

# List of variables

# **Ifo Business Survey Trade**

Data: 1/1990-06/2016

As of October 2016

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# List of variables - test of economic cycle - trade

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

#### 1. Variables of identification

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

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

## 2. Standard questions

Nr.	Name	Label	German description
2.1)	han_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	han_busvoly	business volume versus previous year	Umsatz im Vergleich zum Vorjahr
2.3)	han_busvolm	business volume versus previous month	Umsatz im Vergleich zum Vormonat
2.4)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)
2.5)	han_prvpm	prices versus previous month	Verkaufspreise gegnüber Vormonat
2.6)	han_exppr	expected prices	Erwartete Verkaufspreise
2.7)	han_ords	orders versus previous year	Bestellungen im Vergleich zum Vorjahr
2.8)	han_comexp	business development	Geschäftsentwicklung
2.9)	han_emplexp	expected employees	Erwartete Beschäftigtenanzahl

3. Special questions

Nr.	Name	Label	German description
3.1)	han_empl	employees	Beschäftigte
3.2)	han_totu	total turnover	Gesamtumsatz
3.3)	han_constrain	constraints to production	Behinderung der Umsatztätigkeit
3.4)	han_diffsup	difficulties of supply	Beschaffungsschwierigkeiten
3.5)	han_weakdem	weak demand	Schwache Nachfrage
3.6)	han_difffin	difficulties in financing	Finanzierungsschwierigkeiten
3.7)	han_mplack	lack of manpower	Mangel an Fachkräften
3.8)	han_sclack	lack of spacial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han_weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han_othrea	other reasons	Sonstige Faktoren
3.12)	han_credit	credit allocation	Kreditvergabe

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And B.577And minim_post6measures: decreased investmentMaßnahmen: verringerte Investitionen8.587han_minim_post6measures: decreased special paymentsMaßnahmen: Kürzungen von Sonderzahlungen8.590han_minim_post7measures: decreased special paymentsMaßnahmen: Kürzungen von Sonderzahlungen8.591han_minim_post8less minijobsMinijobs weggefallen8.601han_minim_post9minijobs transformed into insurable employmentneue soz.vers.pflichtige Besch.verhältnisse umgewandelt8.612han_minim_post10new insurable employmentneue soz.vers.pflichtige Besch.verhältnisse8.620han_minim_post11employment relationships did not changekeine veränderten Besch.Verhältnisse8.630han_credityescredit agreement signedKreditvertrag abgeschlossen8.641han_credituse1financing of ongoing operating resourcesFinanzierung laufender Kreditmittel8.652han_credituse2financing of an investmentFinanzierung einer Investition	3.55)		-	-
Interforming portomeasures: decreased special paymentsMaßnahmen: Kürzungen von Sonderzahlungen8.580han_minim_post7measures: decreased special paymentsMaßnahmen: Kürzungen von Sonderzahlungen8.590han_minim_post8less minijobsMinijobs weggefallen8.600han_minim_post9minijobs transformed into insurable employmentMinijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt8.610han_minim_post10new insurable employmentneue soz.vers.pflichtige Besch.verhältnisse8.620han_minim_post11employment relationships did not changekeine veränderten Besch.Verhältnisse8.630han_credityescredit agreement signedKreditvertrag abgeschlossen8.640han_credituse1financing of ongoing operating resourcesFinanzierung laufender Kreditmittel8.650han_credituse2financing of an investmentFinanzierung einer Investition	3-56)			
Nan_minim_post1less minijobsMinijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt8.60)han_minim_post9minijobs transformed into insurable employmentMinijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt8.61)han_minim_post10new insurable employmentneue soz.vers.pflichtige Besch.verhältnisse8.62)han_minim_post11employment relationships did not changekeine veränderten Besch.Verhältnisse8.63)han_credityescredit agreement signedKreditvertrag abgeschlossen8.64)han_credituse1financing of ongoing operating resourcesFinanzierung laufender Kreditmittel8.65)han_credituse2financing of an investmentFinanzierung einer Investition	3.57)			Maßnahmen: verringerte Investitionen
and_minin_pootminipootminipoota.60)han_minim_post9minipos transformed into insurable employmentMinipos in soz.vers.pflichtige Besch.verhältnisse umgewandelta.61)han_minim_post10new insurable employmentneue soz.vers.pflichtige Besch.verhältnissea.62)han_minim_post11employment relationships did not changekeine veränderten Besch.Verhältnissea.63)han_credityescredit agreement signedKreditvertrag abgeschlossena.64)han_credituse1financing of ongoing operating resourcesFinanzierung laufender Kreditmittela.65)han_credituse2financing of an investmentFinanzierung einer Investition	3.58)			Maßnahmen: Kürzungen von Sonderzahlungen
han_minim_post98.61)han_minim_post10new insurable employmentneue soz.vers.pflichtige Besch.verhältnisse8.62)han_minim_post11employment relationships did not changekeine veränderten Besch.Verhältnisse8.63)han_credityescredit agreement signedKreditvertrag abgeschlossen8.64)han_credituse1financing of ongoing operating resourcesFinanzierung laufender Kreditmittel8.66)han_credituse2financing of an investmentFinanzierung laufender Kreditmittel	3.59)	han_minim_post8	less minijobs	Minijobs weggefallen
A.G.1han_minim_post10new insurable employmentneue soz.vers.pflichtige Besch.verhältnisseB.G.2han_minim_post11employment relationships did not changekeine veränderten Besch.VerhältnisseB.G.3han_credityescredit agreement signedKreditvertrag abgeschlossenB.G.4han_credituse1credit agreement not signedKreditvertrag nicht abgeschlossenB.G.5han_credituse1financing of ongoing operating resourcesFinanzierung laufender KreditmittelB.G.6han_credituse2financing of an investmentFinanzierung laufender Kreditmittel	3.60)	han minim post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
And	3.61)		new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
And			. ,	
8.64)han_creditnocredit agreement not signedKreditvertrag nicht abgeschlossen8.65)han_credituse1financing of ongoing operating resourcesFinanzierung laufender Kreditmittel8.66)han_credituse2financing of an investmentFinanzierung einer Investition				
B.65)       han_credituse1       financing of ongoing operating resources       Finanzierung laufender Kreditmittel         B.66)       han_credituse2       financing of an investment       Finanzierung einer Investition				
B.66)       han_credituse2       financing of an investment       Finanzierung einer Investition				
D.07)     Indi_credituses     other financing     Sonstiger Verwendungszweck			-	
	3.67)	nan_credituse3	other financing	Sonstiger Verwendungszweck

## 4. Standard questions of the department stores in percentage

Nr.	Name	Label	German description					
4.1)	han_questpercansw11	% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit "gut" beurteilen					
4.2)	han_questpercansw12	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit "befriedigend" beurteilen					
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warenhäuser, die die Geschäftslage mit "schlecht" beurteilen					
4.4)	han_questpercansw21	% to busvoly higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vorjahr ist					
4.5)	han_questpercansw22	% to busvoly as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vorjahr ist					
4.6)	han_questpercansw23	% to busvoly lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vorjahr ist					
4.7)	han_questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz "höher" als im Vormonat ist					
4.8)	han_questpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz "etwa gleich hoch" als im Vormonat ist					
4.9)	han_questpercansw33	% to busvolm lower	Prozent der Warenhäuser, deren Umsatz "geringer" als im Vormonat ist					
4.10)	han_questpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als "zu klein" beurteilen					
4.11)	han_questpercansw42	% to feedst satisfiable	Prozent der Warenhäuser, die ihren Lagerbestand als "befriedigend" beurteilen					
4.12)	han_questpercansw43	% to feedst too much	Prozent der Warenhäuser, die ihren Lagerbestand als "zu groß" beurteilen					
4.13)	han_questpercansw51	% to prvpm increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "erhöht" haben					
4.14)	han_questpercansw52	% to prvpm not changed	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "nicht verändert" haben					

4.15)	han_questpercansw53	% to prvpm decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat "gesenkt" haben
4.16)	han_questpercansw61	% to exppr increasing	Prozent der Warenhäuser, die "steigende" Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exppr not changing	Prozent der Warenhäuser, die "etwa gleichbleibende" Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exppr decreasing	Prozent der Warenhäuser, die "sinkende" Verkaufspreise erwarten
4.19)	han_questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "erhöht" haben
4.20)	han_questpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "nicht verändert" haben
4.21)	han_questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr "verringert" haben
4.22)	han_questpercansw81	% to busdevv more favourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "günstiger" beurteilen
4.23)	han_questpercansw82	% to busdevv not changing	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "etwa gleichbleibend" beurteilen
4.24)	han_questpercansw83	% to busdevv more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "ungünstiger" beurteilen

No.	Name		Label				Survey peri	od			Survey frequency
1.1)	survey		survey				West 01/19	990 to 01/20	06		monthly survey
			-				East 01/199	91 to 01/200	6		monthly survey
								est since 02/			monthly survey
									2000		inoneny survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	l
WEST											
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
2000	2001	2002	2003	2004	2005	2000	2007	2008	2003		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
MECT						-					
WEST						_					
AST											

No.	Name		Label				Survey peri	od			Survey frequency
1.2)	year		year				West 01/19 East 01/199 East and W	91 to 01/200	6		monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST										Year of survey	
	EAST									1 digita	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	4 digits	
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

No.	Name		Label				Survey perio	od		Survey frequency
1.3)	month		month				West 01/19	90 to 01/200	)6	monthly survey
							East 01/199	1 to 01/200	5	monthly survey
							East and W			monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	_									
WEST	EAST									Month of survey
	EAST									2 digits
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	2019	
WEST										
EAST										

_					
	No.	Name	Label	Survey period	Survey frequency

1.4)	han_typtra		type of trade				West 01/19 East 01/199	-		monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	EAST									Type of trade
										[1] = retail sale
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[2] = whole sale
WEST										
EAST	_									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name		Label				Survey perio	bd		Survey frequency
1.5)	han_idlar		special id for fir	rms with detaile	d answers		West 01/19	90 to 01/200	6	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information

WEST										Special id for firms with detailed answers
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 4. Standard questions of department stores in percentage
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

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

1.6)	han_weight		weight				West 01/19 East and We	-		monthly survey monthly survey		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST										Weight		
										West 01/1990 to 01/2006		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Weight from [1] to [99]		
WEST										East and West since 02/2006		
						OST				Weight from [1] to [12]		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
WEST												
OST												

No.	Name		Label				Survey peri	iod		Survey frequency
1.7)	han_westea	ist	western easter	n			West 01/19	990 to 01/200	06	monthly survey
							East and W	/est since 02/	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Difference between Western and Eastern survey
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

No.	Name		Label				Survey peri	od		Surv	ey frequency	
1.8)	fedstaifo		federal state (i	fo-code)			East 01/199	990 to 01/20 91 to 01/200 est since 02/	6	monthly survey monthly survey monthly survey		
									2000			
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST	FACT		_				_			Federal state according to ifo	-code	
	EAST									[01] Berlin West	[10] Bavaria	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[02] Schleswig-Holstein [03] Hamburg	[11] Saarland [12] Mecklenburg-	
WEST										[04] Bremen	Western-Pomerania	
EAST										[05] Lower Saxony	[13] Brandenburg	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	[06] Nordrhine-Westphalia [07] Rhineland-Palatinate [08] Hesse	(incl. Berlin East) [14] Saxony-Anhalt [15] Saxony	
WEST										[09] Baden-Wuerttemberg	[16] Thuringia	
EAST												

No.	Name		Label				Survey perio	od			Survey frequency
1.9)	sector_id		sector id				West 01/19 East 01/199 East and We	01 to 01/200	6		monthly survey monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST											
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

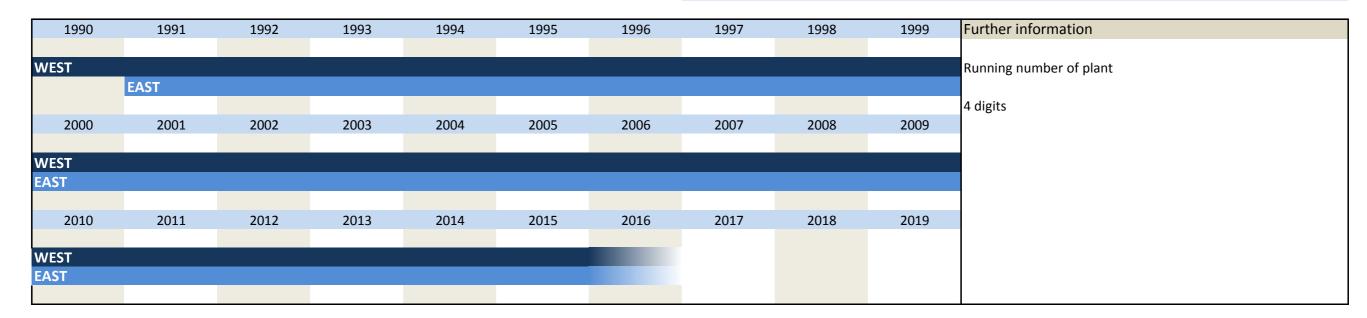
No.	Name		Label				Survey peri	od		Survey frequency
1.10)	han_id2		identification r	number (part2)			West 01/19	90 to 01/20	06	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
1990	1991	1992	1995	1994	1995	1990	1997	1990	1999	
WEST										identification number (part2)
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 digits
2000	2001	2002	2003	2001	2005	2000	2007	2000	2005	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name		Label				Survey perio	bc		Survey frequency
1.11)	han_id3		identification n	umber (part3)			West 01/19	90 to 01/200	06	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	-		-				-			Identification number (part3)
										2 digits
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
1.12)	runnum		West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey

East and West since 02/2006

monthly survey



No.	Name		Label				Survey perio	od			Survey frequency
1.13)	idnum		firm X adress f	ile id			West 03/19	94 to 01/20	06		monthly survey
							East 04/199	2 to 01/200	6		monthly survey
							East and W	est since 02/	2006		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
				WEST			_			Firm adrass file id	
		EAST		WEST						Firm adress file id	
			_							7 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5	
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
2010	2011	2012	2010	2011	2010	2010	2017	2010	2013		
WEST											
EAST											

No.	Name		Label				Survey per	iod		Sur	vey frequency
1.14)	han_plantn	umkt	KT information	id			-	990 to 01/200			nthly survey
							East 07/19	98 to 01/200	6	mo	nthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST										Information id, composed o	f
								EAST		KT number, 12 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 1-5: 1.5) sec2	KT Nummer

2010     2011     2012     2013     2014     2015     2016     2017     2018     2019	WEST EAST						_			digit 6-7: 1.15) fedstaifo digit 8-12: 1.11) runnum	federal state according to ifo-code running number of plant
		2011	2012	2013	2014	2015	2016	2017	2018		

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

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

No.	Name		Label				Survey perio	od		Survey frequency
1.17)	sector_wz03		sector number	WZ03			West 01/19	-		monthly survey
							East 07/199	8 to 01/200	6	monthly survey
								est since 02/	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										ifo-internal classification, which is based on the WZ2003.
										Further information in 5.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5 digits
						WEST				
						EAST				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey peri	od		Survey frequency	
1.18)	sector_ifo		KT sector num	ber				990 to 01/200 98 to 01/200			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST								EAST		KT sector number	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5 digits KT number	
WEST EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

No.	Name	Label	Survey period	Survey frequency
1.19)	sector_east	ifo sector number for east germany	East 01/1991 to 06/1998	monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	EAST									ifo sector number for East Germany (This is a completely independent number, meaning it is not related to the KT number or any other number)
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoeS; 690 =
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	household goods & office supplies; 790 = electronical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale)>applies for retail as well as for wholesale, except for 990.

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

1.21)	han_typequ		type of question	nnaire			East 07/199	98 to 01/200	6	mor	nthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
										Type of questionnaire	
								EAST		Differenciates which branche	es are shown
2000	2004	2002	2002	2004	2005	2006	2007	2000	2000	on the questionnaire	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	retail:	wholesale:
EAST	-										<ul><li>[1] e.g.: "wood" etc.</li><li>ctsl'[2] e.g.: "household goods"</li><li>[3] e.g.: "bicycles" etc.</li></ul>
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

Survey period

Survey frequency

No.

