	of variable  1981  1991  WEST EAST	1982	1983	1984	1985	1996	1997	1998	1999	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span of 1980 1990 2000 WEST EAST 2010	of variable  1981  1991  WEST EAST  2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1996 2006	1997	1998	1999	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000
Time span of 1980 1990 2000 WEST	of variable  1981  1991  WEST EAST  2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1996 2006	1997	1998	1999	November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov-02  ***West 01/1994 to 10/1997 month and year of the previous reporting interval Example 10/1995:  *State: End of September 1995" East 01/1994 to 06/2000

No.	Name	Label	Survey period	Survey frequency
3.48)	credit	credit allocation	West 06/2003 to 08/2008	Mrch, Aug
			and since 11/2008	monthly survey
			East 06/2003 to 08/2008	Mrch, Aug
			and since 11/2008	monthly survey
Wordin	ng of question		,	, , , , , ,
				Further information
since 07/	2003			
				Credit allocation
How do y	ouevaluate the current willing	ngness of banks to grant loans?		
				2003: June, August
	acco	ommodating [1]		Standard question since 11/2008. see 2.19)
		(2)		
	norr	nai [2]		



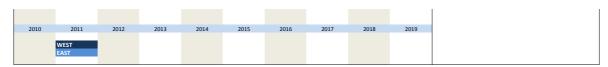
No.	Name		Label				Survey perio	d		Survey frequency
3.49)	J1		Japan crisis q1				East and We	st 05/2011		once
Wording o	f question									
										Further information
05/2011										Japan crisis question 1
Are you curre and/or will yo	ntly directly or indir	rectly affected via g the next 3 mon	other presupplie ths?	ers by supply sho	rtage resulting fr	om the Japan cris	sis			
currently:							yes [1]			
							no [2]			
Time snan	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	1554	1993	1550	1557	1556	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011 WEST EAST	2012	2013	2014	2015	2016	2017	2018	2019	

No. Name Label

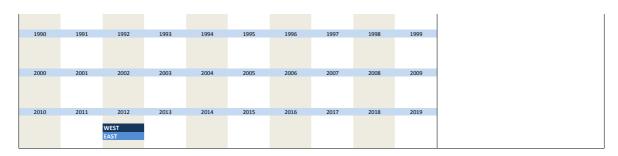
Wording of quest 05/2011 Are you currently dire and/or will you be aff	ectly or indirec	ctly affected via on the next 3 month	other presupplier							Further information							
Are you currently dire and/or will you be aff	ectly or indired fected during 1	ctly affected via o	other presupplier							Postbook to formation							
and/or will you be aff	ectly or indired fected during t	ctly affected via o the next 3 month	other presupplier		2011												
currently:			Japan crisis question 2														
		f yes: (reference Our methods: Oth															
Time span of vari	iable						no [2]										
•		1000	4000	1001	4005	4005	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								
WES EAS																	

Survey period Survey frequency

Wording of	f question									
										Further information
05/2011										Japan crisis question 3
		irectly affected via ng the next 3 mon		rs by supply sho	ortage resulting fro	om the Japan cri	sis			
currently:		If yes: (reference	to question (1)							
urrently.			duction of produ	tion			yes [1]			
							no [2]			
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									
No.	Name		Label				Survey period			Survey frequency
3.52)	J4		Japan crisis q4				East and Wes	t 05/2011		once
Wording of	f question									
05/2011										Further information
	ntly directly or ind	irectly affected via	other presupplie	rs by supply sho	ortage resulting fro	om the Japan cri	sis			Further information  Japan crisis question 4
Are you currer		irectly affected via		rs by supply sho	ortage resulting fro	om the Japan cri	sis			
are you currer and/or will you	u be affected duri			rs by supply sho	ortage resulting fro	om the Japan cri				
are you currer and/or will you	u be affected duri			rs by supply sho	ortage resulting fro	om the Japan cri	yes [1]			
Are you currer and/or will you	u be affected duri			rs by supply sho	ortage resulting fro	om the Japan cri				
Are you currer and/or will you During the nex	u be affected duri			rs by supply sho	ortage resulting fro	om the Japan cri	yes [1]			
Are you currer and/or will you During the nex	u be affected duri			rs by supply sho	ortage resulting fro	om the Japan cri	yes [1]	1988	1989	
Are you currer and/or will you During the nex	u be affected duri xt 3 months:  of variable	ng the next 3 mon	ths?				]yes [1] ]no [2]	1988	1989	
Are you currer and/or will you buring the nex Firme span o	u be affected duri xt 3 months:  of variable  1981	1982	1983	1984	1985	1986	]yes [1] ]no [2] 1987			
Are you currer and/or will you During the nex	u be affected duri xt 3 months:  of variable	ng the next 3 mon	ths?				]yes [1] ]no [2]	1988	1989	
Are you currer and/or will you During the nex	of variable  1991	1982 1992	1983 1993	1984	1985 1995	1986	yes [1] no [2] 1987	1998	1999	
Are you currer and/or will you buring the nex Firme span o	u be affected duri xt 3 months:  of variable  1981	1982	1983	1984	1985	1986	]yes [1] ]no [2] 1987			
Are you currer and/or will you During the nex	of variable  1991	1982 1992	1983 1993	1984	1985 1995	1986	yes [1] no [2] 1987	1998	1999	
Are you currer and/or will you During the nex	of variable  1991	1982 1992	1983 1993	1984	1985 1995	1986	yes [1] no [2] 1987	1998	1999	
Are you currer and/or will you couring the nex 1980 1990 2000	of variable  1981  2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996	]yes [1] ]no [2] 1987 1997 2007	1998 2008	1999	
Are you currer and/or will you During the nex	u be affected duri xt 3 months:  of variable  1981  1991  2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996	]yes [1] ]no [2] 1987 1997 2007	1998 2008	1999	
Are you currer and/or will you buring the next 1980 1990 2000 2010	of variable  1981  2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996	]yes [1] ]no [2] 1987 1997 2007	1998 2008 2018	1999	
Are you currer and/or will you During the nex	of variable  1981  1991  2001  WEST EAST	1982 1992 2002	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005	1986 1996	yes [1] no [2] 1987 1997 2007 2017	1998 2008 2018	1999	Japan crisis question 4
Are you currer and/or will you buring the next page 1980 1990 2000 2010 No.	of variable  1981  1991  2001  WEST EAST  Name	1982 1992 2002	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005	1986 1996	yes [1] no [2] 1987 1997 2007	1998 2008 2018	1999	Japan crisis question 4
Are you currer and/or will you buring the next page 1980 1990 2000 2010 No.	of variable  1981  1991  2001  WEST EAST  Name	1982 1992 2002	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005	1986 1996	yes [1] no [2] 1987 1997 2007 2017	1998 2008 2018	1999	Japan crisis question 4  Survey frequency
Are you currer and/or will you currer and/or will you courring the next 1980 1990 2000 2010 No.	of variable  1981  1991  2001  WEST EAST  Name	1982 1992 2002	1983 1993 2003 2013	1984 1994 2004	1985 1995 2005	1986 1996	yes [1] no [2] 1987 1997 2007 2017	1998 2008 2018	1999	Survey frequency once
Are you currer and/or will you currer and/or will you courring the next 1980 1990 2000 2010 No. 3.53)  Wording of 25/2011 Are you currer	of variable  1981  1991  2001  WEST EAST  Name  J5  f question	1982 1992 2002 2012	1983 1993 2003 2013 Label Japan crisis qS	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1] no [2] 1987 1997 2007 2017  Survey period East and Wes	1998 2008 2018	1999	Japan crisis question 4  Survey frequency  once
Are you currer and/or will you During the nex 1980 1990 2000 2010 No. 3.53) Wording of 25/2011 Are you currer	of variable  1981  1991  2001  WEST EAST  Name  J5  f question	1982 1992 2002	1983 1993 2003 2013 Label Japan crisis qS	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1] no [2] 1987 1997 2007 2017  Survey period East and Wes	1998 2008 2018	1999	Survey frequency once
Fime span of 1990 2000 2010 2010 2010 2010 2010 2010	u be affected duri  xt 3 months:  of variable  1981  1991  2001  2011  WEST  EAST  Name  J5  f question	1982 1992 2002 2012 irrectly affected via mig the next 3 mon	1983 1993 2003 2013 Label Japan crisis q5	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1] no [2] 1987 1997 2007 2017  Survey period East and Wes	1998 2008 2018	1999	Survey frequency once
Are you currer and/or will you During the nex During the nex 1980 1990 2000 2010 No. 3.53) Wording of Discourse and/or will you currer and/or will you currer and/or will you currer and/or will you currer and/or will you	u be affected duri  xt 3 months:  of variable  1981  1991  2001  2011  WEST  EAST  Name  J5  f question	1982 1992 2002 2012	1983 1993 2003 2013 Label Japan crisis q5	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1]  no [2]  1987  1997  2007  2017  Survey period  East and Wes	1998 2008 2018	1999	Survey frequency once
Are you currer and/or will you During the nex During the nex 1980 1990 2000 2010 No. 3.53) Wording of Discourse and/or will you currer and/or will you currer and/or will you currer and/or will you currer and/or will you	u be affected duri  xt 3 months:  of variable  1981  1991  2001  2011  WEST  EAST  Name  J5  f question	1982 1992 2002 2012 irrectly affected via mig the next 3 mon	1983 1993 2003 2013 Label Japan crisis q5	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1] no [2] 1987 1997 2007 2017  Survey period East and Wes	1998 2008 2018	1999	Survey frequency once
Are you currer and/or will you During the nex  Time span of 1980  1990  2000  2010  No. 3.53)  Wording of Wording of During the nex	of variable  1981  1991  2001  2011  WEST EAST  Name  J5 f question  ntly directly or indu u be affected duri	1982 1992 2002 2012 irrectly affected via mig the next 3 mon	1983 1993 2003 2013 Label Japan crisis q5	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1]  no [2]  1987  1997  2007  2017  Survey period  East and Wes	1998 2008 2018	1999	Survey frequency once
Time span of 1980  2000  2010  No. 3.53)  Wording of 05/2011  Are you currer	of variable  1981  1991  2001  2011  WEST EAST  Name  J5 f question  ntly directly or indu u be affected duri	1982 1992 2002 2012 irrectly affected via mig the next 3 mon	1983 1993 2003 2013 Label Japan crisis q5	1984 1994 2004 2014	1985 1995 2005 2015	1986 1996 2006	yes [1]  no [2]  1987  1997  2007  2017  Survey period  East and Wes	1998 2008 2018	1999	Survey frequency once



