

**FamData: Database for Family  
Business Companies in  
Germany Covering Company  
Key Figures and Survey Data**

*Johanna Garnitz, Annette von Maltzan, Klaus Wohlrabe*

## **Impressum:**

CESifo Working Papers

ISSN 2364-1428 (electronic version)

Publisher and distributor: Munich Society for the Promotion of Economic Research - CESifo GmbH

The international platform of Ludwigs-Maximilians University's Center for Economic Studies and the ifo Institute

Poschingerstr. 5, 81679 Munich, Germany

Telephone +49 (0)89 2180-2740, Telefax +49 (0)89 2180-17845, email [office@cesifo.de](mailto:office@cesifo.de)

Editor: Clemens Fuest

<https://www.cesifo.org/en/wp>

An electronic version of the paper may be downloaded

- from the SSRN website: [www.SSRN.com](http://www.SSRN.com)
- from the RePEc website: [www.RePEc.org](http://www.RePEc.org)
- from the CESifo website: <https://www.cesifo.org/en/wp>

# FamData: Database for Family Business Companies in Germany Covering Company Key Figures and Survey Data

## Abstract

FamData is a database covering family businesses and non-family businesses across various size classes and branches containing structural and financial information. The ifo Institute assembled a business panel with executives from almost 4,000 companies. In addition to the “hard” business data like turnover and number of employees, the database also includes “soft” survey data. The latter one covers information from regular – at least yearly - surveys treating topics like investment behavior, skilled labor shortage or reaction of firms during the Corona pandemic situation and the rise in energy prices observed in 2022.

JEL-Codes: C800, C810, C830, D220.

Keywords: family businesses, micro data, surveys.

*Johanna Garnitz*  
*ifo Institute – Leibniz Institute for Economic*  
*Research at the University of Munich*  
*Poschingerstraße 5*  
*Germany – 81679 Munich*  
*garnitz@ifo.de*

*Annette von Maltzan*  
*ifo Institute – Leibniz Institute for Economic*  
*Research at the University of Munich*  
*Poschingerstraße 5*  
*Germany – 81679 Munich*  
*vonmaltzan@ifo.de*

*Klaus Wohlrabe\**  
*ifo Institute – Leibniz Institute for Economic*  
*Research at the University of Munich*  
*Poschingerstraße 5*  
*Germany – 81679 Munich*  
*wohlrabe@ifo.de*

\*corresponding author

## 1 Introduction and some background

The private economic sector in Germany is dominated by family businesses (Stiftung Familienunternehmen 2023). Gottschalk et al. (2011) shows that more than 90 percent of all German non-public businesses are family businesses. A central aim of research on family businesses is to analyze their characteristics in terms of corporate governance and their impact on entrepreneurial success. A central difference to non-family businesses is the settlement of business succession. Gottschalk et al. (2011) shows that the concept of sustainability is of great importance to family businesses, as their owners and managers usually strive to pass on their life's work within the family. And Wimmer (2022) states, that the decisive difference to the conventional understanding of leadership lies in the fact that at the helm of family businesses are entrepreneurs who gear their entrepreneurial commitment to a long-term time horizon. Thus, the aim is to create something that can be passed on from generation to generation as a special value, a value that provides the family as an entrepreneurial family with its social identity, its economic livelihood and thus its cohesion over long periods of time. This aspect plays a central role in scientific research.

The development of the company database FamData with family and non-family businesses is based on this basic idea. The FamData database has been established on behalf of the Stiftung Familienunternehmen as a comprehensive analysis tool.<sup>1</sup> The aim of the database is to map Germany's diverse business landscape, differentiating between family businesses and non-family businesses. Among other things, it offers the possibility of providing up-to-date and targeted data on the business landscape at short notice. Other issues can be the analysis of structural changes in the German

---

<sup>1</sup> The Stiftung Familienunternehmen (Foundation for Family Businesses) is one of the largest promoters of science and research in the field of family business ([www.familienunternehmen.de](http://www.familienunternehmen.de)).

business landscape, the effects of regulation, taxes and other location factors on different forms of business, and on differences in the decision-making and activity of different types and groups of businesses.