Name

Label

No.	Name		Label				Survey perio	od		Survey frequency
1.22)	han_latecor	ner	N=latecomer				West 01/19	90 to 03/20	04	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	-		-				-			Latecomer [N]
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Questionnaires that arrived at the ifo-institute after the
WEST			_							target date for the evaluation
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

		II. Variables	s regarding t	the survey pr	ocess					
No.	Name		Label				Survey peri	od		Survey frequency
1.23)	online		online				West since	05/2007		monthly survey
							East since C	5/2007		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Questionnaire was answered online
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[0] paper [1] fax
WEST										[2] online [5] manually collected
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

1.24)       Survey_start       Survey_start       West since 07/2007       monthly survey monthly survey monthly survey         1990       1991       1992       1993       1995       1996       1997       1998       1999         1990       1991       1992       1993       1995       1996       1997       1998       1999         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009         2010       2011       2012       2013       2014       2015       2016       2017       2018       2019	No.	Name		Label				Survey peri	od		Survey frequency
East since 07/2007       monthly survey         1990       1991       1992       1993       1995       1996       1997       1998       1999       Further information         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       Only refers to the participants who answered the questionnait online.         WEST         EAST       EAST <td< th=""><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></td<>											
East since 07/2007       monthly survey         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       only refers to the participants who answered the question naion         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       only refers to the participants who answered the question naion         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       only refers to the participants who answered the question naion	1.24)	survey_start		survey_start				West since	07/2007		monthly survey
2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       only refers to the participants who answered the questionnait         VEST       EAST       Image: Comparison of the survey       Image: Comparison of the survey       Image: Comparison of the survey											
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 only refers to the participants who answered the question and only refers to the participants who answered the question and only refers to the participants who answered the question and the participants who answered the question and only refers to the participants who and only refers to the participants who and only refers to the question and only refers to the questin and only ref	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 only refers to the participants who answered the question and the participants who and the participants who and the participants who answered the question and the participants who answered the question and the participants who and the participan											Start of the survey
2000       2001       2002       2003       2004       2005       2007       2008       2009       online.   <											Start of the survey
WEST EAST											only refers to the participants who answered the questionnai
EAST EAST	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
								WEST			
2010       2011       2012       2013       2014       2015       2016       2017       2018       2019								EAST			
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency

	1.25)	survey_end		survey_end				West since 0 East since 0			monthly survey monthly survey
[	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
											End of the survey only refers to the participants who answered the questionnaire
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
								WEST EAST			
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
	WEST										
	EAST										

No.	Name	Label	Survey period	Survey frequency

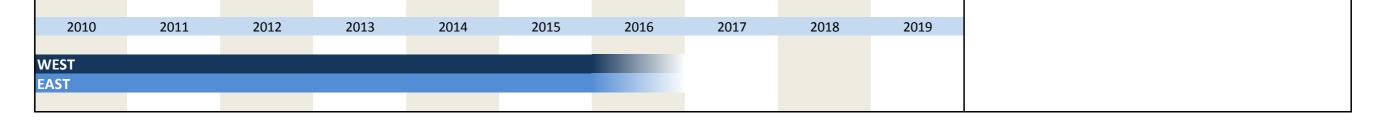
1.26)	participatio	n_date	participation da	ate			West since East since 0	-		monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Participation date
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2003	2000	2007	2000	2005	oninc.
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
MECT										
WEST										
EAST										

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

No.	Name		Label				Survey peri	od		Survey frequency
1.28)	participatio	n_status		participation st	atus		West since			monthly survey
							East since 0	2/2005		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										participation status
										only refers to the participants who answered the questionnaire

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST			[1] complete
							EAST			[2] reworked [3] incomplete
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	[4] not answered [5] ausgefuellt
WEST EAST										
EAST										

			d questions							
No.	Name		Label				Survey peri	od		Survey frequency
2.1) Wording of	han_stateb	us	state of busine	ss (appraisal)			East 01/199	990 to 01/20 91 to 01/200 est since 02/	6	monthly survey monthly survey monthly survey Further information
	I/2001 <b>d development ir</b> current state of b		good [1] satisfiable) [2] bad [3]				1	]	]	Appraisal of the state of business *01/2002 and 02/2002 Current situation / newest tendencies West 01/1990 to 01/2006 [9] = answer of department stores in %.
since 01/2002 <b>Current situat</b> We rate our si		previous mont	h/ new tendenci good [1] satisfiable [2] bad [3]	es) to be			]	]	]	All of the answers of the department stores are aggregated here and expressed as a percentageExample:4.1) questpercansw11[50]4.2) questpercansw12[30]4.3) questpercansw13[20]
Time span	of variable									Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	



	Name		Label				Survey perio	bd		Survey frequency
2.2)	han_busvol	У	business volum	e versus previou	us year		West 01/19 East 01/199			monthly survey monthly survey
Wording of	fquestion						East and We			monthly survey
	/2001 I <b>development in</b> the same month						]	1		Further information Business volume compared to previous year *01/2002 und 02/2002 Current situation / new tendencies
since 01/2002 <b>Current situat</b> Compared to t		of the previous	lower [3]		'as				]	West 01/1990 to 01/2006 [9] = answer of department stores in %. All of the answers of the department stores are aggregated here and expressed as a percentage Example:
			higher [1] as high as last y lower [3]	vear [2]					]	4.4) questpercansw21[50]4.5) questpercansw22[30]4.6) questpercansw23[20]
			as high as last y	/ear [2]					]	4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Time span o	of variable		as high as last y	/ear [2]					]	4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered
Time span of 1990	of variable	1992	as high as last y	vear [2] 1994	1995	1996	1997	1998	1999	4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
1990	1991	1992 EAST	as high as last y lower [3]		1995	1996	1997	1998	1999	4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Time span ( 1990 WEST 2000	1991		as high as last y lower [3]		1995	1996	1997	1998	1999	4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
1990 WEST	1991	EAST	as high as last y lower [3] 1993	1994						4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
1990 WEST 2000 WEST	1991	EAST	as high as last y lower [3] 1993	1994						4.5) questpercansw22[30]4.6) questpercansw23[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the

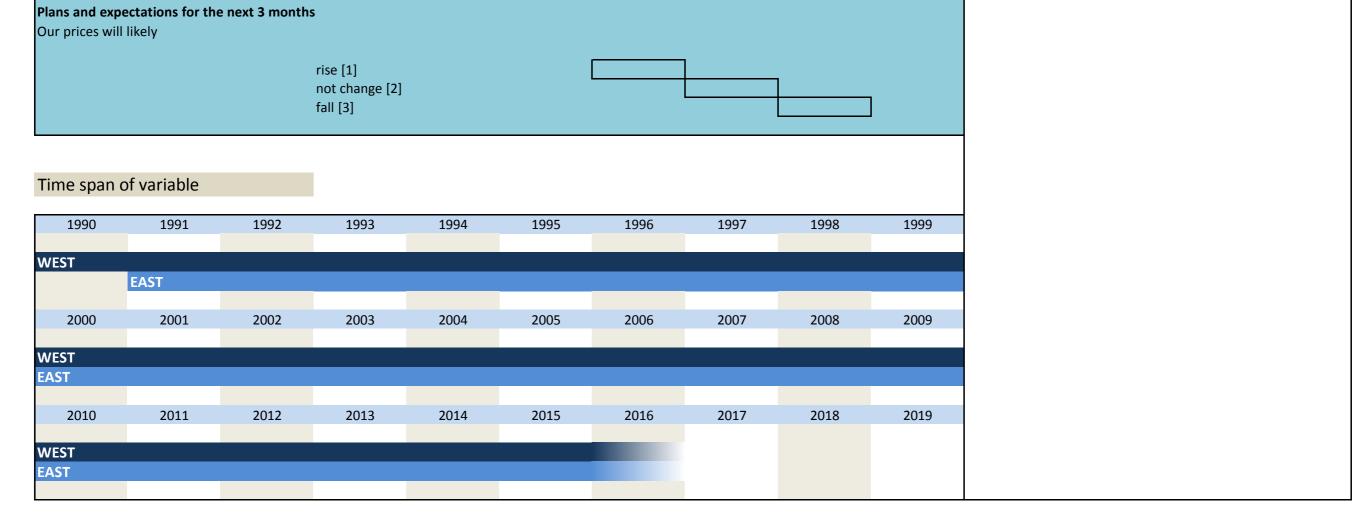
No.	Name		Label				Survey period	od		Survey frequency
2.3)	han_busvoln	n	business volum	e versus previous	s month		West 01/19	90 to 01/20	02	monthly survey
							East 01/199	91 to 01/200	2	monthly survey
Wording of	of question									
										Further information
since 01/199	90 to 11/2001									
	nd development in	the moth of su	rvey							Business volume compared to the previous month
Compared to	o last month our rev	venue is								
			higher [1]							West 01/1990 to 01/2006 [.] = answer of department stores in percentage
			not changed [2]					1		All of the answers of the department stores are
			lower [3]						]	aggregated here and expressed as a percentage
										Example:
01/2002										
01/2002 Current situa	ation / new tender	ncies								4.7) guestpercansw31 [50]
Current situa	<b>ation / new tender</b> ast 2-3 months, und		of seasonal fluct	tuations, our reve	enue					4.7) questpercansw31       [50]         4.8) questpercansw32       [30]
Current situa	-	er elimination of		tuations, our reve	enue					
Current situa	-	er elimination of	increased [1]		enue			1		4.8) questpercansw32       [30]         4.9) questpercansw33       [20]
Current situa	-	er elimination o	increased [1] remained abou		enue			]	1	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered
Current situa	-	er elimination o	increased [1]		enue		<u> </u>	]	]	4.8) questpercansw32       [30]         4.9) questpercansw33       [20]
Current situa	-	er elimination o	increased [1] remained abou		enue			]	]	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered
<b>Current situa</b> Within the la	ast 2-3 months, und	er elimination o	increased [1] remained abou		enue			]	]	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
<b>Current situa</b> Within the la	-	er elimination o	increased [1] remained abou		enue			]	]	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
<b>Current situa</b> Within the la	ast 2-3 months, und	er elimination o	increased [1] remained abou		enue 1995	1996	1997	1998	1999	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Current situa Within the la Time span	ast 2-3 months, und	er elimination o	increased [1] remained abou decreased [3]	t the same [2]		1996	1997	1998	1999	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Current situa Within the la	n of variable 1991	er elimination o	increased [1] remained abou decreased [3]	t the same [2]		1996	1997	1998	1999	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Current situa Within the la Time span	ast 2-3 months, und	er elimination o	increased [1] remained abou decreased [3]	t the same [2]		1996	1997	1998	1999	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Current situa Within the la Time span	n of variable 1991	er elimination o	increased [1] remained abou decreased [3]	t the same [2]		1996	1997	1998	2009	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Current situa Within the la Time span	n of variable 1991 EAST	ler elimination of 1992	increased [1] remained abour decreased [3] 1993	t the same [2] 1994	1995					4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the
Current situa Within the la Time span 1990 WEST	n of variable 1991 EAST	ler elimination of 1992	increased [1] remained abour decreased [3] 1993	t the same [2] 1994	1995					4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the

No.	Name	Label	Survey period	Survey frequency
2.4)	han_feedst	feedstock (appraisal)	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
Wording	of question		East and West since 02/2006	monthly survey
			Further	information
since 01/19	990			
Current sit	uation*		appraisa	l of feedstock
We rate ou	r current feedstock to be			

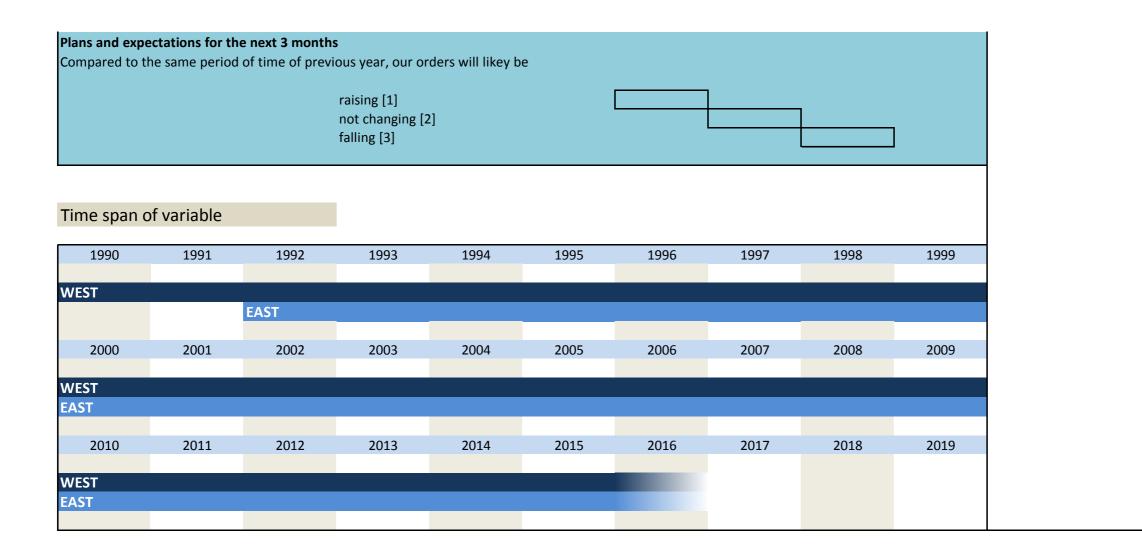
		to be								
			too little [1] satisfiable [2] too much [3]				1	]		* 01/1990 to 11/2001 Appraisal and development in the moth of survey 01/2002 und 02/2002 Current situation / new tendencies
										West 01/1990 to 01/2006 [9] = answer of department stores in %.
Time span	of variable									All of the answers of the department stores are
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	aggregated here and expressed as a percentage Example:
WEST							_			4.10) questpercansw41       [50]         4.11) questpercansw42       [30]
	EAST					_		_		<b>4.12) questpercansw43</b> [20]
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Means 50% of the department stores answered
WEST										"good", 30% of the department stores answered "satisfiable", 20% of the
EAST										department stores answered "bad".
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										
No.	Name		Label				Survey peri	od		Survey frequency
2.5)	han prypm		prices versus pr	revious month			West 01/19	90 to 01/200	6	monthly survey
2.5)	han_prvpm		prices versus pr	revious month				990 to 01/200 91 to 01/2006		monthly survey monthly survey
	han_prvpm of question		prices versus pr	revious month			East 01/199		5	
Wording o	of question		prices versus pr	revious month			East 01/199	91 to 01/2006	5	monthly survey
Wording o	of question			revious month			East 01/199	91 to 01/2006	5	monthly survey monthly survey
Wording of 01/1990 to 1 Appraisal and	of question	the moth of s	survey	revious month			East 01/199	91 to 01/2006	5	monthly survey monthly survey Further information Prices compared to previous month
Wording of 01/1990 to 1 Appraisal and	of question 1/2001 Id development in	the moth of s	survey				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.
Wording of 01/1990 to 1 Appraisal and	of question 1/2001 Id development in	the moth of s	survey				East 01/199	91 to 01/2006	5	monthly survey monthly survey Further information Prices compared to previous month West 01/1990 to 01/2006
Wording of 01/1990 to 1 Appraisal and	of question 1/2001 Id development in	the moth of s	survey increased [1] not changed [2]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentage
Wording of 01/1990 to 1: Appraisal and Compared to 01/2002 to 02	of question 1/2001 Id development in p pevious month ou	t <b>he moth of</b> s ur prices were	survey increased [1] not changed [2]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentageExample:
Wording of 01/1990 to 1 Appraisal and Compared to 01/2002 to 0 Current situa	of question 1/2001 Ind development in the pevious month ou	the moth of s ur prices were	survey increased [1] not changed [2]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentageExample:4.13) questpercansw51[50] [30]
Wording of 01/1990 to 1 Appraisal and Compared to 01/2002 to 0 Current situa	of question 1/2001 Ind development in to pevious month ou 02/2002 ation / new tender	the moth of s ur prices were	survey increased [1] not changed [2]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentageExample:4.13) questpercansw51
Wording of 01/1990 to 1 Appraisal and Compared to 01/2002 to 0 Current situa	of question 1/2001 Ind development in to pevious month ou 02/2002 ation / new tender	the moth of s ur prices were	survey increased [1] not changed [2] decreased [3]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentageExample:4.13) questpercansw51[50]4.14) questpercansw52[30]4.15) questpercansw53[20]Means 50% of the department stores answered"good", 30% of the department stores answered
Wording of 01/1990 to 1 Appraisal and Compared to 01/2002 to 0 Current situa	of question 1/2001 Ind development in to pevious month ou 02/2002 ation / new tender	the moth of s ur prices were	survey increased [1] not changed [2] decreased [3] increased [1] not changed [2]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentageExample:4.13) questpercansw51[50]4.14) questpercansw52[30]4.15) questpercansw53[20]Means 50% of the department stores answered
Wording of 01/1990 to 1 Appraisal and Compared to 01/2002 to 0 Current situa	of question 1/2001 Ind development in pevious month ou 02/2002 ation / new tender ast 2-3 months our	the moth of s ur prices were	survey increased [1] not changed [2] decreased [3] increased [1] not changed [2]				East 01/199	91 to 01/2006	5	monthly survey monthly surveyFurther informationFurther informationPrices compared to previous monthWest 01/1990 to 01/2006[9] = answer of department stores in %.All of the answers of the department stores are aggregated here and expressed as a percentageExample:4.13) questpercansw51[50]4.14) questpercansw52[30]4.15) questpercansw53[20]Means 50% of the department stores answered"good", 30% of the department stores answered"satisfiable", 20% of the