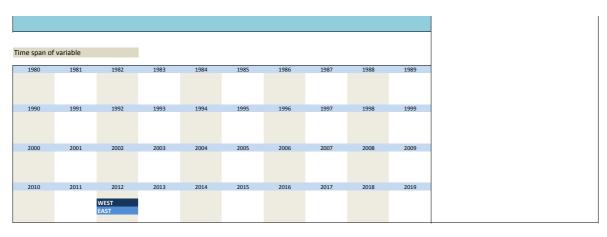
No.	Name		Label				Survey period			
3.54)	J6		Japan crisis q6				East and Wes	st 05/2011		once
Wording o	f question									
05/2011										Further information
Are you curre	ntly directly or indi ou be affected durin	rectly affected via g the next 3 mont	other presupplie	ers by supply sho	ortage resulting fr	om the Japan cri	sis			Japan crisis question 6
During the ne	xt 3 months:	If yes: (reference Our methods: re					yes [1]			
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	WEST									
	EAST									
No.	Name		Label				Survey period	d		Survey frequency
3.55)	fairxh		exhibitor at an ii	nternational spec	cialized fair		East and Wes	st 06/2012		once
Wording o										
06/2012		an exhibitor at an	international sp	ecialized fair?						Further information  Exhibitor at an international specialized fair
06/2012	any represented as	an exhibitor at an	international spo	ecialized fair? no [2]		I				
06/2012	any represented as yes [1]	an exhibitor at an	international spe			I				
06/2012 Is your compa	any represented as yes [1]	an exhibitor at an	international spe		1985	1986	1987	1988	1989	
06/2012 Is your compa	yes [1]  of variable		]	no [2]	1985	1986	1987	1988	1989	
06/2012 Is your compa	yes [1]  of variable		]	no [2]	1985	1986	1987	1988	1989	
06/2012 Is your compa	ony represented as  yes [1]  of variable  1981	1982	1983	no [2]						
06/2012 Is your compa	ony represented as  yes [1]  of variable  1981	1982	1983	no [2]						
06/2012 Is your compa Time span 1980	of variable  1981	1982	1983	no [2]	1995	1996	1997	1998	1999	
06/2012 Is your compa Time span 1980	of variable  1981	1982	1983	no [2]	1995	1996	1997	1998	1999	
06/2012 Is your comp: Time span 1980	ony represented as  yes [1]  of variable  1981  1991  2001	1982 1992 2002	1983	ne [2] 1984 1994 2004	1995 2005	1996 2006	1997 2007	1998	1999	
06/2012 Is your comp: Time span 1980	ony represented as  yes [1]  of variable  1981  1991  2001	1982 1992 2002 2012 WEST EAST	1983	ne [2] 1984 1994 2004	1995 2005	1996 2006	1997 2007	1998 2008 2018	1999	
06/2012 Is your compa	of variable  1981  1991  2001	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013	no [2]  1984  1994  2004	1995 2005	1996 2006 2016	1997 2007 2017	1998 2008 2018	1999	Exhibitor at an international specialized fair
06/2012 Is your comp: Time span 1980 2000 2010	of variable  1981  1991  2001  Name  fairxh_g	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013	no [2]  1984  1994  2004	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair
06/2012 Is your compa	of variable  1981  1991  2001  Name  fairxh_g	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013	no [2]  1984  1994  2004	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair
06/2012 Is your comparing to y	of variable  1981  1991  2001  Name  fairxh_g	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label exhibitor at an in	no [2]  1984  1994  2004  2014	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair  Survey frequency  once
06/2012 Is your compa  Time span  1980  1990  2000  2010  No.  3.56)  Wording o  06/2012 Is your compa  [-]	of variable  1981  1991  2001  Name  fairxh_g f question	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label exhibitor at an in	no [2]  1984  1994  2004  2014	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair  Survey frequency  once
06/2012 Is your compa  Time span  1980  1990  2000  2010  No.  3.56)  Wording o  06/2012 Is your compa  [-]	of variable  1981  1991  2001  Name  fairxh_g f question	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label exhibitor at an in	no [2]  1984  1994  2004  2014	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair  Survey frequency  once
06/2012 Is your comparing to your comparing your your comparing your your your your your your your your	of variable  1981  1991  2001  2011  Name  fairxh_g f question  any represented as	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label exhibitor at an in	no [2]  1984  1994  2004  2014	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair  Survey frequency  once
06/2012 Is your compa  Time span  1980  1990  2000  2010  No.  3.56)  Wording o  06/2012 Is your compa  [-]	of variable  1981  1991  2001  2011  Name  fairxh_g f question  any represented as	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label exhibitor at an in	no [2]  1984  1994  2004  2014	1995 2005 2015	1996 2006 2016	1997 2007 2017 Survey period	1998 2008 2018	1999	Exhibitor at an international specialized fair  Survey frequency  once