The database also forms the basis for the project “Unternehmensmonitor der Stiftung Familienunternehmen” and the surveys conducted in this context. The focus is on the so-called “Annual Monitor of the Foundation for Family Businesses” (Jahresmonitor for short), a representative business survey conducted annually by the ifo Institute on current issues, which enables a well-founded analysis of various economic and social developments of family businesses in comparison to non-family businesses. In addition to this extensive annual survey, other shorter business surveys, so-called “mood monitors”, are carried out on current topics such as the development of energy prices or how businesses are dealing with the consequences of the Corona pandemic. The ifo Institute is responsible for developing the research design, organizing, and conducting the surveys, and subsequently analyzing the results. The Foundation for Family Businesses, as client (fully funded), plays a key role in identifying the topics and developing the questionnaires, and has full rights of disposal over the data collected.

In addition, FamData serves another central function as the basis for surveys conducted as part of the project “Unternehmensmonitor” of the Foundation for Family Businesses. In addition to the “hard” business data and facts, which are often available with a time lag, “soft” survey-based data are an ideal supplement for a quickly available picture of the mood on certain economic issues and topics. Respondents from nearly 4,000 companies have agreed to take part in surveys on a regular basis since the start of the project in 2017 and thus form the backbone of the surveys. Response rates vary and reach up to 54 percent.

Fundamental to all research in the area of family businesses is the identification of the corresponding family structure. Family businesses are not bound to a certain size in terms of employees or turnover. They can also be found in almost any industry and

need not entertain a specific legal form (Stiftung Familienunternehmen 2023). So, what is a family business? In scientific research and in the general public there is no definitive single answer in the form of a uniform definition. According to the Foundation for Family Businesses (Stiftung Familienunternehmen 2023) a company of any size is a family business if:

- (1) The majority of decision-making rights is in the possession of the natural person(s) who established the company, or in the possession of the natural person(s) who has/have acquired the share capital of the company, or in the possession of their spouses, parents, child or children's direct heirs.
- (2) The majority of these decision-making rights are indirect or direct.
- (3) At least one representative of the family or kin is formally involved in the governance of the company.

Listed companies meet the definition of a family business if the person(s) who established or acquired the company (share capital) or their families or descendants hold at least 25 per cent of the decision-making rights mandated by their share capital. This definition includes family companies which have not yet gone through the first generational transfer. In the complement surveys, the assignment of companies to the class of family or non-family companies is based on the self-assessment of the company's experts, who are usually members of the management or a group of executives. The classification in the FamData as family businesses or non-family businesses is based on these two approaches: either the company meets the above formal definition or describes itself as a family business.

## **2 Description of the database FamData**

The FamData database of the Foundation for family businesses was initiated in 2017 and has since been continuously built up and enriched with data. Meanwhile, more

than 12,000 companies as well as survey results from numerous primary research of the Foundation for Family Businesses in cooperation with the ifo Institute and other research institutions can be found in the database.

Basically, the FamData contains of three areas:

1. Company database: Pseudonymized structural and financial historical data amongst all companies with differentiation (if possible) in family and non-family businesses containing the 500 largest family businesses and a corresponding control group.
2. Survey database: pseudonymized survey data on relevant political economic topics among the participating panel members (approximately 3,800 firms who agreed on taking part regularly in surveys) of the FamData (see section 3).
3. Shareholder database: pseudonymized shareholder data based on regular surveys among the family businesses companies of the panel containing questions on the generation and succession plans of the business for example.

The company database contains in pseudonymous form all information on structural variables (industry, number of employees, legal form, year of foundation, stock exchange listing) and financial variables (turnover, profit, equity, etc.) as well as if possible the criteria of family business. The comprehensive company information is taken from the Orbis database<sup>2</sup>. This contains data on more than 300 million companies worldwide. The database is operated by Bureau van Dijk, a subsidiary of Moody's Analytics. Bureau van Dijk collects and processes data from more than 170 different providers as well as from hundreds of its own sources, which are combined in Orbis. These primarily include national credit agencies, such as Creditreform for Germany and Austria, but Fitch Ratings and Reuters are also among the database's sources. For FamData, it is central that all companies are divided into family and non-family businesses. FamData contains different sources and approaches which companies meet

---

<sup>2</sup> [www.bvdinfo.de](http://www.bvdinfo.de)

the criteria of family business or non-family businesses. Those were researched by the Foundation for Family Businesses itself or by its project partners, e.g., information on long-standing or listed family businesses. In all surveys, participants are also asked to classify themselves as family business or non-family business. FamData also includes the 500 largest family businesses in Germany identified by the Institut für Mittelstandsforschung in Mannheim (Stiftung Familienunternehmen 2022a).<sup>3</sup> This compilation of the TOP 500 family businesses in Germany is regularly commissioned by the Foundation for Family Businesses and contains of the 500 family businesses with the highest sales plus the 500 family businesses with the most employees. Since there is a very large overlap here, the result is a compilation of currently 628 family businesses. In addition to the TOP 500 family businesses, a control group was identified from the group of non-family businesses in FamData whose structure (such as sector and company size) matches that of the largest family businesses. The database currently comprises 12,940 businesses, of which 54 percent are family businesses and 12 percent are non-family businesses.<sup>4</sup>