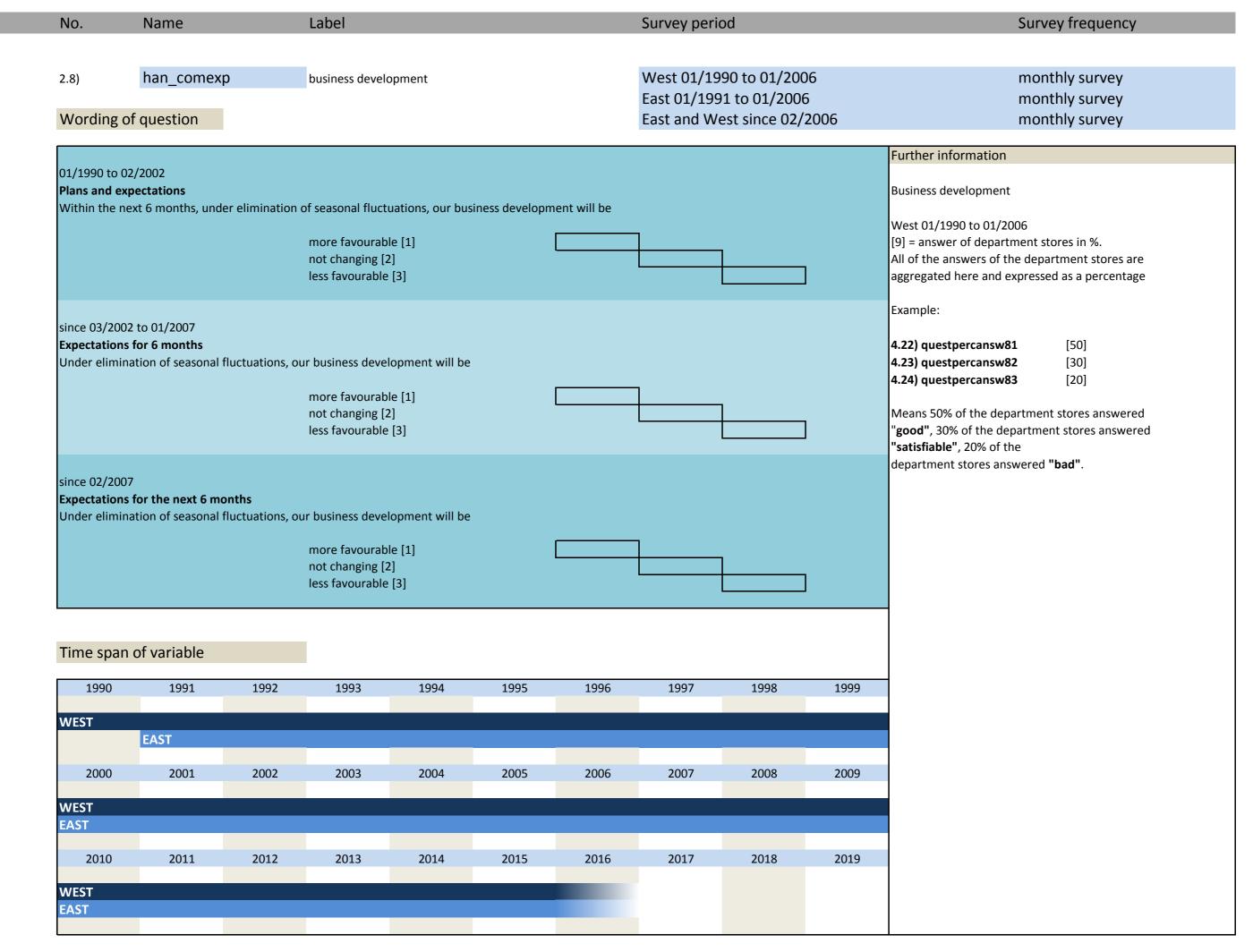
			increased [1] not changed [2] decreased [3]						]
Fimo chan	of variable								
inne span									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
NEST									
	EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
NEST									
AST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						_			
NEST									
AST									

No. Name	Label	Survey period	Survey frequency
2.6) han_exppr	expected prices	West 01/1990 to 01/2006	monthly survey
		East 01/1991 to 01/2006	monthly survey
Wording of question		East and West since 02/2006	monthly survey
		F	urther information
01/1990 to 02/2002			
Plans and expectations	ikoly	E	xpected prices
Within the next 3 months our prices will li	rise [1] not change [2] fall [3]		Vest 01/1990 to 01/2006 9] = answer of department stores in %. Il of the answers of the department stores are ggregated here and expressed as a percentage
		E	xample:
since 03/2002 to 01/2007 <b>Plans and expectations for 3 months</b> Our prices will likely	rise [1]	4	.16) questpercansw61[50].17) questpercansw62[30].18) questpercansw63[20]
	not change [2] fall [3]		Neans 50% of the department stores answered good", 30% of the department stores answered satisfiable", 20% of the
since 02/2007		d	epartment stores answered "bad".

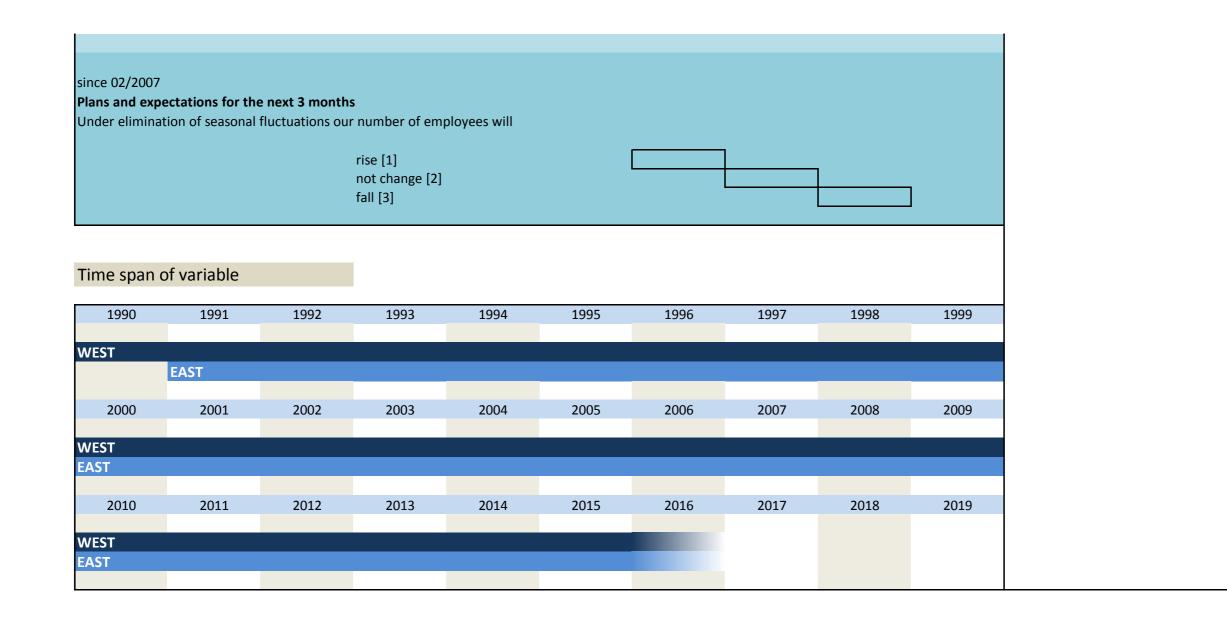


No.	Name	Label	Survey period	Survey frequency
2.7)	han_ords	orders versus previous year	West 01/1990 to 01/2006	monthly survey
			East 01/1992 to 01/2006	monthly survey
Wording	g of question		East and West since 02/2006	monthly survey
			F	urther information
01/1990 to	o 02/2002			
	expectations			Orders compared to previous year
Within the	e next 3 months our orders	will, compared to the same period of time of previous ye	ar, likely be	
(without tak	king price changes into account)		v	Vest 01/1990 to 01/2006
		raising [1]		9] = answer of department stores in %.
		not changing [2]		Il of the answers of the department stores are
		falling [3]	a	ggregated here and expressed as a percentage
			E	xample:
	2002 to 01/2007			
	expectations for 3 months			.19) questpercansw71 [50]
Compared	to the same period of time	of previous year, our orders will likey be		.20) questpercansw72 [30]
		raising [1]		.21) questpercansw73 [20]
		raising [1] not changing [2]		Aeans 50% of the department stores answered
		falling [3]		good", 30% of the department stores answered
		anne [5]		satisfiable", 20% of the
				lepartment stores answered "bad".





No.	Name	Label	Survey period	Survey frequency
2.9)	han_emplexp	expected employees	West 01/1990 to 12/1996	Mrch, Jun, Sep, Dec*
			West 03/1997 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
Wording of	of question		East and West since 02/2006	monthly survey
			Fur	rther information
01/1990 to 0	02/2002			
Plans and ex			Exp	pected number of employees
Plans and ex		mployees will, under elimination of seasonal fluctuations,		
Plans and ex			* 1	.991: Apr, Jun, Sep, Dec
Plans and ex		rise [1]	* 199	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep
Plans and ex		rise [1] not change [2]	* 199	.991: Apr, Jun, Sep, Dec
Plans and ex		rise [1]	* 199	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep
Plans and ex Within the n	next 3 months our number of e	rise [1] not change [2]	* 199  	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep
Plans and ex Within the n since 03/200	next 3 months our number of e 02 to 01/2007	rise [1] not change [2]	* 199  	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep 94: Jan, Mrch, Jun, Sep, Dec
Plans and ex Within the n since 03/200 Plans and ex	next 3 months our number of e 02 to 01/2007 <b>xpectations for 3 months</b>	rise [1] not change [2] fall [3]	* 199  	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep 94: Jan, Mrch, Jun, Sep, Dec
Plans and ex Within the n since 03/200 Plans and ex	next 3 months our number of e 02 to 01/2007 <b>xpectations for 3 months</b>	rise [1] not change [2]	* 199  	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep 94: Jan, Mrch, Jun, Sep, Dec
Plans and ex Within the n since 03/200 Plans and ex	next 3 months our number of e 02 to 01/2007 <b>xpectations for 3 months</b>	rise [1] not change [2] fall [3]	* 199  	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep 94: Jan, Mrch, Jun, Sep, Dec
Plans and ex Within the n since 03/200 Plans and ex	next 3 months our number of e 02 to 01/2007 <b>xpectations for 3 months</b>	rise [1] not change [2] fall [3]	* 199  	.991: Apr, Jun, Sep, Dec 93: Mrch, Jun, Sep 94: Jan, Mrch, Jun, Sep, Dec



No.	News		Label				C	a d		
	Name		Label				Survey perio	Dd		Survey frequency
3.1)	han_empl		employees				West von 10			annual survey, Oct
Wording	fauortion						East von 10,			annual survey, Oct* annual survey, Nov**
Wording o	question						East and We	est since 02/	2000	
since 10/2000	)									Further information
Number of er	nployed persons (	incl. helping f	amily members, a	pprentices, te	emporary employ	ees)***:				employees
	bout				· · · · / · · · · · · /	,				*East 2001: monthly survey
				iy.						**since 02/2006
										Even though the data is only inquired annually, they appear in the dataset monthly.
Time span	of variable									The reason for this is that the annual data is transmit to every month manually.
										The data of the current survey are generally
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	transmitted two to three months after the inquiry
										<b>Example:</b> for November and December 2007 the variable
										empl contains the value of the inquiry from
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	November 2006. Since January 2008 the variable <b>empl</b> contains the value of the survey from
OST	WEST									November 2007. ***East 07/1998 to 01/2006
	2044	2012	2012	204.4	2045	2010	2017	204.0	2010	State: end of the month of the survey
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST OST										
No.	Name		Label				Survey perio	Dd		Survey frequency
3.2)	han_totu		total turnover				West von 10	0/2000 to 10	)/2005	annual survey, Oct
·	_						East von 10,	/1998 to 10,	/2005	annual survey, Oct
Wording o	fauestion						East and We	est von 11/2	.006	annual survey, Nov
	question									
West 10/2000	0									Further information
West 10/2000	total turnover wa	S								Total turnover
								[1]		Since October 2001:
					less than 1/2 M					uniform size class for Fastern and
					1/2 - 1 " 1 - 2 "	н П		[2] [3]		uniform size class for Eastern and Western Germany
					1/2 - 1 " 1 - 2 " 2 - 5 "	н		[2]		
					1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 "	" " "		[2] [3] [4] [5] [6]		Western Germany
					1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 "	" " " " " " " " " " " " " " " " " " "		[2] [3] [4] [5]		Western Germany This information, which is inquired once a year,
Last year our					1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 "	" " " " " " " " " " " " " " " " " " "		[2] [3] [4] [5] [6] [7]		Western Germany This information, which is inquired once a year,
	to 10/2000				1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 "	" " " " " " " " " " " " " " " " " " "		[2] [3] [4] [5] [6] [7]		Western Germany This information, which is inquired once a year,
Last year our East 10/1998	to 10/2000 size range of our r	revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 "	" " " " " " " " " " " " " " " " " " "		[2] [3] [4] [5] [6] [7]		Western Germany This information, which is inquired once a year,
Last year our East 10/1998		revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 " more than 100 < 500 000 DM	и и и и и и и		[2] [3] [4] [5] [6] [7] [8]		Western Germany This information, which is inquired once a year,
Last year our East 10/1998		revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 " more than 100	и и и и и и и		<ul> <li>[2]</li> <li>[3]</li> <li>[4]</li> <li>[5]</li> <li>[6]</li> <li>[7]</li> <li>[8]</li> </ul>		Western Germany This information, which is inquired once a year,
Last year our East 10/1998		revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 " more than 100 < 500 000 DM DM 500 000 to 1 to < 2 M DM 2 to < 5 M DM	""""""""""""""""""""""""""""""""""""""		<ul> <li>[2]</li> <li>[3]</li> <li>[4]</li> <li>[5]</li> <li>[6]</li> <li>[7]</li> <li>[8]</li> </ul>		Western Germany This information, which is inquired once a year,
Last year our East 10/1998		revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 " more than 100 < 500 000 DM DM 500 000 to 1 to < 2 M DM 2 to < 5 M DM 5 to < 10 M DW 10 to < 25 M DM	""""""""""""""""""""""""""""""""""""""		<ul> <li>[2]</li> <li>[3]</li> <li>[4]</li> <li>[5]</li> <li>[6]</li> <li>[7]</li> <li>[8]</li> </ul>		Western Germany This information, which is inquired once a year,
Last year our East 10/1998		revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 " more than 100 < 500 000 DM DM 500 000 to 1 to < 2 M DM 2 to < 5 M DM 5 to < 10 M DW	""""""""""""""""""""""""""""""""""""""		<ul> <li>[2]</li> <li>[3]</li> <li>[4]</li> <li>[5]</li> <li>[6]</li> <li>[7]</li> <li>[8]</li> </ul>		Western Germany This information, which is inquired once a year,
Last year our East 10/1998		revenue (with	out sales tax) was		1/2 - 1 " 1 - 2 " 2 - 5 " 5 - 10 " 10 - 50 " 50 - 100 " more than 100 < 500 000 DM DM 500 000 to 1 to < 2 M DM 2 to < 5 M DM 5 to < 10 M DW 10 to < 25 M DM	""""""""""""""""""""""""""""""""""""""		<ul> <li>[2]</li> <li>[3]</li> <li>[4]</li> <li>[5]</li> <li>[6]</li> <li>[7]</li> <li>[8]</li> </ul>		Western Germany This information, which is inquired once a year,