No.	Name		Label				Survey perio	d		Survey frequency
1.57)	fairxh_e		exhibitor at an i country	nternational spec	ialized fair in a fo	oreign European	East and We	st 06/2012		once
Vording of	question									
										Further information
6/2012										Exhibitor at an international specialized fair in a foreign European
s your compai	ny represented as	an exhibitor at an	international sp	ecialized fair?						country
]										
If yes, internat	ional specialized f	fairs								
	- in a foreign	n European countr	, [1]		l					
	- III a Toreign	i European count	/ [±]							
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	d		Survey frequency
3.58)	fairxh_ne		exhibitor at an i Europe	nternational spec	ialized fair in a co	untry outside	East and We	st 06/2012		once
Wording of	question		Luiope							
										Further information
06/2012										Exhibitor at an international specialized fair in a country outside
s your compan	y represented as	an exhibitor at an	international sp	ecialized fair?						of Europe
]										
f yes, internation	onal specialized fa	airs								
		outside of Europ	e [1]							
	in a country	Todaside of Editop	- [±]							
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	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST	,			,			,	
		EAST								

No.	Name	Label	Survey period	Survey frequency
3.59)	fairxhexp	exhibitor at an international specialized fair during next 2-3 years	East and West 06/2012	once
Wording of	aaatia.a			
wording of	question			
				Further information
06/2012				Exhibitor at an international specialized fair during the next 2-3
Will your comp	any be represented as an exhibitor	r at an international specialized fair during the next 2-3 years?		years
	yes [1]	no [2]		



No.	Name		Label				Survey perio	d		Survey frequency
3.60)	fairxhexp_g		exhibitor at an ir next 2-3 years	iternational spec	alized fair in Ger	many during	East and We	st 06/2012		once
Wording of o	question		next 2-5 years							
										Further information
06/2012										
Will your compa	any be represent	ed as an exhibitor	at an internation	al specialized fair	during the next	2-3 years?				Exhibitor at an international specialized fair in Germany during the next 2-3 years
					_					·
[]										
f yes, internation	onal specialized fa	airs								
	- in Germany	[1]								
Ti	Consulate to									
Time span of										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST								
		EAST								
										<u> </u>

	Name		Label				Survey perio	d		Survey frequency
3.61)	fairxhexp_e		exhibitor at an i	nternational spec	cialized fair in a fo	oreign European	East and We	st 06/2012		once
Nording o	f question		country during r	iext 2-3 years						
06/2012										Further information
	npany be represente	ed as an exhibitor	at an internation	nal specialized fai	ir during the next	2-3 years?				Exhibitor at an international specialized fair in a foreign Europe country during the next 2-3 years
[]										
If yes, interna	ational specialized fa	irs								
	- in a foreign	European country	y [1]		]					
Time span	of variable									
1980	1981									
	1301	1982	1983	1984	1985	1986	1987	1988	1989	
	1301	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	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	
	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	1991 2001 2011	1992 2002	1993 2003	1994	1995	1996	1997 2007	1998 2008	1999	

INO.	Name	Labei	Survey period	Survey frequency
0.60)	fainthaire	exhibitor at an international specialized fair in a country outside	Foot and Most OC (2012	
3.62)	fairxhexp_ne	exhibitor at an international specialized fair in a country outside	East and West 06/2012	once

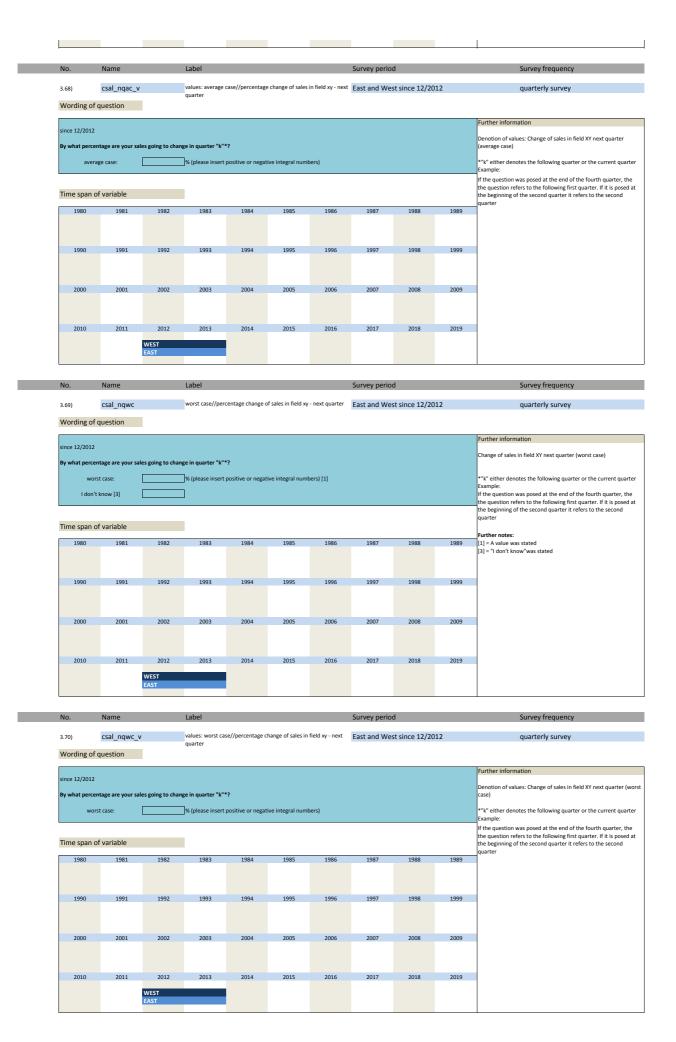
## Wording of question

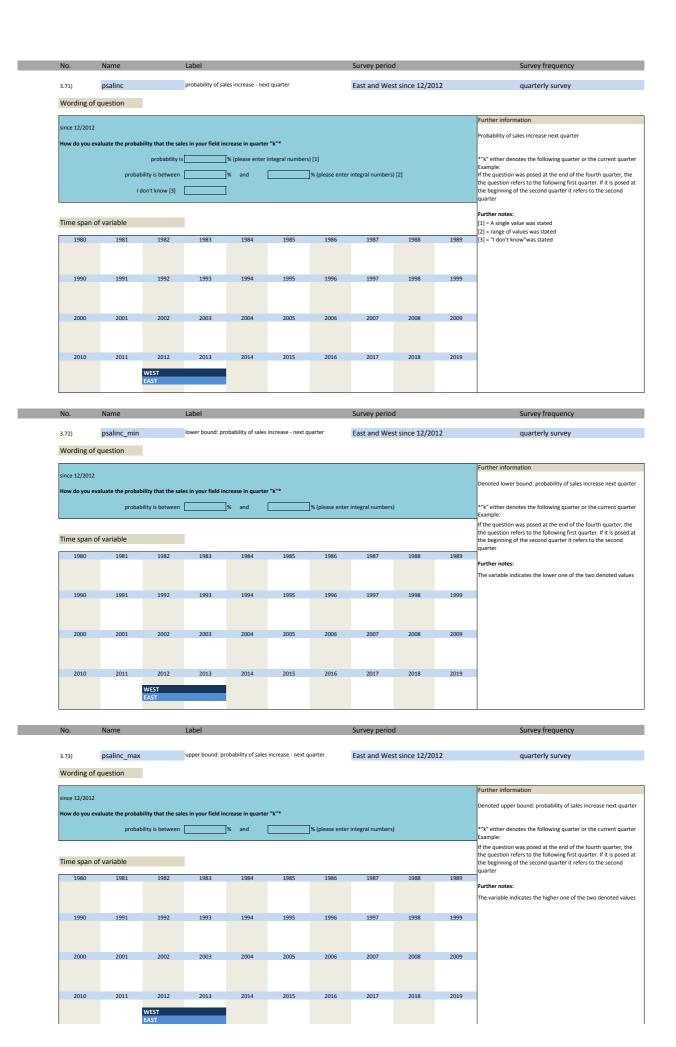
										Further information
06/2012										
										Exhibitor at an international specialized fair in a country outside
Will your compar	ny be represente	ed as an exhibitor	at an internation	al specialized fair	during the next	2-3 years?				of Europe during the next 23 years
[]										
If yes, internation	nal specialized fa	airs								
		outside of Europe	- (4)		l					
	- in a country	outside of Europe	5 [1] [							
Time span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST								
		EAST								