The survey database contains all micro data from the surveys in pseudonymized form (for the contents of the surveys, see chapter 3). In addition, selected structural data on the companies, which are asked in every survey, are: self-identification of family business or non-family business, turnover in Germany and abroad, employees in Germany and abroad. Thus, each survey wave includes timely performance indicators like employees and turnover.

The shareholder database, whose questions are part of one regular annual survey, are dealing with the following aspects amongst family businesses and are also provided in pseudonymized form:

---

<sup>3</sup> The list of the Top 500 family businesses comprises those companies with a turnover of more than 474 million euros or at least 1,978 employees in 2020.

<sup>4</sup> For 34 percent of the companies, there is no clear classification regarding family or non-family business due to a lack of data or self-classification.



- Are family members active in the management?
- Does the family business have a supervisory board?
- Are family members active in supervisory bodies?
- Are there successors from the family for the management?
- Are there successors from the family for the supervisory bodies?
- In which generation is the company currently managed?
- How many family members own the company?

The anonymity and pseudonymity assured to the participants is always maintained. Table 1 gives an overview of the distribution of firms in FamData across various dimensions like branch, size or legal type. Not for all firms all information are available. So, percentages do not always add up to 100%. As in the ifo monthly business survey large firms are oversampled (Hiersemenzel et al. 2022).

**Table 1: Distribution of firms in FamData across size and branches**

Size range classification (No. of employees)	FamData		Non-Family Business		Family Business		Panel	
	No.	%	No.	%	No.	%	No.	%
0 - 9	4,022	33.6	266	18.2	2,222	33.5	1,323	35.1
10 - 49	2,615	21.9	217	14.9	1,681	25.4	929	24.6
50 - 249	2,156	18.0	280	19.2	1,170	17.6	717	19.0
250 - 999	1,421	11.9	260	17.8	682	10.3	457	12.1
>1.000	1,742	14.6	438	30.0	875	13.2	347	9.2
<b>Total</b>	<b>11,956</b>	<b>100.0</b>	<b>1,461</b>	<b>100.0</b>	<b>6,630</b>	<b>100.0</b>	<b>3,773</b>	<b>100.0</b>
Sector	FamData		Non-Family Business		Family Business		Panel	
	No.	%	No.	%	No.	%	No.	%
Mining and quarrying	582	4.5	20	1.3	322	4.6	95	2.4
Manufacturing	2,097	16.2	335	21.9	1,318	18.9	664	17.1
Electricity, gas, steam and air conditioning supply	702	5.4	103	6.7	172	2.5	146	3.8
Water supply	345	2.7	53	3.5	167	2.4	124	3.2
Construction	1,007	7.8	55	3.6	665	9.5	321	8.3
Wholesale and retail trade	1,494	11.5	141	9.2	918	13.2	496	12.8
Transportation and storage	975	7.5	79	5.2	463	6.6	201	5.2
Accommodation and food service activities	689	5.3	39	2.6	393	5.6	200	5.1
Information and communication activities	461	3.6	92	6.0	243	3.5	177	4.6
Financial and insurance activities	1,091	8.4	139	9.1	499	7.1	260	6.7
Real estate activities	776	6.0	74	4.8	379	5.4	210	5.4
Professional, scientific and technical activities	1,364	10.5	197	12.9	777	11.1	455	11.7
Other economic service activities	637	4.9	75	4.9	366	5.2	228	5.9
Education	33	0.3	1	0.1	15	0.2	6	0.2
Human health and social work activities	207	1.6	19	1.2	37	0.5	18	0.5
Arts, sports and recreation	170	1.3	47	3.1	87	1.2	112	2.9
Other service activities	310	2.4	59	3.9	159	2.3	175	4.5
<b>Total</b>	<b>12,940</b>	<b>100.0</b>	<b>1,528</b>	<b>100.0</b>	<b>6,980</b>	<b>100.0</b>	<b>3,888</b>	<b>100.0</b>
Legal classification	FamData		Non-Family Business		Family Business		Panel	
	No.	%	No.	%	No.	%	No.	%
Corporate entities	7,894	61.4	1,279	85.3	3,941	56.7	2,487	64.8
Non-corporate entities	4,421	34.4	208	13.9	2,598	37.4	1,133	29.5
Individual proprietorship	545	4.2	13	0.9	408	5.9	217	5.7
<b>Total</b>	<b>12,860</b>	<b>100.0</b>	<b>1,500</b>	<b>100.0</b>	<b>6,947</b>	<b>100.0</b>	<b>3,837</b>	<b>100.0</b>
Turnover classification	FamData		Non-Family Business		Family Business		Panel	
	No.	%	No.	%	No.	%	No.	%
< 1 million	565	9.8	73	7.2	288	10.1	159	10.4
1 - 2 million	405	7.0	31	3.1	273	9.5	166	10.8
2 - 10 million	826	14.4	89	8.8	498	17.4	293	19.1
10 - 50 million	952	16.5	163	16.2	389	13.6	208	13.6
> 50 million	3,008	52.3	652	64.7	1,415	49.4	709	46.2
<b>Total</b>	<b>5,756</b>	<b>100.0</b>	<b>1,008</b>	<b>100.0</b>	<b>2,863</b>	<b>100.0</b>	<b>1,535</b>	<b>100.0</b>