	0.5 - 1.0 " 1.0 - 2.0 " 2.0 - 5.0 " 5.0 - 10.0 M 10.0 - 25.0 " 25.0 - 50.0 " 50.0 - 100.0 " more than 100 M	[2] [3] [4] [5] [6] [7] [8] [9]
since 10/2002 to 10/2005, since 11/2006 to 11/2008		
Last business year our total turnover was (in Euro):	less than 0,25 M 0.25 - 0.5 " 0.5 - 1.0 " 1.0 - 2.5 " 2.5 - 5.0 M 5.0 - 12.5 " 12.5 - 25.0 " 25.0 - 50.0 " more than 50 M	[1] [2] [3] [4] [5] [6] [7] [8] [9]
since 11/2009		
Last business year our total turnover was (in Euro):	less than 0,25 M 0.25 - 0.5 0.5 - 1.0 1.0 - 2.5 2.5 - 5.0 5.0 - 12.5 M 12.5 - 25.0 25.0 - 50.0 50.0 - 1.0 bn more than 1.0 bn	[1] [2] [3] [4] [5] [6] [7] [8] [9] [10]

٦	Time span c	of variable								
Г	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	1990	1991	1552	1555	1554	1995	1990	1997	1998	1555
									OST	
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	NEST									
C	DST									
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name		Label				Survey perio	od		Survey frequency
3.3)	han_constra	iin	constraints to	production				91 to 01/2000 est since 04/		monthly survey Jan, Apr, Jul, Oct
Wording o	of question									
since 01/199	1									Further information
	ivity is currently co	onstrained								constraints to production
Our sales act		Jistianieu								No inquiry in May 1992
	yes [1] [			no [2]		]				
										-
Time snan	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	OST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2000	2001	2000	WEST	2007	2000	2003	
OST						WEST				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										
No.	Name		Label				Survey perio	od		Survey frequency
			_							
3.4)	han_diffsup		difficulties of s	upply			East 01/199	1 to 01/2006	5	monthly survey
Wording o	of question									
cince 01/100	1									Further information
since 01/199										difficulties of supply
Our sales act	ivity is currently co If yes, by	onstrained.								No inquiry in May 1992

1										
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1550	1551	1352	1995	1334	1995	1550	1557	1550	1999	
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
EAST										
No.	Name		Label				Survey perio	od		Survey frequence
							71			, ,
3.5)	han_weakd	em	weak demand				East and W	est since 04/	2006	Jan, Apr, Jul, Oc
Wording	faugstion									
Wording o	f question									
										Further information
since 01/1991	1	onstrained								Further information weak demand
since 01/1991		onstrained.								
since 01/1991	1 ivity is currently c	onstrained.	weak demand	[1]			1			
Wording o since 01/1991 Our sales acti	1 ivity is currently c	onstrained.	weak demand	[1]			]			
since 01/1991	1 ivity is currently c	onstrained.	weak demand	[1]			]			
since 01/1991 Our sales acti	1 ivity is currently c If yes, by	onstrained.	weak demand	[1]			]			
since 01/1991 Our sales acti	1 ivity is currently c	onstrained.	weak demand	[1]			]			
since 01/1991 Our sales acti	1 ivity is currently c If yes, by	onstrained.	weak demand	[1]	1995	1996	1997	1998	1999	
since 01/1991 Our sales acti Time span	1 ivity is currently c If yes, by of variable				1995	1996	1997	1998	1999	
since 01/1991 Our sales acti Time span	1 ivity is currently c If yes, by of variable				1995	1996	1997	1998	1999	
since 01/1991 Our sales acti Time span	1 ivity is currently c If yes, by of variable				1995	1996	1997	1998	1999	
since 01/1991 Our sales acti Time span 1990	1 ivity is currently c If yes, by of variable 1991	1992	1993	1994		2006				
since 01/1991 Our sales acti Time span 1990	1 ivity is currently c If yes, by of variable 1991	1992	1993	1994						
since 01/1991 Our sales acti Time span 1990	1 ivity is currently c If yes, by of variable 1991	1992	1993	1994		2006				

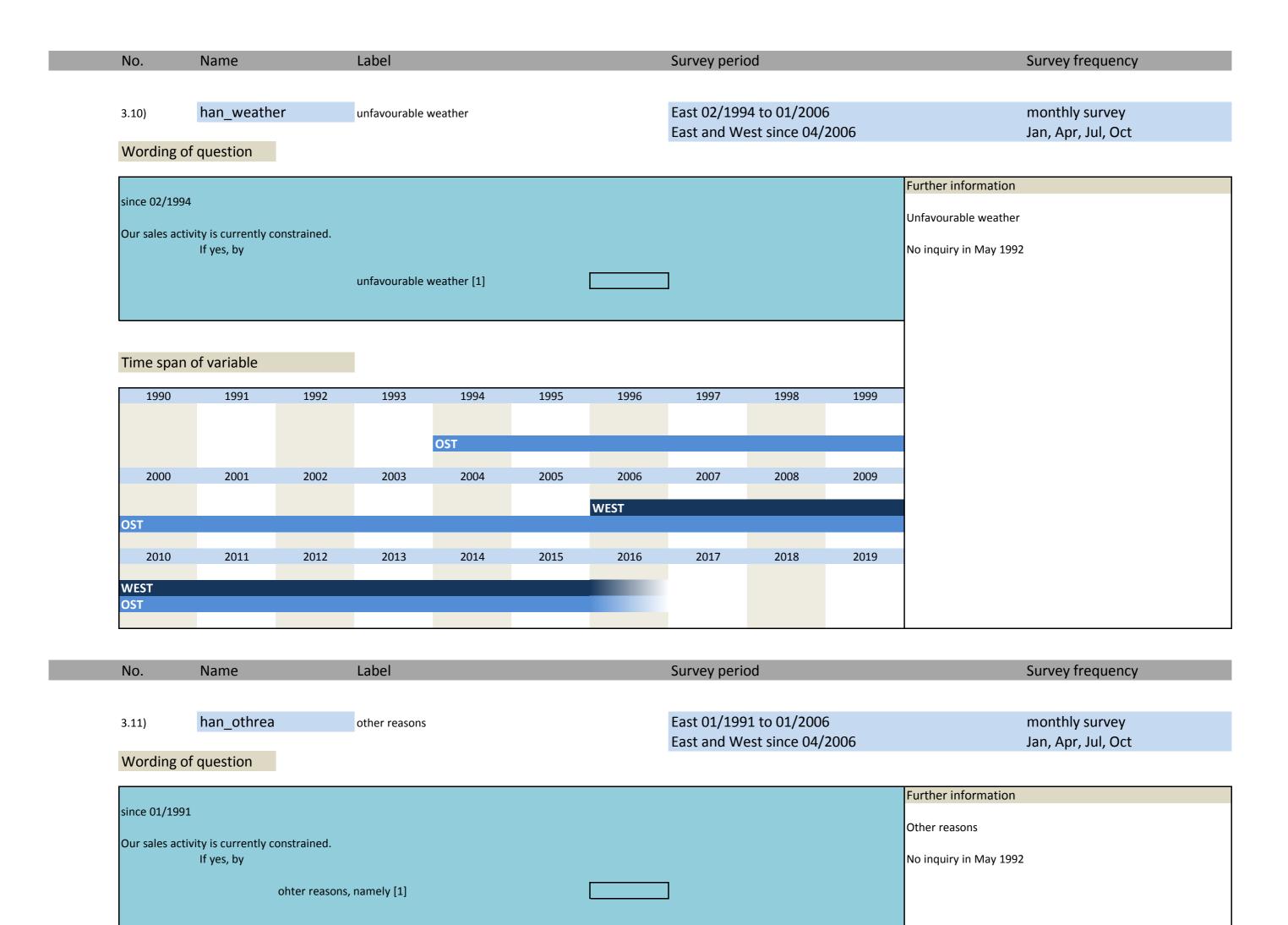
6) han_di Vording of vestio nce 01/1991 ur sales activity is curre If yes, by ime span of variak 1990 199 ime span 200 ST 2000 200 ST 2010 201 /EST ST I 0. Name	on rently constr y ble 91	trained.	difficulties in fit		1995	1996 2006 WEST	East 01/199 East and We 1997			Further information         difficulties in financing         No inquiry in May 1992
Vording of question nce 01/1991 ur sales activity is curre If yes, by ime span of variab 1990 199 0ST 2000 200 ST 2010 201 /EST ST	on rently constr y ble 91	trained. 1992	difficulties in fit	inancing [1]		2006	East and We	est since 04/	2006	Jan, Apr, Jul, Oct Further information difficulties in financing
ince 01/1991 ur sales activity is curre If yes, by ime span of variak 1990 199 2000 200 ST 2000 200 ST 2010 201 /EST ST	rently constr y ble 91	1992	1993	1994		2006	1997	1998	1999	Further information difficulties in financing
ince 01/1991 ur sales activity is curre If yes, by ime span of variak 1990 199 2000 200 ST 2000 200 ST 2010 201 /EST ST	rently constr y ble 91	1992	1993	1994		2006				difficulties in financing
ur sales activity is curre If yes, by ime span of variak 1990 199 2000 200 ST 2000 200 ST 2010 201 /EST ST	y ble 91	1992	1993	1994		2006				difficulties in financing
ur sales activity is curre If yes, by ime span of variak 1990 199 2000 200 ST 2000 200 ST 2010 201 /EST ST	y ble 91	1992	1993	1994		2006				-
If yes, by ime span of variab 1990 199 2000 200 ST 2010 201 /EST ST	y ble 91	1992	1993	1994		2006				No inquiry in May 1992
ime span of variab 1990 199 OST 2000 200 ST 2010 201 /EST ST	ble 91	1992	1993	1994		2006				
1990 199 OST 2000 200 ST 2010 201 /EST ST	91	1992	1993	1994		2006				
1990 199 OST 2000 200 ST 2010 201 /EST ST	91					2006				
1990 199 OST 2000 200 ST 2010 201 /EST ST	91					2006				
1990 199 OST 2000 200 ST 2010 201 /EST ST	91					2006				
1990 199 OST 2000 200 ST 2010 201 /EST ST	91					2006				
OST 2000 200 ST 2010 201 /EST ST						2006				
2000 200 ST 2010 201 /EST ST	01	2002	2003	2004	2005		2007	2008	2009	
2000 200 ST 2010 201 /EST ST	01	2002	2003	2004	2005		2007	2008	2009	
ST 2010 201 /EST ST	01	2002	2003	2004	2005		2007	2008	2009	
2010 201 /EST ST						WEST				
2010 201 /EST ST						WEST				
/EST ST										
ST	11	2012	2013	2014	2015	2016	2017	2018	2019	
o. Name										
o. Name										
			Label				Survey perio	bc		Survey frequency
7) han_m	nplack		lack of manpow	wer			East 01/199			monthly survey
Vording of questio	on						East and We	est since 04/	2000	Jan, Apr, Jul, Oct
1/1991 to 01/2006										Further information
ur sales activity is curre		trained								Lack of manpower
If yes, by	rently constr	anicu.								No inquiry in May 1992

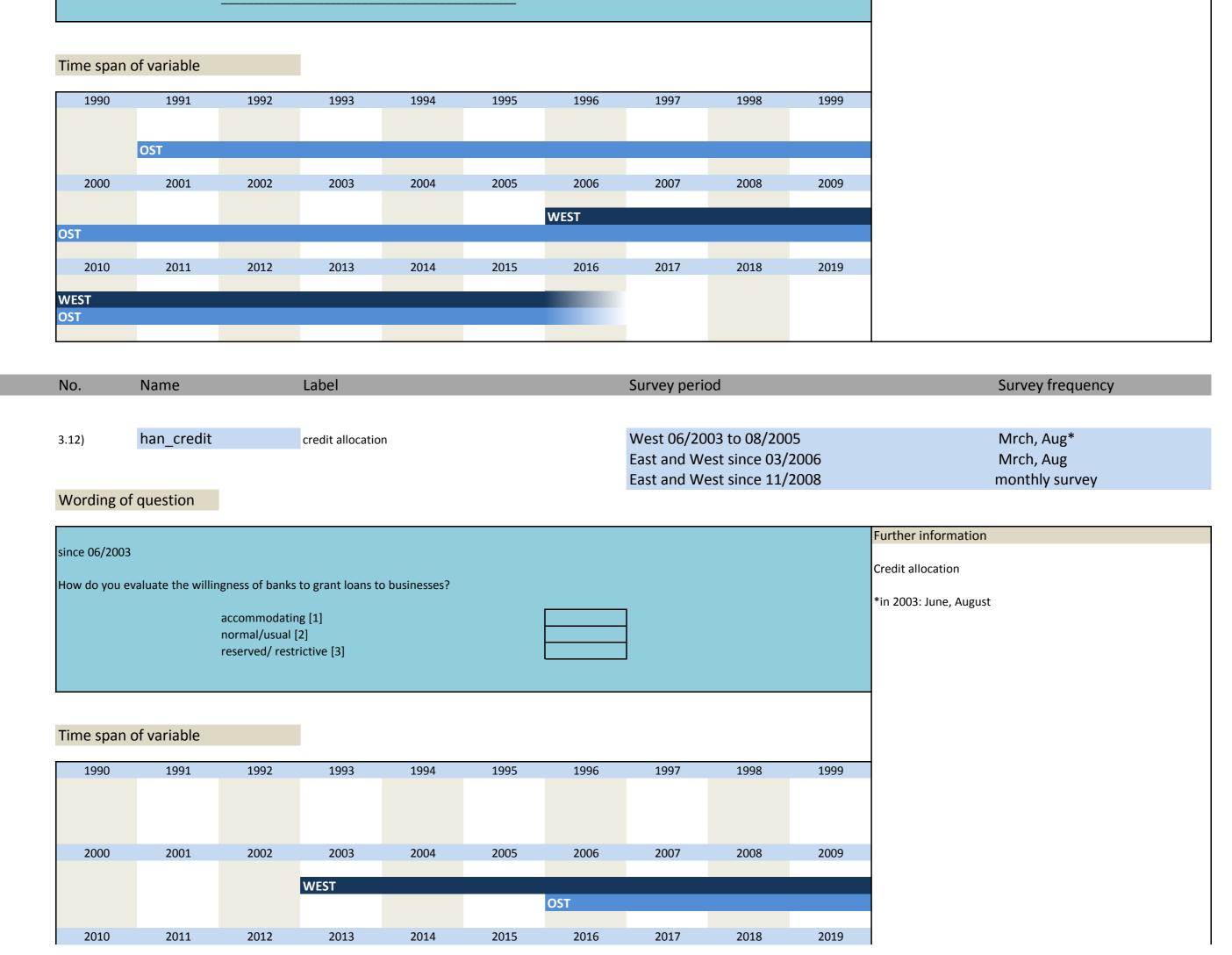
ur sales activity is cur If yes, I		nstrained.							
11 yes, 1									
	li	ack of manpov	ver [1]						
ime span of varia	able								
		1992	1993	1994	1995	1996	1997	1998	1999
	able	1992	1993	1994	1995	1996	1997	1998	1999
		1992	1993	1994	1995	1996	1997	1998	1999
1990 19 OST	991								
1990 19 OST		1992 2002	1993 2003	1994 2004	2005	2006	1997 2007	1998 2008	1999 2009
1990 19 OST 2000 20	991				2005				
1990 19 OST 2000 20 ST	991				2005	2006			