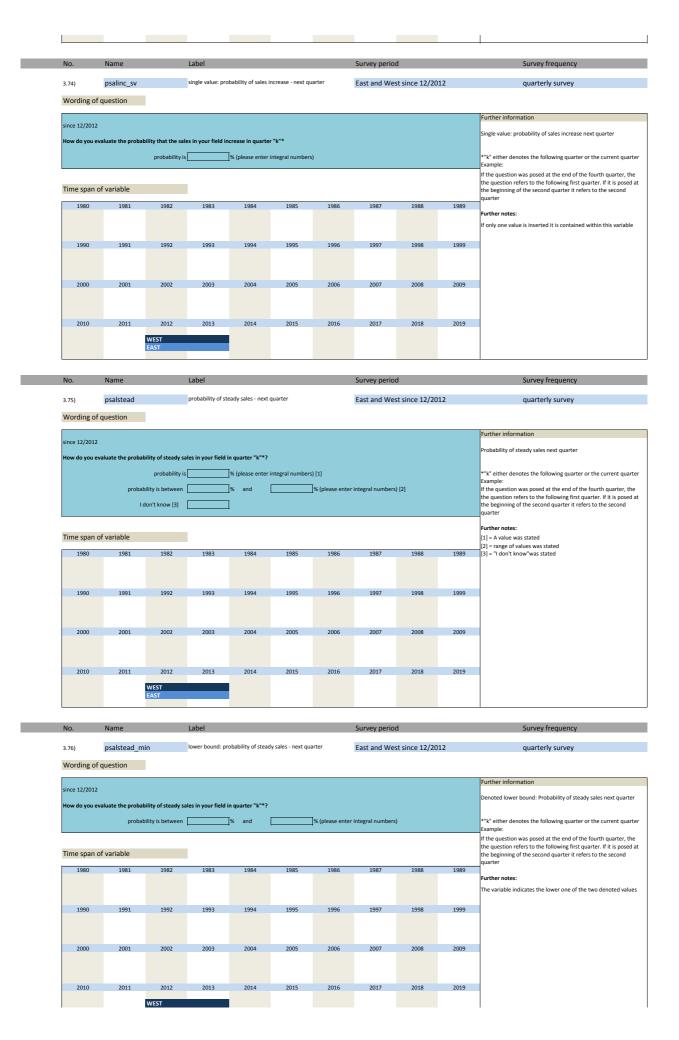
							control point	-		conto) mequency
.63)	csal_lq		percentage chan	ge of sales in fiel	d xy - last quarte		East and We	st since 12/20:	12	quarterly survey
Vording of q	uestion									
nce 12/2012										Further information
y what percent	age did your sa	les change in quar	tal "i"*							Percentage change of sales in field XY - last quarter
chang	e by:		% (please insert	oositive or negat	ive integral numb	ers) [1]				*"i" either denotes the previous quarter or the current quarter Example:
I don't k	now [3]									If the question was posed at the beginning of the fourth quarter the the question refers to the previous third quarter. If it is posec
ime span of	variable									at the end of the second quarter, it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes: [1] = A value was stated
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	[3] = "I don't know"was stated
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 perior	t t		Survey frequency
3.64)	csal_lq_v		values: percenta	ge change of sale	es in field xy - last	quarter	East and Wes	st since 12/20	12	quarterly survey
Wording o	of question									
since 12/201	2									Further information
	centage did your sa	ales change in qua	rtal "i"*							Values: percentage change of sales in field XY - last quarter
	nange by:		% (please insert	positive or negat	ive integral numb	oers)				"" " either denotes the previous quarter or the current quarter Example:
Time span	of variable		ı							If the question was posed at the beginning of the fourth quarter the the question refers to the previous third quarter. If it is posed at the end of the second quarter, it refers to the second quarter
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								
		LAST								

No.	Name		Label				Survey perio	d		Survey frequency
140.			_							
3.65)	csal_nqbc		best case//perce	entage change of	sales in field xy -	next quarter	East and We	st since 12/2	012	quarterly survey
Wording of o	question									
										Further information
since 12/2012										Change of sales in field XY next quarter (best case)
By what percen	itage are your sal	les going to char	nge in quarter "k"	*?						
best	case:		% (please insert	positive or negat	tive integral numb	bers) [1]				*"k" either denotes the following quarter or the current quarter Example:
I don't	know [3]		]							If the question was posed at the end of the fourth quarter, the
										the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
Time span of	f variable									quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes: [1] = A value was stated
1300	1501	1362	1505	1304	1383	1360	1307	1500	1303	[3] = "I don't know"was stated
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST								
		EAST								
No.	Name		Label				Survey perio	d		Survey frequency
3.66)	csal_nqbc_v			e//percentage ch	ange of sales in fi	ield xy - next	East and We	st since 12/2	012	quarterly survey
Wording of o	nuestion		quarter							
Tronding or c	question									In the distance of the
since 12/2012										Further information
By what percen	itage are your sal	les going to char	nge in quarter "k"	*?						Denotion of values: Change of sales in field XY next quarter (best case)
best	case:		% (please insert	positive or negat	tive integral numb	bers)				*"k" either denotes the following quarter or the current quarter
			=							Example:
										(f. ab ab
Time sees of	fauiahla									If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at
Time span of										
Time span of	f variable	1982	1983	1984	1985	1986	1987	1988	1989	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
		1982	1983	1984	1985	1986	1987	1988	1989	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981									the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
		1982	1983	1984	1985 1995	1986 1996	1987 1997	1988	1989	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981									the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981									the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991	1992	1993	1994	1995	1996	1997	1998	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991 2001	1992 2002 2012 WEST	1993	1994	1995	1996	1997	1998	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991 2001	1992 2002 2012	1993	1994	1995	1996	1997	1998	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991 2001	1992 2002 2012 WEST	1993	1994	1995	1996	1997	1998	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981 1991 2001	1992 2002 2012 WEST	1993	1994	1995	1996	1997	1998 2008 2018	1999	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980 1990 2000 2010	1981 1991 2001 2011	1992 2002 2012 WEST	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980 1990 2000 2010 No.	1981 1991 2001 2011 Name	1992 2002 2012 WEST	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016	1997 2007 2017	1998 2008 2018	1999 2009 2019	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980 1990 2000 2010	1981 1991 2001 2011 Name	1992 2002 2012 WEST	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Survey frequency  quarterly survey
1980 1990 2000 2010 No.	1981 1991 2001 2011 Name	1992 2002 2012 WEST	1993 2003 2013	1994 2004 2014	1995 2005 2015	1996 2006 2016	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980  1990  2000  2010  No.  3.67)  Wording of 6	1981 1991 2001 2011 Name csal_nqac question	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015	1996 2006 2016	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Survey frequency  quarterly survey
1980  1990  2000  2010  No.  3.67)  Wording of (	1991 2001 2011 Name csal_nqac question	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015 e of sales in field	1996 2006 2016 xy - next quarte	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	Survey frequency  quarterly survey  Further information  Change of sales in field XY next quarter (average case)
1980  1990  2000  2010  No.  3.67)  Wording of C  since 12/2012  By what percen average	1991 2001 2011 Name csal_nqac question	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015 e of sales in field	1996 2006 2016 xy - next quarte	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	Survey frequency  quarterly survey  further information  Change of sales in field XY next quarter (average case)  *"K" either denotes the following quarter or the current quarter Example:
1980  1990  2000  2010  No.  3.67)  Wording of C  since 12/2012  By what percen average	1991 2001 2011 Name csal_nqac question	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015 e of sales in field	1996 2006 2016 xy - next quarte	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Survey frequency  quarterly survey  Further information  Change of sales in field XY next quarter (average case)  *"k" either denotes the following quarter or the current quarter [xample: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at
1980  1990  2000  2010  No.  3.67)  Wording of C  since 12/2012  By what percen average	1991 2001 2011 Name csal_nqac question	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015 e of sales in field	1996 2006 2016 xy - next quarte	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	Survey frequency  quarterly survey  Further information Change of sales in field XY next quarter (average case)  *"K" either denotes the following quarter or the current quarter Example:
1980  1990  2000  2010  No.  3.67)  Wording of C  since 12/2012  By what percen average	1991 2001 2011 Name csal_nqac question stage are your sal	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015 e of sales in field	1996 2006 2016 xy - next quarte	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	Survey frequency  quarterly survey  further information  Change of sales in field XY next quarter (average case)  *"k" either denotes the following quarter or the current quarter  if the question was posed at the end of the fourth quarter, the the question refers to the second quarter it refers to the second quarter. If it is posed at the beginning of the second quarter it refers to the second quarter to the second quarter.
1990 2000 2010  No. 3.67) Wording of of since 12/2012 By what percen averal I don't	1991 2001 2011 Name csal_nqac question stage are your sal	1992 2002 2012 WEST EAST	2003 2013 Label average case//p	1994 2004 2014 ercentage chang	1995 2005 2015 e of sales in field	1996 2006 2016 xy - next quarte	2007 2017 Survey perio	1998 2008 2018	1999 2009 2019	Survey frequency  Quarterly survey  Further information  Change of sales in field XY next quarter (average case)  *""" either denotes the following first quarter, the the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter. The first posed at the beginning of the second quarter it refers to the second quarter. Further notes:  [IJ] – A value was stated
1980  1990  2000  2010  No.  3.67)  Wording of of or since 12/2012  By what percen averaged in items and the span of the span	1991 2001 2011 Name csal_nqac question stage are your sal ge case: know [3]	2002 2012 WEST EAST	2003  2013  Label average case//p	1994  2004  2014  ercentage chang	2005 2015 e of sales in field	1996 2006 2016  xy - next quarter bers) [1]	2007 2017 Survey perio	1998 2008 2018 d	1999 2009 2019	Survey frequency  quarterly survey  Further information Change of sales in field XY next quarter (average case)  *"K" either denotes the following first quarter, the the question was posed at the end of the fourth quarter, the the question refers to the second quarter it refers to the second quarter.
1980  1990  2000  2010  No.  3.67)  Wording of of or since 12/2012  By what percen averaged in items and the span of the span	1991 2001 2011 Name csal_nqac question stage are your sal ge case: know [3]	2002 2012 WEST EAST	2003  2013  Label average case//p	1994  2004  2014  ercentage chang	2005 2015 e of sales in field	1996 2006 2016  xy - next quarter bers) [1]	2007 2017 Survey perio	1998 2008 2018 d	1999 2009 2019	Survey frequency  Quarterly survey  Further information  Change of sales in field XY next quarter (average case)  *""" either denotes the following first quarter, the the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter. The first posed at the beginning of the second quarter it refers to the second quarter. Further notes:  [IJ] – A value was stated
1980  1990  2000  2010  No.  3.67)  Wording of of or since 12/2012  By what percen averaged in items and the span of the span	1991 2001 2011 Name csal_nqac question stage are your sal ge case: know [3]	2002 2012 WEST EAST	2003  2013  Label average case//p	1994  2004  2014  ercentage chang	2005 2015 e of sales in field	1996 2006 2016  xy - next quarter bers) [1]	2007 2017 Survey perio	1998 2008 2018 d	1999 2009 2019	Survey frequency  Quarterly survey  Further information  Change of sales in field XY next quarter (average case)  *""" either denotes the following first quarter, the the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter. The first posed at the beginning of the second quarter it refers to the second quarter. Further notes:  [IJ] – A value was stated
1980  1990  2000  2010  No.  3.67)  Wording of (  since 12/2012  By what percen avera I don't  Time span of	1981  2001  2011  Name  csal_nqac question  stage are your sal ge case: know [3]  f variable  1981	1992 2002 2012 WEST EAST 1982	2003  2013  Label average case//p  % (please insert	1994  2004  2014  ercentage chang  7  positive or negat	2005 2015 2015 e of sales in field tive integral numb	1996  2006  2016  xy - next quarter bers) [1]	2007 2017  Survey perio	1998 2008 2018 d d st since 12/20	1999 2009 2019 012	Survey frequency  Quarterly survey  Further information  Change of sales in field XY next quarter (average case)  *""" either denotes the following first quarter, the the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter. The first posed at the beginning of the second quarter it refers to the second quarter. Further notes:  [IJ] – A value was stated