No.	Name	Label	Survey period	Survey frequency
3.8)	han_sclack	lack of spacial capacity	East 01/1991 to 01/2006	monthly survey
			East and West since 04/2006	Jan, Apr, Jul, Oct
Wordi	ng of question			
				Further information
since 01	/1991			
Our sale	s activity is currently constrain	ed		Lack of suitable premises
	If yes, by			
	La La C		 -	No inquiry in May 1992
	Iack of s	suitable premises [1]		
				-
Time s	pan of variable			

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

No.	Name		Label				Survey perio	bd		Survey frequency
3.9)	han_equip		equipment				East 01/199	1 to 01/200	5	monthly survey
			-				East and We	est since 04/	2006	Jan, Apr, Jul, Oct
Wording of	question									
since 01/1991										Further information
										Insufficient equipment
Our sales activ	vity is currently c If yes, by	onstrained.								No inquiry in May 1992
		incufficient equ	nmont			[	1			
		insufficient equ vehicles, etc. [1					J			
		venicies, etc. [1	•							
			-							
			-							-
Timo span		venicies, etc. [1	-							
Time span		venicies, etc. [1								
Time span		1992	1993	1994	1995	1996	1997	1998	1999	
	of variable 1991			1994	1995	1996	1997	1998	1999	
	of variable			1994	1995	1996	1997	1998	1999	
	of variable 1991			1994	1995 2005	1996	1997 2007	1998	1999 2009	
1990	of variable 1991 OST	1992	1993			2006				
1990	of variable 1991 OST	1992	1993							
1990 2000	of variable 1991 OST	1992	1993			2006				
1990 2000 OST	of variable 1991 OST 2001	1992	1993	2004	2005	2006 WEST	2007	2008	2009	





WEST		
OST		

No.	Name	Label	Survey period	Survey frequency
3.13)	han_fairxh	exhibitor at an international specialized fair	East and West since 06/2012	irregularly, Jun
Wording	of question			
				Further information
06/2012				
ls your com	pany represented as an exh	ibitor at an international specialized fair?		Exhibitor at an international specialized fair
	yes [1]	no [2]		
Time spa	n of variable			
2010	2011 201	2 2013 2014 2015 2016	2017 2018 2019	
2010				
	WEST OST			
No.	Name	Label	Survey period	Survey frequency
		a deibita est en international en acializad fais in Company		
3.14)	han_fairxh_g	exhibitor at an international specialized fair in Germany	East and West since 06/2012	irregularly, Jun
<b>A</b> /	- <b>f</b>			
Wording	of question			
06/2012				Further information
06/2012				Exhibitor at an international specialized fair in Germany
Is your com	apny represented as an exh	ibitor at an international specialzed fair?		
[]				
<b>f yes</b> , at int	ernational specialized fairs			

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST			_					
		OST								
No.	Name		Label				Survey perio	od		Survey frequency
3.15)	han_fairxh	_e	exhibitor at an European cour		pecialized fair ir	n a foreign	East and We	est since 06,	/2012	irregularly, Jun
Wording	of question									
06/2012										Further information
06/2012										Exhibitor at an international specialized fair in a fore
	apny represented	as an exhibitor	at an internatior	al specialzed fa	ir?					
	apny represented	as an exhibitor	at an internatior	al specialzed fa	iir?					Exhibitor at an international specialized fair in a fore
ls your coma []	apny represented ernational special		at an internatior	al specialzed fa	iir?					Exhibitor at an international specialized fair in a fore
ls your coma []	ernational special			al specialzed fa	iir?	]				Exhibitor at an international specialized fair in a fore
ls your coma []	ernational special	ized fairs		al specialzed fa	iir?	]				Exhibitor at an international specialized fair in a fore
Is your coma [] If yes, at inte	ernational special	ized fairs		al specialzed fa	iir?	]				Exhibitor at an international specialized fair in a fore
Is your coma [] If yes, at inte	ernational special - in a foreign	ized fairs		al specialzed fa	air?	2016	2017	2018	2019	Exhibitor at an international specialized fair in a fore

- in Germany [1]

No.	Name	Label	Survey period	Survey frequency
3.16)	han_fairxh_ne	exhibitor at an international specialized fair in a country	East and West since 06/2012	irregularly, Jun
		outside Europe		
Monding	of avaation			
wording	of question			
				Further information
06/2012				
ls vour com	appy represented as an exhi	ibitor at an international specialzed fair?		Exhibitor at an international specialized fair in a country outside of Europe
[]				

lf yes, at interna		ized fairs outside of Europ	e [1]						
Time span o									
2010	2011	2012 WEST OST	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label		Survey perio	d		Survey frequency
3.17)	han_fairxhexp	exhibitor at an international specialized far years	ir during next 2-3	East and We	st 06/2012		once
Wording o	f question						
06/2012 Is your compa	any going to be represented as yes [1]	an Exhibitor at an international specialized f	air during the next	2-3 years?			Further information Exhibitor at an international specialized fair during the next 2-3 years
Time span	of variable						
2010	2011 2012 WEST OST	2013 2014 2015	2016	2017	2018	2019	
No.	Name	Label		Survey perio	d		Survey frequency

3.18)han\_fairxhexp\_g<br/>during next 2-3 yearsexhibitor at an international specialized fair in Germany<br/>during next 2-3 yearsEast and West 06/2012once

										Further information
06/2012										
ls your compa	iny going to be	represented as an	Exhibitor at an international specialized fair in Germany during the next 2-3 years							
[]										
If yes, at inter	national special	lized fairs								
	- in Germany	[1]								-
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
		WEST OST								

No.	Name	Label	Survey frequency			
3.19)	han_fairxhexp_e	exhibitor at an international s	once			
		European country during next				
Wording	of question					
06/2012						Further information
06/2012						Exhibitor at an international specialized fair in a foreign
ls your com	pany going to be represented	as an Exhibitor at an international s	pecialized fair during the nex	t 2-3 years?		European country during the next 2-3 years
[]						
If yes, at int	ernational specialized fairs					
	- in a foreign European co	untry [1]				
Time spa	n of variable					
2010	2011 2012	2013 2014	2015 2016	2017	2018 2019	
	WEST					
	OST					

No.	Namo	Label	Survey period	Survey frequency
NO.	Name	Label	Sulvey period	Survey nequency

3.20) han\_fairxhexp\_ne

exhibitor at an international specialized fair in a country outside Europe during next 2-3 years

East and West 06/2012

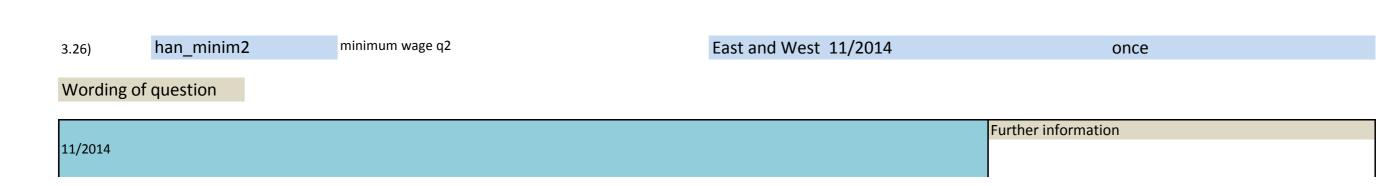
once

	06/2012										Further information
		ny going to be	represented as ar	n Exhibitor at an	international s	pecialized fair d	luring the next 2	2-3 years?			Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years
	[]										
	f yes, at interr	national special	ized fairs								
		- in a country	outside of Europ	e [1]			]				
-											
	Time span o	of variable									
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST OST								

No.	Name	Label			S	Survey perio	bd		Survey frequency
3.21)	han_flight_ge	r Importance	e of flight connections i	n Germany	E	East and We	est 03/2013		once
Wording	of question								
03/2013									Further information
									Importance of flight connections in Germany
How importa	ant for your company	is a flight connection in							
Germany									
		ery important [1] nportant [2]							
	le	ss important [3]							
	ur	nimportant [4]							
Time spar	n of variable								
2010	2011	2012 2013	2014	2015	2016	2017	2018	2019	
		WEST							
		TIO							
		OST							
		031							
No	Name				c	Survey peric	od		Survey frequency
No.	Name	Label			S	Survey peric	od		Survey frequency
		Label	e of flight connections i	n Europe					Survey frequency once
3.22)	han_flight_eu	Label	e of flight connections i	n Europe			od est 03/2013		
3.22)		Label	e of flight connections i	n Europe					once
3.22) Wording o	han_flight_eu	Label	e of flight connections i	n Europe					
3.22) Wording o 03/2013	han_flight_eu of question	r Importance		n Europe					once
3.22) Wording o 03/2013	han_flight_eu of question	Label		n Europe					Once Further information
3.22) Wording o 03/2013	han_flight_eu of question ant for your company	r Importance		n Europe					Once Further information
3.22) Wording of 03/2013 How importa	han_flight_eu of question ant for your company ve	r Importance r is a flight connection in ry important [1]		n Europe					ONCE Further information
3.22) Wording of 03/2013 How importa	han_flight_eu of question ant for your company ve im le:	r Importance r is a flight connection in ry important [1] portant [2] ss important [3]		n Europe					Once Further information
3.22) Wording of 03/2013 How importa	han_flight_eu of question ant for your company ve im le:	r Importance r is a flight connection in ry important [1] portant [2]		n Europe					Once Further information
3.22) Wording of 03/2013 How importa	han_flight_eu of question ant for your company ve im le:	r Importance r is a flight connection in ry important [1] portant [2] ss important [3]		n Europe					Once Further information
3.22) Wording of 03/2013 How importa Europe	han_flight_eu of question ant for your company ve im le:	r Importance r is a flight connection in ry important [1] portant [2] ss important [3]		n Europe					Once Further information
3.22) Wording of 03/2013 How importa Europe	han_flight_eu of question ant for your company ve im le: ur	r Importance r is a flight connection in ry important [1] portant [2] ss important [3]		n Europe				2019	Once Further information
3.22) Wording of 03/2013 How importa Europe	han_flight_eu of question ant for your company ve im les ur	r Importance r is a flight connection in ry important [1] portant [2] ss important [3] himportant [4] 2012 2013			E	East and We	est 03/2013		ONCE Further information
3.22) Wording of 03/2013 How importa Europe	han_flight_eu of question ant for your company ve im les ur	r Importance r is a flight connection in ery important [1] hportant [2] ss important [3] himportant [4]			E	East and We	est 03/2013		ONCE Further information

No.	Name	Label	Survey period	Survey frequency
3.23)	han_flight_world	Importance of flight connections worldwide	East and West 03/2013	once
Wording	of question			
				Further information
03/2013				Importance of flight connections worldwide
How import	ant for your company is a flight	connection in		importance of hight connections workwide
worldwide				
	very import important [2			

		less importan unimportant			[					
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			WEST OST							
No.	Name		Label				Survey perio	od		Survey frequency
3.24)	han_fambu	S	family busines	S			East and We	est 02/2014		once
Wording of	f question									
02/2014										Further Information
D) For researc										
	on yourself as a fair of a company whose			nately by one or	more families th	nat are connec	cted)			
		yes[1]		no[2]						
Time	of unitable									
Time span	of variable	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1999	1004	1999	1990	1991	1990	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2008	2003	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2015	WEST	2015	2010	2017	2018	2019	
				EAST						
No.	Name		Label				Survey perio	od		Survey frequency
3.25)	han_minim	1	minimum wag	e a1			East and We	ost 11/2014		once
Wording of				- 1-				.50 11/2014		Unce
										Further information
11/2014	the general min	imum wage n	olicy will be impl	emented						Further information
11/2014 1. 01/01/2015	5 the general min pany affected by		olicy will be impl	emented.						Further information
11/2014 1. 01/01/2015	pany affected by		olicy will be impl	emented. ]no[2]						Further information
11/2014 1. 01/01/2015 Is your comp	pany affected by	this?	olicy will be impl	_						Further information
11/2014 1. 01/01/2015 Is your comp	of variable	this? ]yes[1]		]no[2]						Further information
11/2014 1. 01/01/2015 Is your comp	pany affected by	this?	olicy will be impl	_	1985	1986	1987	1988	1989	Further information
11/2014 1. 01/01/2015 Is your comp Time span 1980	of variable	this? ]yes[1] 1982	1983	]no[2] 1984						Further information
11/2014 1. 01/01/2015 Is your comp	of variable	this? ]yes[1]		]no[2]	1985	1986	1987	1988	1989	Further information
11/2014 1. 01/01/2015 Is your comp Time span 1980	of variable	this? ]yes[1] 1982 1992	1983	]no[2] 1984 1994	1995	1996	1997		1999	Further information
11/2014 1. 01/01/2015 Is your comp Time span 1980	of variable	this? ]yes[1] 1982	1983	]no[2] 1984						Further information
11/2014 1. 01/01/2015 Is your comp 1980 1990 2000	pany affected by of variable 1981 1991 2001	this? ]yes[1] 1982 1992 2002	 1983  1993  2003	]no[2] 1984 1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Further information
11/2014 1. 01/01/2015 Is your comp Time span 1980 1990	pany affected by of variable 1981 1991	this? ]yes[1] 1982 1992	1983	]no[2] 1984 1994 2004 2014	1995	1996	1997	1998	1999	Further information
11/2014 1. 01/01/2015 Is your comp 1980 1990 2000	pany affected by of variable 1981 1991 2001	this? ]yes[1] 1982 1992 2002	 1983  1993  2003	]no[2] 1984 1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Further information



		yes		no						
A A CIL				-						
es: with v	which measures	will you likely re	eact to the min	Imum wage?						
		[1] No measure	s neccessary o	scheduled						
0 6020 6	fvariable									
	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990 2000	1991 2001	1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	

No.	Name	Label	Survey period	Survey frequency
3.27)	han_minim3	minimum wage q3	East and West 11/2014	once
Wording	of question			
11/2014			Fu	irther information
11/2014				
		e policy will be implemented.		
is your com	pany affected by this?			
	yes	no		
2. If yes: W	ith which measures will you	likely react to the minimum wage?		