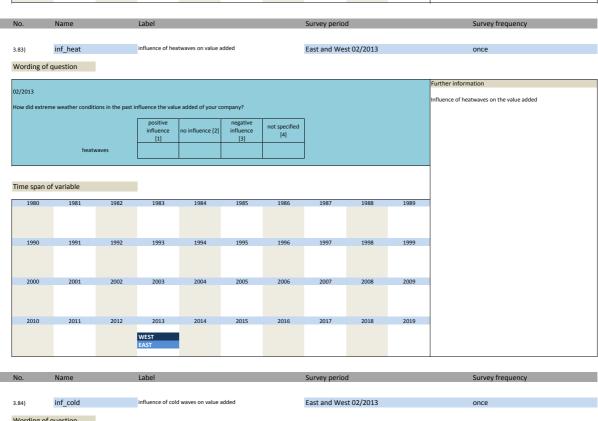






		EAST								
 No.	Name		Label				Survey period	4		Survey frequency
NO.	Ivaille		Label				Survey period			Survey frequency
3.77)	psalstead_m	ıax	upper bound: pr	obability of stead	dy sales - next qua	arter	East and Wes	t since 12/20	012	quarterly survey
Wording of o	question									
since 12/2012										Further information
How do you eva	luate the probal	bility of steady sal	les in your field i	n quarter "k"*?						Denoted upper bound: Probability of steady sales next quarter
	probal	bility is between		% and		% (please enter	r integral numbers)			*"k" either denotes the following quarter or the current quarter
										Example: If the question was posed at the end of the fourth quarter, the
Time span of	variable									the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further notes:
										The variable indicates the higher one of the two denoted values
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2000	2003	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST EAST								
No.	Name		Label				Survey period	i		Survey frequency
3.78)	psalstead_sv	1	single value: pro	bability of steady	sales - next quar	rter	East and Wes	t since 12/20	012	quarterly survey
Wording of o	question									
. 42/2042										Further information
since 12/2012 How do you eva	aluate the probal	bility of steady sal	les in vour field i	n guarter "k"*?						Single value: Probability of steady sales next quarter
non do you est	naute the proba-	probability is			integral numbers	;)				*"k" either denotes the following quarter or the current quarter
										Example:  If the question was posed at the end of the fourth quarter, the
Time span of	variable									the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	quarter
										Further notes:  If only one value is inserted it is contained within this variable
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST EAST								
No.	Name		Label				Survey period	i		Survey frequency
3.79)	psaldec		probability of sa	les decrease - ne	xt quarter		East and Wes	t since 12/20	012	quarterly survey
Wording of o	uestion									
										Further information
since 12/2012										Probability of sales decrease next quarter
How do you eva	luate the probal	probability is				\ (a)				
		probability is [		% (please enter) % and	integral numbers	_	r integral numbers)	(2)		*"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the
	nrohal	hility is hetween		1,0 0.10		In the are enter	integral nambers,	. [=]		the question refers to the following first quarter. If it is posed at
		bility is between don't know [3]		Ī						the beginning of the second quarter it refers to the second
		bility is between don't know [3]		Ī						the beginning of the second quarter it refers to the second quarter
Time span of	le			I						quarter Further notes: [1] = A value was stated
Time span of	le		1983	1984	1985	1986	1987	1988	1989	quarter Further notes:
	r variable	don't know [3]	1983	1984	1985	1986	1987	1988	1989	quarter  Further notes: [1] = A value was stated [2] = range of values was stated
1980	variable	don't know [3] [								quarter  Further notes: [1] = A value was stated [2] = range of values was stated
	r variable	don't know [3]	1983	1984	1985 1995	1986	1987 1997	1988	1989	quarter  Further notes: [1] = A value was stated [2] = range of values was stated
1980	variable	don't know [3]   1982								quarter  Further notes: [1] = A value was stated [2] = range of values was stated
1980	variable	don't know [3]   1982								quarter  Further notes: [1] = A value was stated [2] = range of values was stated

		WEST EAST								
No.	Name		Label				Survey period			Survey frequency
3.80)	psaldec_min	1		obability of sales	decrease - next o	uarter	East and West	since 12/201	12	quarterly survey
	of question			,			East and West	5ec 12/20	-	quarterly survey
										Further information
since 12/201	evaluate the proba	hility that your sa	ales decrease in r	warter "k"*						Denoted lower bound: Probability of sales decrease next quarter
low do you		bility is between	sies decrease in c	% and		% (please enter	r integral numbers)			*"k" either denotes the following quarter or the current quarter
				•						Example:  If the question was posed at the end of the fourth quarter, the
Time spar	of variable									the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	quarter Further notes:
										The variable indicates the lower one of the two denoted values
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
3.81)	psaldec_max	x	upper bound: p	robability of sales	s decrease - next o	Juarter	East and West	since 12/201	12	quarterly survey
wording	of question									Further information
-: 12/201										i di tilei illioi illation
since 12/201										Denoted upper bound: Probability of sales decrease next quarter
	evaluate the proba		ales decrease in o	_		0/ /=				
	evaluate the proba	bility that your sa	ales decrease in c	juarter "k"*		% (please enter	r integral numbers)			"'k" either denotes the following quarter or the current quarter Example:
How do you	evaluate the proba		ales decrease in c	_		% (please enter	r integral numbers)			*"k" either denotes the following quarter or the current quarter
How do you	evaluate the proba		ales decrease in o	_	1985	% (please enter	r integral numbers)	1988	1989	*"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
low do you	probal	bility is between		% and				1988	1989	""k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second
How do you Time spar	probal	bility is between		% and				1988	1989	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar	probal n of variable	bility is between	1983	% and	1985	1986	1987			*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar	probal n of variable	bility is between	1983	% and	1985	1986	1987			*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar	evaluate the probal probal n of variable 1981 1991	1982	1983	% and 1984	1985	1986	1987 1997	1998	1999	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
1980 1990 2000	evaluate the probal probal n of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007	1998	1999	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar	evaluate the probal probal n of variable 1981 1991	1982 1992 2002	1983	% and 1984	1985	1986	1987 1997	1998	1999	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
1980 1990 2000	evaluate the probal probal n of variable 1981 1991 2001	1982 1992 2002	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007	1998	1999	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Fime spar 1980 1990 2000 2010	probal pr	1982 1992 2002 2012	1983 1993 2003	1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007	1998	1999	*"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter Further notes: The variable indicates the higher one of the two denoted values
Fime spar 1980 1990 2000 2010	evaluate the probal probal probal probal probal probal probal probal probal probable	1982 1992 2002 2012	1983 1993 2003 2013	% and 1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	""k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes: The variable indicates the higher one of the two denoted values  Survey frequency
Fime spar 1980 1990 2000 2010 No.	n of variable  1981  2001  2011  Name  psaldec_sv	1982 1992 2002 2012	1983 1993 2003 2013	% and 1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007	1998 2008 2018	1999 2009 2019	*"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter Further notes: The variable indicates the higher one of the two denoted values
Time spar 1980 1990 2000 2010 No. 3.82)	evaluate the probal probal probal probal probal probal probal probal probal probable	1982 1992 2002 2012	1983 1993 2003 2013	% and 1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Survey frequency  quarterly survey
Time spar 1980 1990 2000 2010 No. 3.82)	robal probal pro	1982 1992 2002 2012	1983 1993 2003 2013	% and 1984 1994 2004	1985 1995 2005	1986 1996 2006	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	""k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes: The variable indicates the higher one of the two denoted values  Survey frequency
Time spar 1980 1990 2000 2010 No. 3.82) Wording 6	robal probal pro	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label single value: pro	1984 1994 2004 2014 2014  uuarter "k"*	1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Survey frequency  quarterly survey  Further information  Single value: Probability of sales decrease next quarter
Time spar 1980 1990 2000 2010 No. 3.82)	evaluate the probal probal a of variable  1981  1991  2001  2011  Name psaldec_sv of question	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label single value: pro	1984 1994 2004 2014 2014  uuarter "k"*	1985 1995 2005	1986 1996 2006 2016	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	""k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter Further notes: The variable indicates the higher one of the two denoted values  Survey frequency  quarterly survey  Further information  Single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:
Time spar  1980  1990  2000  2010  No.  3.82)  Wording 6  since 12/202	evaluate the probate p	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label single value: pro	1984 1994 2004 2014 2014  uuarter "k"*	1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	""k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes: The variable indicates the higher one of the two denoted values  Survey frequency  quarterly survey  Further information  Single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at
Time spar  1980  1990  2000  2010  No.  3.82)  Wording 6  since 12/202	evaluate the probal probal a of variable  1981  1991  2001  2011  Name psaldec_sv of question	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label single value: pro	1984 1994 2004 2014 2014  uuarter "k"*	1985 1995 2005 2015	1986 1996 2006 2016	1987 1997 2007 2017	1998 2008 2018	1999 2009 2019	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Survey frequency  quarterly survey  Further information  Single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
Time spar  1980  1990  2000  2010  No.  3.82)  Wording of since 12/20: How do you	evaluate the probal probal probal 1981 1991 2001 2011 Name psaldec_sv of question 12 evaluate the probal	1982 1992 2002 2012 WEST EAST billity that your sa	1983 1993 2003 2013 Label single value: pro	1964 1994 2004 2014  uarter "k"*	1985 1995 2005 2015 decrease - next qui	1986 1996 2006 2016	1987 1997 2007 2017 Survey period East and West	1998 2008 2018 since 12/203	1999 2009 2019	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Survey frequency  quarterly survey  Further information  Single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the eguestion refers to the following first quarter. If it is posed at the beginning of the second quarter ir refers to the second
Time spar  1980  1990  2000  2010  No.  3.82)  Wording of since 12/20: How do you	evaluate the probal probal probal 1981 1991 2001 2011 Name psaldec_sv of question 12 evaluate the probal	1982 1992 2002 2012 WEST EAST billity that your sa	1983 1993 2003 2013 Label single value: pro	1964 1994 2004 2014  uarter "k"*	1985 1995 2005 2015 decrease - next qui	1986 1996 2006 2016	1987 1997 2007 2017 Survey period East and West	1998 2008 2018 since 12/203	1999 2009 2019	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the equestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Further information single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the eguestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar  1980  1990  2000  2010  No.  3.82)  Wording of since 12/202  How do you  Time spar	evaluate the probal probal probal 1981  1991  2001  2011  Name psaldec_sv of question  12 evaluate the probal	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label single value: pro	1984  1994  2004  2014  2014  [% (please enter "k" *	1985 1995 2005 2015 decrease - next qui	1986 1996 2006 2016	1987  1997  2007  2017  Survey period  East and West	1998 2008 2018 since 12/203	1999 2009 2019 12	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the equestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Further information single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the eguestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar  1980  1990  2000  2010  No.  3.82)  Wording of the spar  1980  1990	evaluate the probal probal probal 1981 1991 2001 2011 Name psaldec_sv of question 12 evaluate the probal 1981 1991	1982 1992 2002 2012 WEST EAST billity that your sa probability is	1983 1993 2003 2013 Label single value: pro	1984  1994  2004  2014  2014	1985  1995  2005  2015  decrease - next qui	1986 1996 2006 2016  1986 1986	1987 2007 2017  Survey period East and West	1998 2008 2018 since 12/20:	1999 2009 2019 1212	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the equestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Further information single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the eguestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:
Time spar  1980  2000  2010  No.  3.82)  Wording of since 12/202  How do you  Time spar	evaluate the probal probal probal 1981  1991  2001  2011  Name psaldec_sv of question  12 evaluate the probal	1982 1992 2002 2012 WEST EAST	1983 1993 2003 2013 Label single value: pro	1984  1994  2004  2014  2014  [% (please enter "k" *	1985 1995 2005 2015 decrease - next qui	1986 1996 2006 2016	1987  1997  2007  2017  Survey period  East and West	1998 2008 2018 since 12/203	1999 2009 2019 12	*"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the equestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:  The variable indicates the higher one of the two denoted values  Further information single value: Probability of sales decrease next quarter  *"k" either denotes the following quarter or the current quarter Example:  If the question was posed at the end of the fourth quarter, the the eguestion refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter  Further notes:



3.84)	IIII_colu		mindence or cor	u waves on value a	uucu		East and we	31 02/2013		once
Wording of	question	1								
										Further information
02/2013										Influence of cold waves (incl. ice and snow) on the value added
How did extre	me weather condit	tions in the past in	nfluence the valu	ie added of your co	ompany?					
			positive influence [1]	no influence [2]	negative influence [3]	not specified [4]				
	cold waves (inc	cl. ice and snow)								
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST							
			EAST							

No.	Name		Label				Survey period	i i		Survey frequency
3.85)	inf_drou		influence of dro	ught on value add	ed		East and Wes	t 02/2013		once
Wording o	of question									
	4									Further information
02/2013										
How did extr	eme weather condit	ions in the past in	nfluence the valu	e added of your co	ompany?					Influence of drought on the value added
			positive		negative	I	1			
			influence [1]	no influence [2]	influence [3]	not specified [4]				
	dro	ught								
							<u> </u>			
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	

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

	Name		Label				Survey perior	d		Survey frequency
3.86)	inf_rain		influence of hea	ıvy rainfall on valu	e added		East and Wes	st 02/2013		once
Wording of o								,		
										Further information
02/2013	ne weather conditi	one in the past i	influence the valu	a added of your c	omnanu2					Influence of heavy rainfall on the value added
now did extrem	ie weather conditi	ons in the past	positive	e added of your c	negative		1			
			influence [1]	no influence [2]	influence [3]	not specified [4]				
	heavy r	rainfall								
Time span of										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST EAST							
No.	Name		Label				Survey perior	d		Survey frequency
3.87)	inf_storm		influence of sto	rms on value adde	ed		East and Wes	st 02/2013		once
Wording of o	question									
02/2013										Further information
	ne weather conditi	ons in the past	influence the valu	e added of your c	ompany?					Further information Influence of storms on the value added
	ne weather conditi	ons in the past	positive influence	e added of your c	negative influence	not specified [4]				
	ne weather conditi		positive		negative					
			positive influence		negative influence					
	stor		positive influence		negative influence					
How did extrem	stor		positive influence		negative influence		1987	1988	1989	
How did extrem	stor of variable	rms	positive influence [1]	no influence [2]	negative influence [3]	[4]	1987	1988	1989	
How did extrem	stor of variable	rms	positive influence [1]	no influence [2]	negative influence [3]	[4]	1987	1988	1989	
Time span of	stor of variable 1981	1982	positive influence [1]	no influence [2]	negative influence [3]	1986				

No.	Name	Label		Survey period	Survey frequency
3.88)	einf_pur	expected influence of climate change on pr	irchases	East and West 02/2013	3 once
Wording of	aaatia.a				
woruing or	question				
					Further information
02/2013					
	aluate the influence of the foreca	asted climate change on following sectors of v	nur company?		Further information  Expected influence of climate change on purcha
	aluate the influence of the foreca	nsted climate change on following sectors of y	our company?		
02/2013 How do you eva	aluate the influence of the foreca	positive nega	ive not specified	1	
	aluate the influence of the foreca	positive negainfluence no influence [2] influe	not specified	]	
	aluate the influence of the foreca	positive nega	not specified		

WEST

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

No.	Name		Label				Survey perio	d		Survey frequency
1.89)	einf_prod		expected influer	nce of climate char	nge on producti	on	East and We	st 02/2013		once
Nording of q	nuestion									
vorumg or q	question									T
2/2013										Further information
low do vou eva	duste the influen	ce of the forecas	ted climate chang	e on following sec	tors of your con	nnany?				Expected influence of climate change on production
ow do you eva	ndate the initiaen	ce of the forecas		e on following sec		iipaiiy:	,			
			positive influence	no influence [2]	negative influence	not specified				
		uction	[1]		[3]	[4]				
	prod	uction								
Time span of	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
					2000					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2000	2003	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012		2014	2015	2016	2017	2018	2019	
			WEST EAST							
			LAST							

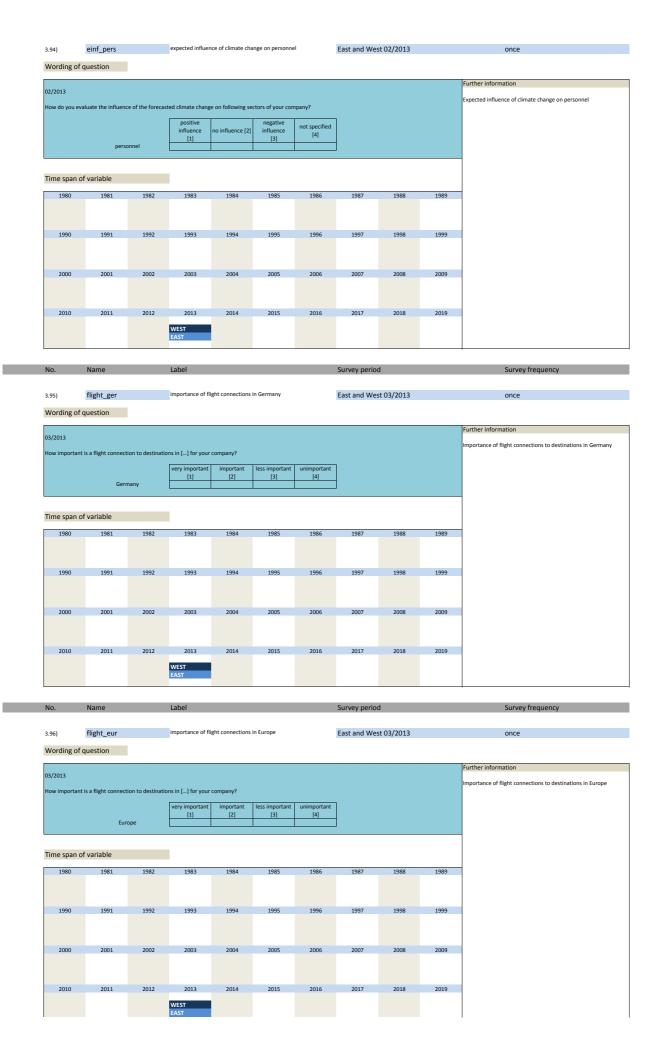
No.	Name		Label				Survey perior	d		Survey frequency
3.90)	einf_sal		expected influer	nce of climate cha	nge on sales		East and Wes	st 02/2013		once
Wording of q	uestion									
										Further information
02/2013										
How do vou eval	uate the influenc	e of the forecas	sted climate chang	e on following sec	tors of your con	npany?				Expected influence of climate change on sales
			positive		negative		1			
			influence	no influence [2]	influence	not specified [4]				
	sal	es	[1]		[3]	199				
				'						
Time span of	variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST							
			EAST							