			1							
ne span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2000	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST						
				EAST						

No.	Name	Label	Survey period	Survey frequency
3.28)	han_minim4	minimum wage q4	East and West 11/2014	once
Wording	of question			
11/2014				Further information
01/01/2015	the general minimum wage pol	icy will be implemented		
	the general minimum wage pol pany affected by this?	icy will be implemented.		
	yes	no		
2. If yes: Wit	h which measures will you likel	y react to the minimum wage?		
	[1] reduction	n of working hours		
_				
Time spar	n of variable			

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

No.	Name	Label	Survey period	Survey frequency
3.29)	han_minim5	minimum wage q5	East and West 11/2014	once
Wording	of question			

										Further information
11/2014										
	e general minim		will be implem	ented.						
ls your compar	ny affected by th	IS ?								
		yes		no						
2. If yes: With	which measures	will you likely re	eact to the mini	mum wage?						
		le								
		[1] increase in p	orices							
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					

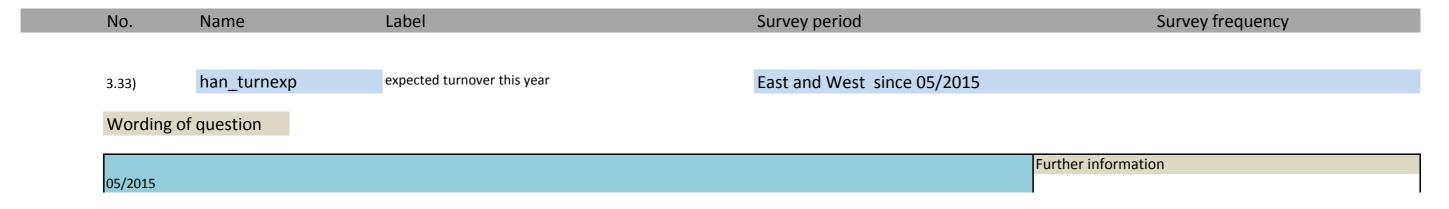
	Name		Label				Survey perio	bd		Survey frequency
3.30)	han_minim6	5	minimum wage	e q6			East and We	est 11/2014		once
Wording of	question									
J	•									Further information
11/2014										
01/01/2015 th	e general minim	um wage policy	will be impleme	ented.						
Is your compa	ny affected by th	is?								
		yes		no						
2. If yes: With	which measures	will you likely re	eact to the mini	mum wage?						
		[1] reduction of	investment							
		[1] reduction of	investment							
Time span		[1] reduction of	investment							
Time span	of variable			1084	1095	1096	1097	1022	1020	
Time span of 1980		[1] reduction of	investment	1984	1985	1986	1987	1988	1989	
	of variable			1984	1985	1986	1987	1988	1989	
1980	of variable 1981	1982	1983							
	of variable			1984	1985	1986	1987 1997	1988	1989	
1980	of variable 1981	1982	1983							
1980	of variable 1981	1982	1983							
1980	of variable 1981	1982	1983							
1980 1990	of variable 1981 1991	1982	1983 1993	1994	1995	1996	1997	1998	1999	

WEST		
EAST		

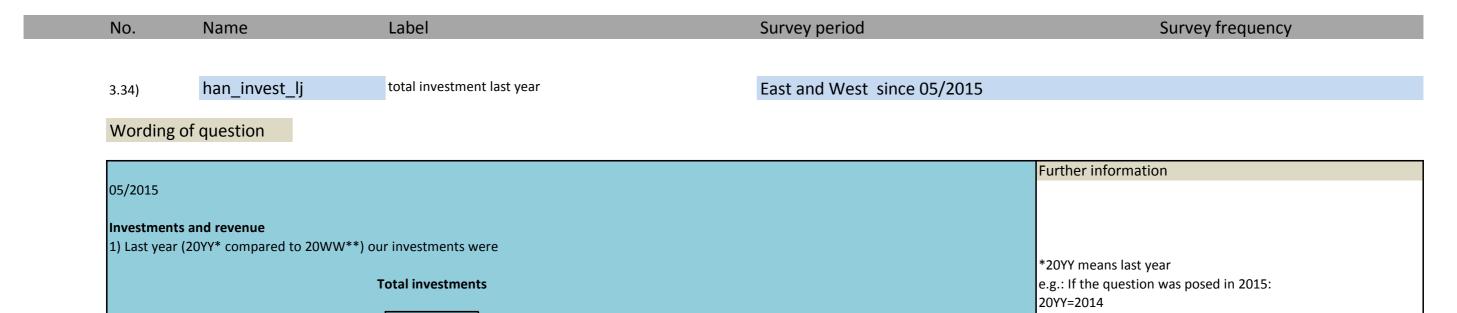
	Name		Label				Survey perio	bd		Survey frequency
3.31)	han_minim7	7	minimum wage	e q7			East and We	est 11/2014		once
Wording of	fquestion									
11/2014										Further information
	ne general minim	um wage policy	will be implem	ented.						
	iny affected by th									
		luoc		1-0						
2 16		yes		no						
2. If yes: with	which measures	will you likely r	eact to the min	imum wage?						
		[1] reduction o	f special payme	nts						
		[1] reduction o	f special payme	nts						
Time span		[1] reduction o	f special payme	nts						
	of variable									
Time span 1980		[1] reduction o	f special payme	nts 1984	1985	1986	1987	1988	1989	
	of variable				1985	1986	1987	1988	1989	
1980	of variable	1982	1983	1984						
	of variable				1985	1986	1987 1997	1988	1989	
1980	of variable	1982	1983	1984						
1980	of variable	1982	1983	1984						
1980 1990	of variable 1981 1991	1982	1983	1984	1995	1996	1997	1998	1999	
1980 1990	of variable 1981 1991	1982	1983	1984	1995	1996	1997	1998	1999	
1980 1990	of variable 1981 1991	1982	1983	1984	1995	1996	1997	1998	1999	

N L .	NI STATE			
NO.			SURVAV barlod	Survey frequency
INU.	INALLIC	Lanci	JUIVEV DELIUU	JUIVEVILEUUEIILV

2)	han_minima	8	minimum wage	e q8			East and We	est 11/2014		once
ording of	question									
										Further information
/2014										
	e general minim ny affected by th		will be implem	ented.						
your compar	ny anected by ti	1151								
		yes		no						
If yes: With	which measures	will you likely r	eact to the mini	mum wage?						
		[1] other								
me 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	2014	2012	2042	2014	2045	2016	2017	2010	2010	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST						
				EAST						



	increase [1]	[	]						
		ſ							
	not change [2]	l							
	decrease [3]	[							
me span o	f variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	2001	2002	2003	2004	2005	2006	2007	2008	2009
2000	2001		2000	2001	2005	2000	2007	2000	2003
2000	2001								
2000	2001								
			2012	2014	2045	2046	2017	2040	2010
2000 2010	2001	2012	2013	2014	2015	2016	2017	2018	2019
			2013		2015 WEST EAST	2016	2017	2018	2019



	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
No.	Name	-	Label	-		-	Survey perio	od		Survey frequency
3.35)	han_invcon_	lj	investment in c	construction las	st year		East and We	est since 05	/2015	
Wording o	fquestion									
05 /2045										Further information
05/2015	and revenue	o 20WW**) o	ur investments w	ere						*20YY means last year
Investments	20YY* compared to									e.g.: If the question was posed in 2015: 20YY=2014
Investments			Total investment ereof in: construc							2011=2014

ime span c	of variable		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	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
No.	Name		Label				Survey perio	od		Survey frequency
NU.	Name		Label				Survey perio	Ju		Survey nequency
3.36)	han_inveq_	lj	investment in e	quipment last y	/ear		East and We	est since 05/	/2015	
3.36) Wording of		lj	investment in e	equipment last y	/ear		East and We	est since 05/	/2015	
Wording of		lj	investment in e	equipment last y	/ear		East and We	est since 05/	/2015	Further information
Wording of 05/2015 nvestments a	f question	:o 20WW**) ou <b>1</b>	investment in e ur investments we Fotal investments ereof in: equipme	ere :s,	/ear		East and We	est since 05/	/2015	Further information *20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
Wording of 05/2015 <b>nvestments a</b> 1) Last year (20	f question and revenue OYY* compared t increased [1]	:o 20WW**) ou T the	ur investments we Fotal investment: ereof in: equipme	ere :s,	/ear		East and We	est since 05/	/2015	*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago
Nording of 05/2015 nvestments an .) Last year (20	f question and revenue OYY* compared t increased [1] not changed [2]	:o 20WW**) ou T the	ur investments we Fotal investments ereof in: equipme	ere :s,	/ear		East and We	est since 05/	/2015	*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
Wording of 05/2015 <b>nvestments a</b> 1) Last year (20	f question and revenue OYY* compared t increased [1]	:o 20WW**) ou T the	ur investments we Fotal investment: ereof in: equipme	ere :s,	/ear		East and We	est since 05/	/2015	*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago e.g.: If the question was posed in 2015:
Wording of 05/2015 <b>nvestments a</b> 1) Last year (20	f question and revenue OYY* compared t increased [1] not changed [2]	:o 20WW**) ou T the	ur investments we Fotal investments ereof in: equipme	ere :s,	/ear		East and We	est since 05/	/2015	*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago e.g.: If the question was posed in 2015:
Nording of 05/2015 <b>nvestments a</b> .) Last year (20	f question and revenue OYY* compared t increased [1] not changed [2] decreased [3]	:o 20WW**) ou T the	ur investments we Fotal investments ereof in: equipme	ere :s,	/ear	1986	East and We	est since 05/	/2015	*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago e.g.: If the question was posed in 2015:

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

No.	Name		Label				Survey perio	bc		Survey frequency
			_							
3.37)	han_invest_c	lj	total investmen	it this year			East and We	est since 05,	/2015	
Wording	of question									
										Further information
05/2015										
	s and revenue rrent year (20XX* cor	mpared to 20	(Y**) our investr	nents will likely						
2) in the out			, our moest							*20XX means current year
		T	otal investment	s						e.g.: If the question was posed in 2015: 20XX=2015
	increase [1]									2088=2015
	not change [2]									**20YY means last year
										e.g.: If the question was posed in 2015:
	decrease [3]									20YY=2014
										]
Time spar	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1980 1990	1981	1982 1992	1983 1993	1984 1994	1985 1995	1986 1996	1987 1997	1988	1989 1999	

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

No.	Name		Label				Survey perio			Survey frequency
3.38)	han_invcon_	_dj	investment in o	construction th	iis year		East and We	est since 05	5/2015	
Wording of	of question									
05/2015										Further information
Investments	and revenue		N0/##1							
1) In the curi	rent year (20XX* co		YYY**) our invest Total investmen		iy					*20XX means current year e.g.: If the question was posed in 2015:
			ereof in: constru							20XX=2015
	increase [1] not change [2]			]						**20YY means last year e.g.: If the question was posed in 2015:
	decrease [3]			]						20YY=2014
	n 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	
							2017	2018	2019	
2010	2011	2012	2013	2014	2015	2016	2017	2018		
2010	2011	2012	2013	2014	2015 WEST EAST	2016	2017	2018		
		2012		2014	WEST	2016				
2010 No.	2011 Name	2012	2013 Label	2014	WEST	2016	Survey perio			Survey frequency
No. 3.39)	Name han_inveq_o				WEST EAST	2016		od		Survey frequency
No. 3.39)	Name		Label		WEST EAST	2016	Survey perio	od		
No. 3.39)	Name han_inveq_o		Label		WEST EAST	2016	Survey perio	od		Survey frequency Further information
No. 3.39) Wording of 05/2015 Investments	Name han_inveq_o	dj	Label investment in e	equipment this	WEST EAST	2016	Survey perio	od		Further information
No. 3.39) Wording of 05/2015 Investments	Name han_inveq_o of question	dj ompared to 20	Label investment in e	equipment this ments will likel <b>ts,</b>	WEST EAST	2016	Survey perio	od		
No. 3.39) Wording of 05/2015 Investments	Name han_inveq_o of question	dj ompared to 20	Label investment in o	equipment this ments will likel <b>ts,</b>	WEST EAST	2016	Survey perio	od		Further information *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
No. 3.39) Wording of 05/2015 Investments	Name han_inveq_d of question	dj ompared to 20	Label investment in o	equipment this ments will likel <b>ts,</b>	WEST EAST	2016	Survey perio	od		Further information *20XX means current year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments	Name Name han_inveq_d f question and revenue rent year (20XX* co	dj ompared to 20	Label investment in o	equipment this ments will likel <b>ts,</b>	WEST EAST	2016	Survey perio	od		Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments 1) In the curr	Name Name han_inveq_d han_inveq_d f question and revenue rent year (20XX* cd increase [1] not change [2] decrease [3]	dj ompared to 20	Label investment in o	equipment this ments will likel <b>ts,</b>	WEST EAST	2016	Survey perio	od		Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments 1) In the curr	Name Name han_inveq_d han_inveq_d han_inveq_d han_inveq_d increase [1] not change [2]	dj ompared to 20	Label investment in o	equipment this ments will likel <b>ts,</b>	WEST EAST	2016	Survey perio	od		Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments 1) In the currents 1) In the currents Time spare	Name Name han_inveq_d han_inveq_d f question and revenue rent year (20XX* cd increase [1] not change [2] decrease [3] an of variable	dj ompared to 20 th	Label investment in o	equipment this ments will like ts, hent ] ]	west EAST		Survey perior	od est since 05	5/2015	Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments 1) In the currents 1) In the currents Time spare	Name Name han_inveq_d han_inveq_d f question and revenue rent year (20XX* cd increase [1] not change [2] decrease [3] an of variable	dj ompared to 20 th	Label investment in o	equipment this ments will like ts, hent ] ]	west EAST		Survey perior	od est since 05	5/2015	Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments 1) In the currents 1) In the currents	Name Name han_inveq_o of question and revenue rent year (20XX* co increase [1] not change [2] decrease [3] of variable	dj ompared to 20 th	Label investment in of PYY**) our invest Total investment ereof in: equipm	equipment this ments will like ts, hent ] ] ] 1984	WEST EAST	1986	Survey perior	od est since 05	5/2015	Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No. 3.39) Wording of 05/2015 Investments 1) In the currents 1) In the currents	Name Name han_inveq_o of question and revenue rent year (20XX* co increase [1] not change [2] decrease [3] of variable	dj ompared to 20 th	Label investment in of PYY**) our invest Total investment ereof in: equipm	equipment this ments will like ts, hent ] ] ] 1984	WEST EAST	1986	Survey perior	od est since 05	5/2015	Further information *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
No.         3.39)         Wording of         05/2015         Investments         1) In the curr         Time span         1980         1990	Name Name han_inveq_d of question increase [1] not change [2] decrease [3] of variable 1981	dj ompared to 20 th 1982	Label investment in of ovyv**) our invest Total investment ereof in: equipm [	equipment this ments will like ts, hent ] ] ] 1984 1994	WEST EAST	1986	Survey perior East and We 1987	od est since 05	5/2015	Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:
No.         3.39)         Wording of         05/2015         Investments         1) In the curr         Time span         1980         1990	Name Name han_inveq_d of question increase [1] not change [2] decrease [3] of variable 1981	dj ompared to 20 th 1982	Label investment in of ovyv**) our invest Total investment ereof in: equipm [	equipment this ments will like ts, hent ] ] ] 1984 1994	WEST EAST	1986	Survey perior East and We 1987	od est since 05	5/2015	Further information  *20XX means current year e.g.: If the question was posed in 2015: 20XX=2015  **20YY means last year e.g.: If the question was posed in 2015:

No	Mamo	Labol	Survey pariod	Survey frequency
No.	Name	Laber	Survey period	Survey frequency

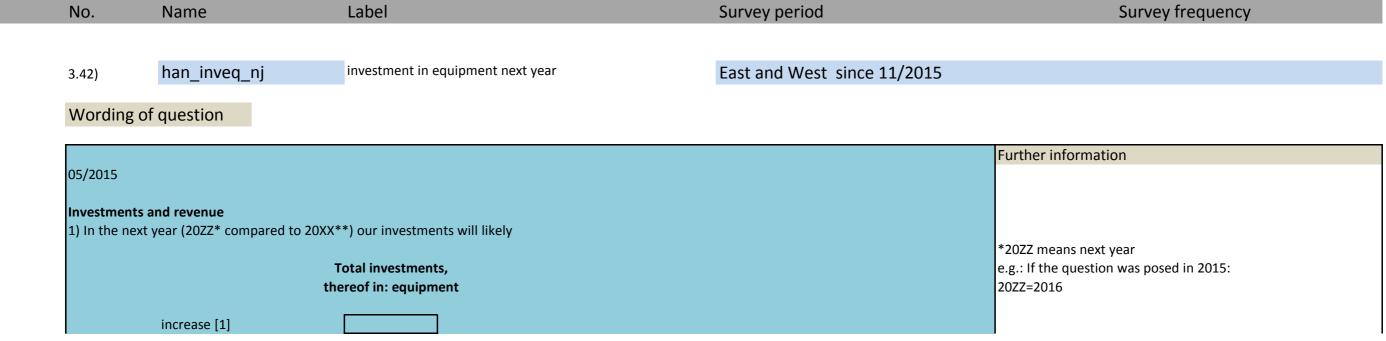
## 3.40) han\_invest\_nj total investment next year

East and West since 11/2015

11/2015										Further information
Investments a 1) In the next y	<b>nd revenue</b> year (20ZZ* comp	bared to 20XX*	*) our investmer	nts will likely						*20ZZ means next year e.g.: If the question was posed in 2015:
		т	20ZZ=2016							
	increase [1]									**20VV means surrent year
	not change [2]									**20XX means current year e.g.: If the question was posed in 2015:
	decrease [3]									20XX=2015
Fime span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000		2002			2000					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					

No.	Name	Label	Survey period	Survey frequency
3.41)	han_invcon_nj	investment in construction next year	East and West since 11/2015	
Wording	of question			
				Further information
05/2015				

			otal investment reof in: construc							*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1] not change [2] decrease [3]									**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
Гіme spar	n of variable		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	
2010	2011	2012	2013	2014	2015 WEST	2016	2017	2018	2019	



	not change [2] decrease [3]									**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
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					

Wording of que	n_ref1 estion u assess the potential of	refugees questio		n the following p	oositions?	East and We	est 10/2015		Once Further Information
Wording of que	estion			n the following p	oositions?	East and We	est 10/2015		
10/2015		f asylum seekers to b	be employed ir	n the following p	oositions?				Further Information
10/2015		f asylum seekers to b	be employed ir	n the following p	oositions?				Further Information
	u assess the potential of	f asylum seekers to b	be employed ir	n the following p	oositions?				Further Information
	u assess the potential of	f asylum seekers to b	be employed ir	n the following p	oositions?				
1. How large do you	u assess the potential of	f asylum seekers to b	be employed ir	n the following p	ositions?				
		[1] small		[2] large					
				[2] 10180					
trair	inees								
									-
Time span of va	ariable								
1980	1981 1982	1983	1984	1985	1986	1987	1988	1989	1

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
3.44)	han_ref2		refugees questi	on 2			East and We	st 10/2015		once
Wording of	fquestion									
10/2015										Further Information
	do you assess the	potential of as	ylum seekers to	be employed in	the following po	ositions?				
			[1] small		[2] large					
	unskilled aid wo	orkers								
Time span	of variable		I							
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	l

WEST	
EAST	

No.	Name		Label				Survey perio	od		Survey frequency
3.45)	han_ref3		refugees quest	ion 3			East and We	est 10/2015		once
Wording of	fquestion									
10/2015										Further Information
	lo you assess the	potential of as	vlum seekers to	be emploved i	in the following r	oositions?				
	,		[1] small		[2] large					
	skilled workers					]				
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	
	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010										
2010					WEST EAST					

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

ding positions		ylum seekers to b [1] small	e employed i	n the following po [2] large	ositions?					
		[1] small		[2] large						
ariable										
ariable										
1981	1982	1983	1984	1985	1986	1987	1988	1989		
1991	1992	1993	1994	1995	1996	1997	1998	1999		
2001	2002	2003	2004	2005	2006	2007	2008	2009		
2011	2012	2013	2014	2015	2016	2017	2018	2019		
				WEST						
	1981 / / / / / / / / / / / / / / / / / / /	1991 1992 2001 2002	1981       1982       1983         1991       1992       1993         1991       1992       1993         2001       2002       2003	1981       1982       1983       1984         1991       1992       1993       1994         2001       2002       2003       2004	1981       1982       1983       1984       1985         1991       1992       1993       1994       1995         2001       2002       2003       2004       2005         2011       2012       2013       2014       2015	1981       1982       1983       1984       1985       1986         1991       1992       1993       1994       1995       1996         2001       2002       2003       2004       2005       2006         2011       2012       2013       2014       2015       2016	1981       1982       1983       1984       1985       1986       1987         1991       1992       1993       1994       1995       1996       1997         2001       2002       2003       2004       2005       2006       2007         2011       2012       2013       2014       2015       2016       2017	1981       1982       1983       1984       1985       1986       1987       1988         1991       1992       1993       1994       1995       1996       1997       1998         2001       2002       2003       2004       2005       2006       2007       2008         2011       2012       2013       2014       2015       2016       2017       2018	1981       1982       1983       1984       1985       1986       1987       1988       1989         1991       1992       1993       1994       1995       1996       1997       1998       1999         2001       2002       2003       2004       2005       2006       2007       2008       2009         2011       2012       2013       2014       2015       2016       2017       2018       2019	1981       1982       1983       1984       1985       1986       1987       1988       1989         1991       1992       1993       1994       1995       1996       1997       1998       1999         2001       2002       2003       2004       2005       2006       2007       2008       2009         2011       2012       2013       2014       2015       2016       2017       2018       2019

No.	Name	Label		Survey period	Survey frequency
3.47)	han_ref5	refugees question 5		East and West 10/2015	once
Wording	of question				
					Further Information
10/2015					
1. How larg	e do you assess the potential of	asylum seekers to be employed	in the following positions?		
		[1] small	[2] large		
	other positions				
Time spa	n of variable				

ſ	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
	1980	1901	1902	1963	1304	1365	1980	1907	1900	1969
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
	2010	2011	2012	2013	2014	2015 WEST EAST	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.48)	han_ref6	refugees question 6	East and West 10/2015	once
	<b>c</b>			

										Further Information
10/2015										
2. how much o	of an obstacle to e	employing asylu	um seekers do y	ou consider the	following facto	rs to be in your	branch:			
			[1] little		[2] much					
	labor law-relate	d provisions								
ime span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2005	2004	2005	2000	2007	2000	2005	

			2003		2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
No.	Name		Label				Survey perio	bd		Survey frequency
				•						
3.49)	han_ref7		refugees quest	cion /			East and We	est 10/2015		once
Wording o	f question									
										Further Information
10/2015										
	of an obstacle to	emploving asvl	um seekers do y	ou consider the	e following facto	ors to be in your	r branch:			
2. how much										
2. how much				[1] little		[2] much				
2. how much				[1] little	1	[2] much	1			
2. how much	unfit level of qu			[1] little	]	[2] much	]			
	unfit level of qu			[1] little	]	[2] much	]			_
				[1] little	]	[2] much	]			
	unfit level of qu			[1] little	1985	[2] much	1987	1988	1989	
Time span	unfit level of qu of variable	ualification			]		1987	1988	1989	
Time span	unfit level of qu of variable	ualification			]		1987	1988	1989	
Time span	unfit level of qu of variable	ualification			]		1987	1988	1989	
Time span 1980	unfit level of qu of variable 1981	ualification 1982	1983	1984	1985	1986				
Time span 1980	unfit level of qu of variable 1981	ualification 1982	1983	1984	1985	1986				
Time span 1980	unfit level of qu of variable 1981	ualification 1982	1983	1984	1985	1986				
Time span 1980 1990	unfit level of qu of variable 1981 1991	ualification 1982 1992	1983	1984	1985	1986	1997	1998	1999	
Time span 1980 1990	unfit level of qu of variable 1981 1991	ualification 1982 1992	1983	1984	1985	1986	1997	1998	1999	
Time span 1980 1990	unfit level of qu of variable 1981 1991	ualification 1982 1992	1983	1984	1985	1986	1997	1998	1999	
Time span 1980 1990	unfit level of qu of variable 1981 1991 1991	ualification	1983 1993 2003	1984 1994 2004	] 1985 1995 2005	1986 1996 2006	1997 2007	1998 2008	1999 2009	

No.	Name	Label	Survey period	Survey frequency

3.50)	han_ref8	refugees question 8	East and West 10/2015	once
Wording of	question			

10/2015										Further Information
10/2015										
. how much of	an obstacle to	employing asyl	um seekers do yo	u consider th	e following facto	rs to be in your	branch:			
			[1] little		[2] much					
	minimum wage	!								
	_									
Fime span o	t 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	2012	2014	2015	2010	2017	2010	2010	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
					LAST					

No.	Name	Label		Survey period	Survey frequency
3.51)	han_ref9	refugees question 9		East and West 10/2015	once
Wording	of question				
					Further Information
10/2015					
10,2015					
	ch of an obstacle to emplo	ying asylum seekers do you cor	nsider the following factors to be in y	our branch:	

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

<b>N</b> 1	A 1					· ·			с (
No.	Name	Label				Survey perio	bd		Survey frequency
						-			
3.52)	han_minim_pos	ost1 affected	by minimum wage			East and We	est 03/2016		once
Wording	of question								
	·								Further information
03/2016									
,									
01.01.2015	the universal minimum	n wage was implemer	ited. Is your company	y affected by this	regulation?				
		[1] yes		[2] no					
Time spar	n of variable								
Time spar	n of variable								
Time spar		1982 198	3 1984	1985	1986	1987	1988	1989	
			3 1984		1986	1987	1988	1989	
			3 1984		1986	1987	1988	1989	
			3 1984		1986	1987	1988	1989	
	1981				1986	1987	1988	1989	

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

			Label				Survey perio	bd		Survey frequency
3.53)	han_minim	_post2	no minimum v	wage measures			East and We	est 03/2016		once
Wording	of question									
lf yes,	the universal minin ures did you utilize		s implemented. I none		affected by th	is regulation?				Further information
Time spar	n of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST EAST				
No.	Name		Label				Survey perio	od		Survey frequency
3.54)	han_minim	_post3	measures: em	ployee reduction	1		East and We	est 03/2016		once
	han_minim	_post3	measures: em	ployee reduction	1		East and We	est 03/2016		
Wording ( 03/2016 01.01.2015 t If yes,		mum wage was	s implemented. I	ls your company		is regulation?	East and We	est 03/2016		Once Further information
Wording ( 03/2016 01.01.2015 t If yes, What measu	of question the universal minin ures did you utilize	mum wage was	s implemented. I	ls your company	affected by th	is regulation?	East and We	est 03/2016		
Wording of 03/2016 01.01.2015 t If yes, What measu	of question the universal minin ures did you utilize	mum wage was ? employee red	s implemented. I	ls your company	affected by th					
Wording ( 03/2016 01.01.2015 t If yes, What measu	of question the universal minin ures did you utilize	mum wage was	s implemented. I	ls your company	affected by th	is regulation? 1986	East and We	est 03/2016	1989	
Wording of 03/2016 01.01.2015 t If yes, What measu Time span	of question the universal mininuures did you utilize n of variable 1981	mum wage was ? employee red 1982	s implemented. I	ls your company	affected by the	1986	1987	1988	1989	
Wording of 03/2016 01.01.2015 t If yes, What measu	of question the universal minin ures did you utilize	mum wage was ? employee red	s implemented. I	ls your company	affected by th					
Wording ( 03/2016 01.01.2015 t If yes, What measu 1980 1990	of question the universal mininuures did you utilize n of variable 1981 1991	mum wage was er? employee red 1982 1992	s implemented. I luction 1983 1993	ls your company	affected by the ][1] 1985	1986	1987	1988	1989	
Wording of 03/2016 01.01.2015 t If yes, What measu Time span	of question the universal mininuures did you utilize n of variable 1981	mum wage was ?? employee red 1982	s implemented. I	ls your company	affected by the	1986	1987	1988	1989	
Wording ( 03/2016 01.01.2015 t If yes, What measu 1980 1990	of question the universal mininuures did you utilize n of variable 1981 1991	mum wage was e? employee red 1982 1992	s implemented. I luction 1983 1993	ls your company	affected by the ][1] 1985	1986	1987	1988	1989	
Wording ( 03/2016 01.01.2015 t If yes, What measu 1980 1990	of question the universal mininuures did you utilize n of variable 1981 1991	mum wage was e? employee red 1982 1992	s implemented. I luction 1983 1993	ls your company	affected by the ][1] 1985	1986 1996 2006 2016	1987	1988	1989	
Wording ( 03/2016 01.01.2015 t If yes, What measu 1980 1990 2000	of question the universal minin ures did you utilize 1981 1991 2001	mum wage was er? employee red 1982 1992 2002	s implemented. I luction 1983 1993 2003	ls your company 1984 1994 2004	affected by thi ][1] 1985 1995 2005	1986 1996 1996 2006	1987 1997 2007	1988	1989 1999 2009	
Wording ( 03/2016 01.01.2015 t If yes, What measu 1980 1990 2000	of question the universal minin ures did you utilize  1981  1991  2001  2011  2011	mum wage was er? employee red 1982 1992 2002	s implemented. I luction 1983 1993 2003 2013	ls your company 1984 1994 2004	affected by thi ][1] 1985 1995 2005	1986 1996 1996 2006 2016 WEST	1987 1987 1997 2007 2017	1988 1998 2008 2018	1989 1999 2009	Further information
Wording ( 03/2016 01.01.2015 t If yes, What measu 1980 1990 2000	of question the universal minin ures did you utilize 1981 1991 2001	mum wage was ?? employee red 1982 1992 2002	s implemented. I luction 1983 1993 2003 2003 2013 Label	ls your company 1984 1994 2004	affected by thi ][1] 1985 2005 2015	1986 1996 1996 2006 2016 WEST	1987 1997 2007	1988 1998 2008 2018 2018	1989 1999 2009 2019	

03/2016 Further information

lf yes,	01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? <b>es,</b> at measures did you utilize?													
		working hour re	eduction		][1]									
Time span o	me span of variable													
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989					
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009					
2010	2011	2012	2013	2014	2015	2016 WEST EAST	2017	2018	2019					

No.	Name	Label				Survey perio	bd		Survey frequency
3.56)	han_minim_post5	measures: incr	eased prices			East and W	est 03/2016		once
Wording or	fauestion								
	question								
03/2016									Further information
01 01 2015 th	ie universal minimum wag	to was implemented 1	vour company	affected by this	regulation?				
lf yes,		se was implemented. Is		anected by this					
What measur	es did you utilize?								
	increase	ed prices		[1]					
Timo chan	of variable	_							
Time span									
1980	1981 198	82 1983	1984	1985	1986	1987	1988	1989	

19	990	1991	1992	1993	1994	1995	1996	1997	1998	1999
20	000	2001	2002	2003	2004	2005	2006	2007	2008	2009
20	010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST EAST			

N	lo.	Name	Label	Survey period	Survey frequency
3.5	.57)	han_minim_post6	measures: decreased investment	East and West 03/2016	once
W	Vording of	question			
					Further information

03/2016													
)1.01.2015 the <b>f yes,</b>	01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?												
Гіme span o	f variable												
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009				

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

No.	Name		Label				Survey period	od		Survey frequency
3.58)	han_minim_p	post7	measures: decreased special payments				East and Wo	est 03/2016		once
Wording o	f question									
03/2016										Further information
04 04 2015 th										
01.01.2015 tr If yes,	ne universal minimu	um wage was	implemented. Is	s your company	affected by thi	is regulation?				
	es did you utilize?									
	decresed special	payments			][1]					
					<b>_</b> • ·					
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

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

16										Further information
.2015 the	universal minim	num wage was i	mplemented. Is	your company	affected by th	is regulation?				
nere been	a change in em	ployment in you	ır company?							
	less minijobs		[		[1]					
e span o	f variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
	1301	1302	1300	100.	1900	1000	1907	1900	1909	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST EAST				

No.	Name	Label		Survey period	Survey frequency
3.60)	han_minim_post9	minijobs transformed into insu	rable employment	East and West 03/2016	once
Wording	of question				
03/2016					Further information
01.01.2015	the universal minimum wage was i	implemented. Is your company	affected by this regulation?		
Has there b	een a change in employment in you	ur company?			
	minijobs were transformed into employment	to insurable [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
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
2010	2011	2012	2013	2014	2015	WEST EAST	2017	2010	2015

No.	Name		Label				Survey perio	bd		Survey frequency
3.61)	han_minim_	_post10	new insurable e	employment			East and We	est 03/2016		once
Wording of	question									
<u> </u>	•									Further information
03/2016										Further information
01.01.2015 the	e universal minin	num wage was i	mplemented. Is	your company	affected by thi	is regulation?				
	n a change in em									
					l					
	new insurable e	employment wa	s generated	[1]						
										1
Timo chan c	fuariable									
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
3.62)	han_minim_post11	employment relationships did not change	East and West 03/2016	once
Wording	of question			
				Further information
03/2016				Further information
03/2010				
01.01.2015	the universal minimum wage wa	as implemented. Is your company affected by this regul	ation?	
	-			
Has there b	een a change in employment in	your company?		