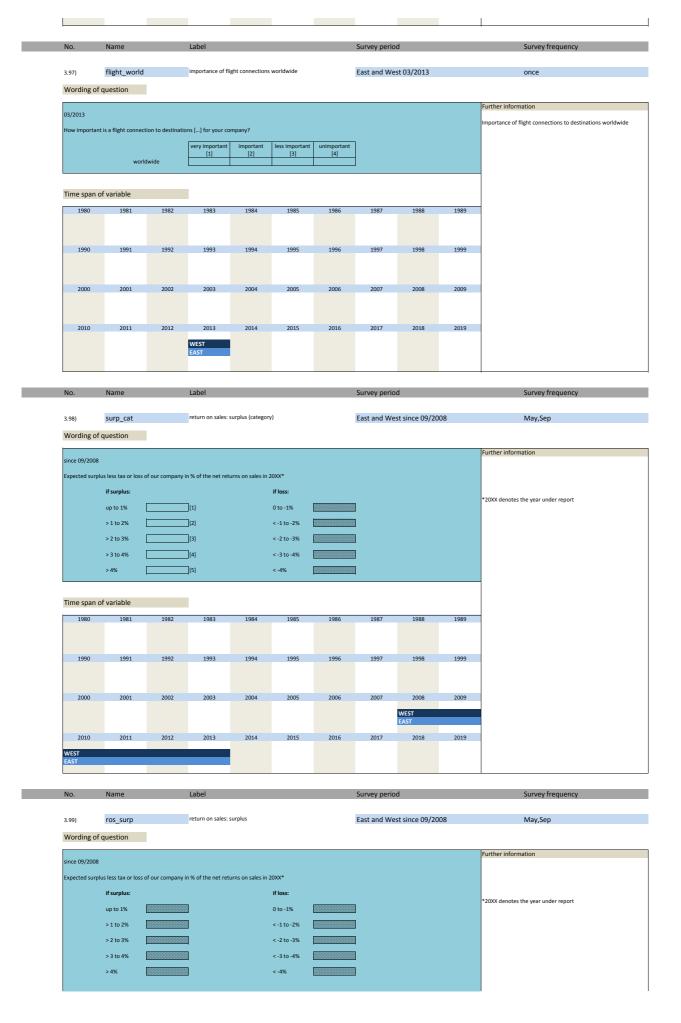
No.	Name	Label	Survey period	Survey frequency
3.91)	einf_wast	expected influence of climate change on waste management	East and West 02/2013	once
Wording	g of question			
02/2013				Further information

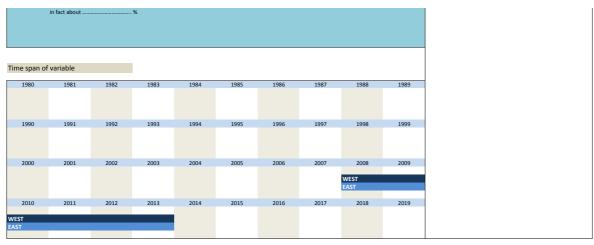
			positive influence [1]	no influence [2]	negative influence [3]	not specified [4]			
	waste mar	nagement							
ime span of	variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1500	1301	1302	1303	1304	1303	1300	1307	1300	1303
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST EAST						

No.	Name		Label				Survey perio	d		Survey frequency
3.92)	einf_log		expected influer	nce of climate cha	nge on logistics		East and We	st 02/2013		once
Wording of	f question									
										Further information
02/2013 How do you e	valuate the influenc	ce of the foreca	sted climate chang	e on following sec	ctors of your con	npany?				Expected influence of climate change on logistics
			positive influence [1]	no influence [2]	negative influence [3]	not specified [4]				
	logi	stics								
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984	1985	1986	1987 1997	1988	1989	
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998	1999	

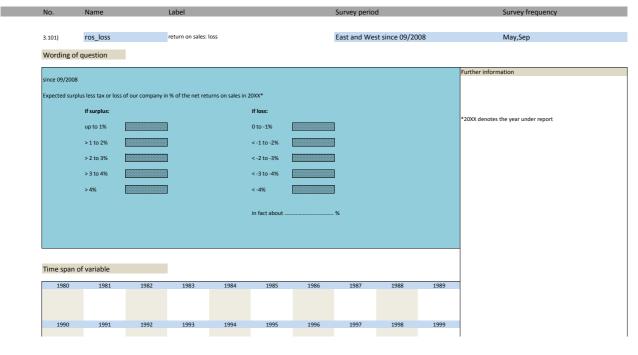
	Name		Label				Survey perior	d		Survey frequency
3.93)	einf_inno		expected influe	nce of climate cha	nge on innovation	ons	East and Wes	st 02/2013		once
Wording of o	question									
02/2013										Further information
	lluate the influenc	e of the foreca	sted climate chang	ge on following se	ctors of your cor	mpany?				Expected influence of climate change on innovatio
			positive influence [1]	no influence [2]	negative influence [3]	not specified [4]				
	innova	ations	[+]		[-]		1			
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	
							2047	2018	2019	
2010	2011	2012	2012	2014	2015	2016				
2010	2011	2012	2013 WEST EAST	2014	2015	2016	2017	2018	2019	







	Name		Label				Survey peri	iod		Survey frequency
3.100)	loss_cat		return on sales:	oss (category)			East and W	est since 09/20	008	May,Sep
Wording	of question									
since 09/20	08									Further information
Expected su	rplus less tax or los	s of our company in	% of the net ret	urns on sales in	20XX*					
	if surplus:				if loss:					
	up to 1%				0 to -1%		[1]			*20XX denotes the year under report
	> 1 to 2%				< -1 to -2%		[2]			
	> 2 to 3%				< -2 to -3%		[3]			
	> 3 to 4%				< -3 to -4%		[4]			
	> 4%				< -4%		[5]			
	n of variable									
Time spai	n of variable	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983 1993	1984	1985 1995	1986	1987	1988	1989 1999	
1980	1981									
1980	1981									
1980	1981	1992	1993	1994	1995	1996	1997	1998 2008 WEST	1999	
1980 1990 2000	1981	1992	1993 2003	1994	1995	1996	1997 2007	1998 2008 WEST EAST	1999	
1980	1981	1992	1993	1994	1995	1996	1997	1998 2008 WEST	1999	



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