	-		
Time s	nan of	varia	hlo
THILE 3	pari Ur	varia	DIE

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

	n_credityes estion	credit agreement signed		East and West 06/2016		once
Wording of que						onee
Wording of que	estion					
					Further inf	ormation
06/2016						
		nents with banks during the last 12 n lungation of a credit/ line of credit)	nonths?			
Yes:						
	[1] amount	and conditions as owneeted		7		
		and conditions as expected as expected, worse conditions		-		
		ns as expected, lower amount		-		
		nount and worse conditions than exp	pected			
	[4] lower an	nouncand worse conditions than exp				
	[4] lower an	fount and worse conditions than exp				
	[4] lower an					

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

#### 3.64) han\_creditno credit agreement not signed

East and West 06/2016

once

Further information

## Wording of question

#### 06/2016

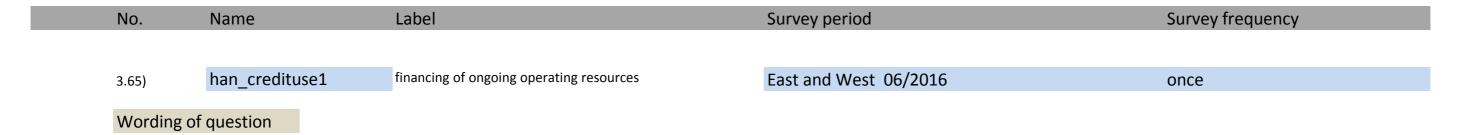
Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolungation of a credit/ line of credit)

Label

#### no, because:

[1] no need
[2] unacceptable terms
[3] denied by banks
[4] no realistic prospect of a credit

	Time span o	f variable								
ſ	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			



06/2016 What was the usage of your last negotiated credit? financing of ongoing operating resources [1]	
financing of ongoing operating resources [1]	
financing of ongoing operating resources [1]	
Time span of variable	
1980       1981       1982       1983       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	y frequency
han_credituse2financing of an investmentEast and West 06/2016once	
Wording of question	
Further information	
06/2016	
What was the usage of your last negotiated credit?	
financing of an investment [1]	

Time span of variable

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

	Name		Label				Survey perio	bc		Survey frequency
3.67)	han_creditu	ise3	other financing				East and We	ost 06/2016		once
3.07)	nan_create	1303						231 00/2010		once
Wording	of question									
										Further information
06/2016										
What was th	e usage of your la	st negotiated cre	edit?							
					1					
		others		[1]						
			<u> </u>		•					
										-
Time spar	ofvariable									
Time spar	of variable									
Time spar	n of variable 1981	1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982	1983	1984	1985	1986	1987	1988	1989	
		1982 1992	1983 1993	1984 1994	1985	1986 1996	1987 1997	1988	1989	
1980	1981									
1980	1981									
1980	1981									

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

		questions fo	•							
No.	Name			Label			Survey perio	od	Survey frequency	
4.1)	han_questp	ercansw11	% to statebus good				West 01/19	90 to 01/200	monthly survey	
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	-						-			Percentage of department stores that appraise the state of business <b>"good"</b> see
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2.1) statebus
WEST										
No.	Name			Label			Survey perio	od		Survey frequency
4.2)	han_questp	ercansw12		% to statebus s	satisfiable		West 01/19	90 to 01/200	6	monthly survey
Time span	n of variable									
1000	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
1990							-			Percentage of department stores that appraise the state of business "satisfiable"
WEST										
	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus

No.	Name	Label	Survey period	Survey frequency

4.3)	han_questp	ercansw13	% to statebus bad				West 01/1990 to 01/2006			monthly survey
Time spar	n of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that appraise the state of business <b>"bad</b> "
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
WEST										

No.	Name	Label	Survey period	Survey frequency

4.4)	han_questp	ercansw21		% to busvoly hi	gher		West 01/19	90 to 01/2006		monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is <b>"higher"</b> than last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.2) busvoly
WEST										

No.	Name			Label			Survey perio	bd		Survey frequency	
4.5)	han_questp	ercansw22		% to busvoly as	s high as last year		West 01/19	90 to 01/200	)6	monthly survey	
Time span	of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	-						-			Percentage of department stores whose business volume is "about the same" compared to last year	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.2) busvoly	
WEST											

No.	Name			Label			Survey peri	od		Survey frequency
4.6)	han_quest	percansw23		% to busvoly lo	wer		West 01/19	990 to 01/200	)6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volum
										is <b>"lower"</b> than last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.2) busvoly
WEST	-									
No.	Name			Label			Survey peri	od		Survey frequency
	h a sa ann a sta						March 04/40	00 to 01 /20		
4.7)	nan_quest	percansw31		% to busvolm h	nigher		West 01/19	990 to 01/200	)2	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volum
										is "higher" than previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.3) busvolm
WEST										
No.	Name			Label			Survey peri	od		Survey frequency
4.8)	han questr	percansw32		% to busvolm a	as high as last ye	ar	West 01/19	990 to 01/200	)2	monthly survey
Time span	of variable									
Time span		1992	1993	1994	1995	1996	1997	1998	1999	Further information
	of variable	1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores whose business volum is <b>"about the same"</b> compared to previous month
1990	of variable	1992	1993 2003	1994	1995 2005	1996 2006	1997 	1998 2008	1999 2009	Percentage of department stores whose business volum

VVLJI				

No.	Name			Label			Survey peri	iod		Survey frequency	
4.9)	han_quest	percansw33		% to busvolm l	ower		West 01/19	990 to 01/200	12	monthly survey	
Time spa	n of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST		_					-			Percentage of department stores whose business volu is <b>"lower"</b> than previous month	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see	
WEST			2000	2001	2000	2000	2007	2000	2005	2.3) busvolm	
Na	News		_	Label	_		C	1	_	Company for any second	
No.	Name			Label			Survey peri	100		Survey frequency	
4.10)	4.10) han_questpercansw41			% to feedst ins	ufficient		West 01/19	990 to 01/200	6	monthly survey	
<b></b> .											
Time spa	n of variable										
1 Ime spa	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
		1992	1993	1994	1995	1996	1997	1998	1999	Percentage of department stores appraising their fee	
1990 WEST	1991									Percentage of department stores appraising their feed "insufficient"	
1990 WEST 2000		1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Percentage of department stores appraising their feed	
1990 WEST	1991									Percentage of department stores appraising their feed "insufficient" see	
1990 WEST 2000 WEST	1991			2004			2007	2008		Percentage of department stores appraising their feed <b>"insufficient"</b> see <b>2.4) feedst</b>	
1990 WEST 2000	1991							2008		Percentage of department stores appraising their feed "insufficient" see	
1990 WEST 2000 WEST	1991 2001			2004	2005		2007 Survey peri	2008	2009	Percentage of department stores appraising their feed <b>"insufficient"</b> see <b>2.4) feedst</b>	
1990 WEST 2000 WEST No.	1991 2001	2002		2004 Label	2005		2007 Survey peri	2008	2009	Percentage of department stores appraising their feed "insufficient" see 2.4) feedst Survey frequency	
1990 WEST 2000 WEST No.	1991 2001 Name han_questp	2002		2004 Label	2005		2007 Survey peri	2008	2009	Percentage of department stores appraising their feed "insufficient" see 2.4) feedst Survey frequency	

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
										2.4) feedst
WEST										

No.	Name			Label			Survey perio	bd		Survey frequency	
4.12)	han_questp	percansw43		% to feedst too	much		West 01/19	90 to 01/200	)6	monthly survey	
Time spa	n of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	-									Percentage of department stores appraising their feedstock "too much"	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.4) feedst	
WEST											

No.	Name			Label			Survey perio	od		Survey frequency
4.13)	han_questp	ercansw51		% to prvpm inc	reased		West 01/19	90 to 01/200	)6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "increased" the prices compared to previous month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										2.5) prvpm
No.	Name			Label			Survey perio	od		Survey frequency

4.14)	han_questp	ercansw52		% to prvpm not	t changed		West 01/19	90 to 01/200	)6	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have "not changed" their prices compared to last month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										

No.	Name			Label			Survey peri	bo		Survey frequency
4.15)	han_questp	ercansw53		% to prvpm de	creased		West 01/19	90 to 01/200	6	monthly survey
Time spar	n of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	-						-			Percentage of department stores that "lowered" their prices compared to last month
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.5) prvpm
WEST										
No	Nama			Label			Currie peri	o d	_	
No.	Name			Label			Survey perio	Ju		Survey frequency
4.16)	han questo	ercansw61		% to exppr inc	reasing		West 01/19	90 to 01/200	6	monthly survey
	n of variable									
		1992	1993	1994	1995	1996	1997	1998	1999	Further information
Time spar	n of variable		1993	1994	1995	1996	1997	1998	1999	
Time span	n of variable		1993 2003	1994 	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	Percentage of department stores that expect <b>"increasir</b> prices see
Time span	n of variable 1991	1992								Percentage of department stores that expect <b>"increasin</b> prices
Time span           1990           WEST           2000	n of variable 1991	1992								Percentage of department stores that expect <b>"increasin</b> prices see

No.NameLabelSurvey periodSurvey frequency4.17)han\_questpercansw62% to exppr not changingWest 01/1990 to 01/2006monthly survey

2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 *tay about the same"   WEST	Time span	of variable									
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 *tay about the same"   WEST	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
2001       2002       2003       2004       2005       2006       2007       2008       2009       "stay about the same"         WEST	WEST										Percentage of department stores that expect prices to
No. Name Label Survey period Survey frequency   4.18) han_questpercansw63 % to exppr decreasing West 01/1990 to 01/2006 monthly survey   1990 1991 1992 1993 1994 1996 1997 1998 1999   2000 2001 2002 2003 2004 2005 2006 2007 2008 2009   2001 1991 1992 1993 1994 1996 2007 2008 2009 2009   2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2009   2001 1991 1992 1993 1994 1996 1997 1998 1999 further information   No. Name Label Survey period Survey frequency   No. Name Label 2005 2007 2008 2009   2000 2001 2002 2003 2004 2005 2007 2008 2009   2001 1991 1992 1993 1994 1995 1997 1998 1999   1990 1991 1992 1993 1994 1995 1997 1998 1999   1990 1991 1992 1993 1995 1997 1998 1999   1990 1991 1992 1993 1994 1997 1998 1999   1990 1991 1992 1993 1994 1997 1998 1999   1990 1991 1											
WEST         Survey period         Survey frequency           No.         Name         Label         Survey period         Survey frequency           1.18)         han_questpercansw63         % to exper decreasing         West 01/1990 to 01/2006         monthly survey           1990         1991         1992         1993         1994         1995         1997         1998         1999         Further information           1990         1991         1992         2003         2004         2005         2006         2007         2008         2009         see         2.6) sepr           2000         2001         2002         2003         2004         2005         2006         2007         2008         2009         see         2.6) sepr           XINP         Label         Survey period         Survey frequency         Survey frequency         Survey frequency         Survey frequency         See         2.6) sepr         2.6) sepr         2.6) sepr         Survey frequency         See         2.6) sepr         Survey frequency         Survey frequ	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
No.       Name       Label       Survey period       Survey frequency         4.18)       han_questpercansw63       % to exppr decreasing       West 01/1990 to 01/2006       monthly survey         1990       1991       1992       1993       1995       1996       1997       1998       1999       further information         1990       2000       2001       2002       2003       2004       2005       2006       2007       208       2099       see	WECT										2.6) exppr
A.1.8)       han_questpercansw63 $\times$ to exppr decreasing       West 01/1990 to 01/2006       monthly survey         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       see       26) esce       26) esce <td< td=""><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	WEST										
A.1.8)       han_questpercansw63 $\times$ to exppr decreasing       West 01/1990 to 01/2006       monthly survey         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       see       26) esce       26) esce <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>											
Label       Survey period       Survey period       Survey frequency         1990       1991       1992       2003       2004       2005       2006       2007       2008       2009       see       2.6) exppr         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       see       2.6) exppr       2.6) exppr         WEST	No.	Name			Label			Survey peri	od		Survey frequency
Label       Survey period       Survey period       Survey frequency         1990       1991       1992       2003       2004       2005       2006       2007       2008       2009       see       2.6) exppr         2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       see       2.6) exppr       2.6) exppr         WEST											
1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         WEST	4.18)	han_questp	ercansw63		% to exppr dec	reasing		West 01/19	990 to 01/200	)6	monthly survey
1990       1991       1992       1993       1994       1995       1996       1997       1998       1999       Further information         WEST	Timo snan	ofvariable									
WEST       2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       see       2.6) expr         WEST       Image: See	Time span										
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 see 2.6) expr MEST Control of the set	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 see 2.6) expr MEST Control of the set	WEST										Percentage of department stores that expect "decrea
WEST 2.6) expr     No. Name     Label Survey period     Survey period 0.1/2006     Mest 01/1990 to 01/2006     Percentage of department stores that "increased" the order scompared to last year     2000     2001     2002     2003      2004<											
WEST   No.   Name   Label   Survey period   Survey frequency     4.19)   han_questpercansw71   % to ords raising   West 01/1990 to 01/2006   monthly survey     1990   1991   1992   1993   1994   1995   1996   1997   1998   1998   1990   1991   1992   1993   1994   1995   1996   1997   1998   1998   1999   Percentage of department stores that "increased" the orders compared to last year   2000   2001   2002   2001   2002   2003   2004   2005   2006   2007   2008   2009   see   2.7) ords	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
No. Name Label Survey period Survey period   4.19) han_questpercansw71 % to ords raising West 01/1990 to 01/2006 monthly survey   1990 1991 1992 1993 1994 1995 1996 1997 1998 1999   Percentage of department stores that "increased" the orders compared to last year   2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 see 2.7) ords	WECT										2.6) exppr
4.19) han_questpercansw71 % to ords raising West 01/1990 to 01/2006 monthly survey   Time span of variable   1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 further information   WEST	WEST										
4.19) han_questpercansw71 % to ords raising West 01/1990 to 01/2006 monthly survey   Time span of variable   1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 further information   WEST											
4.19) han_questpercansw71 % to ords raising West 01/1990 to 01/2006 monthly survey   Time span of variable   1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 further information   WEST	<b>N</b> 1 -	News		_	1.1.1	_	_	<b>C</b>		_	
Time span of variable   1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 Further information   WEST   2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 see 2.7) ords	NO.	Name			Label			Survey peri	00		Survey frequency
1990199119921993199419951996199719981999Further informationWESTPercentage of department stores that "increased" the orders compared to last year2000200120022003200420052006200720082009see 2.7) ords	4.19)	han_questp	percansw71		% to ords raisir	ıg		West 01/19	990 to 01/200	)6	monthly survey
1990199119921993199419951996199719981999Further informationWESTPercentage of department stores that "increased" the orders compared to last year2000200120022003200420052006200720082009see 2.7) ords	<b></b> .	. <b>(</b>									
WEST 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 see 2.7) ords	Time span	l of variable									
2000       2001       2002       2003       2004       2005       2006       2007       2008       2009       see         2000       2001       2002       2004       2005       2006       2007       2008       2009       see         2001       2002       2004       2005       2006       2007       2008       2009       see         2001       2002       2004       2005       2006       2007       2008       2009       see         2001       2002       2003       2004       2005       2006       2007       2008       2009       see         2002       2003       2004       2005       2006       2007       2008       2009       see         2003       2004       2005       2006       2007       2008       2009       see         2003       2004       2005       2006       2007       2008       2009       see         2004       2005       2006       2007       2008       2009       see         2005       2006       2007       2008       2009       see       2009       2009         2005       2009       2009	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 see <b>2.7) ords</b>	WEST										Percentage of department stores that "increased" the
2.7) ords											orders compared to last year
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	WEST										2.7) ords

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

4.20)	han_questp	ercansw72		% to ords not c	hanging		West 01/19	90 to 01/2006	5	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have "not changed" their orders compared to last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.7) ords
WEST										

No.	Name			Label			Survey perio	od		Survey frequency
4.21)	han_questp	ercansw73		% to ords fallin	g		West 01/19	90 to 01/200	06	monthly survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "decreased" their orders compared to last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST	-									2.7) ords

No.	Name			Label			Survey perio	bc		Survey frequency		
4.22)	han_questp	percansw81		% to busdevv n	nore favourable		West 01/19	90 to 01/200	06	monthly survey		
Time span	n of variable											
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information		
WEST	-						-			Percentage of department stores that evaluate their business development as "more favourable"		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.8) busdevv		
WEST												

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

No. Name Label Survey period Survey requency
--

4.24)	han_questpercansw83	% to busdevv less favourable	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

## 5. Klassifikationsumrechnungstabelle

#### sector\_wz03 auf amtliche WZ2003-Klassifikation

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

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