Note: All information as of end 2022. For some firms not all information is available.

The other two parts of the FamData cover the survey results. The panel currently consists of 3,773 respondents from family and non-family businesses, who are usually members of the management or other senior staff in the company. They have agreed to be available for the regular surveys.

The panel was built up by actively contacting companies during the surveys for the Annual Monitor. The companies were selected by sampling from the Orbis database across all sectors and size classes. With an average response rate of two percent achieved using postal mailing, a correspondingly large sample must be drawn to build up the panel in the long term. Around 30,000 companies were randomly contacted each year until 2021. The panel started in 2017 with an initial 623 panel members. Each year, new companies were successively recruited for the surveys in this way. After the panel grew to more than 3,000 companies in 2021, the randomly drawn sample for the new recruitment was reduced by about one third. Currently, 3,880 company representatives are available for the regular surveys. In the future, the aim is to keep this panel stable at this size of around 4,000 companies. The respective response rates in the various surveys range between 32 and 54 percent, with an average of 42 percent. The difference can be explained by the respective choice of topic on which the survey is based: In 2020, the focus of the Annual Monitor was on the corona crisis and its impact on companies. A particularly large number of companies felt that this topic was relevant, and the best response rate of 54 percent was achieved. The success in attracting new companies to the panel was also about twice as high as in other years, with over 1,000 new members.

### **3 Topics and publication of the supplementary survey data**

FamData enables diverse research on a wide range of topics. For this reason, there is no fixed structure to the supplementary survey data, except for the shareholder struc-

tures in family businesses. Each year, the topics are selected according to current relevance to business and economic policy. The survey is conducted both by standard mail and via an online survey. The survey of new recruited participants can only be carried out by mail. However, for ecological reasons, as well as due to the faster, more efficient, and resource-saving availability of survey results for short-term relevant questions, the aim is to further expand the online proportion of panel members. After the survey was primarily conducted by mail at the beginning of the panel survey, the proportion of online participants has now gradually increased from 30 percent in 2019 to a balanced ratio of 50 percent each of online and paper participants in 2022. A short overview of all surveyed topics gives Table 2, including the respective reference with the presentation of the survey results. The corresponding questionnaires can be found in the appendix.

**Table 2: Covered topics in surveys**

Year	Topic	Survey/project partner	Responses	Survey period	Reference
2017	Investment behavior and its influencing factors	Annual Monitor	1,487	May-July 2017	Stiftung Familienunternehmen 2017; Rathje and Wohlrabe 2017
2018	International tax competition from a corporate perspective	Annual Monitor	1,180	April-July 2018	Stiftung Familienunternehmen 2018; Rathje and Wohlrabe 2018
2019	Economic policy for a strong EU	Annual Monitor	1,318	April-June 2019	Stiftung Familienunternehmen 2019; Rathje 2019; Rathje and Hannich 2020; Garnitz et al 2020
2020	The Resilience of the German Economy in the Corona Pandemic	Annual Monitor / ZEW	2,378	May-June 2020	Stiftung Familienunternehmen 2020
2020	The Corona Pandemic: Testimony to Policy	Mood Monitor	1,231	October 2020	
2020	Contribution of family governance to the crisis resilience of the family business	Research Survey Prof. Windthorst	244	August-September 2020	Windthorst 2021
2021	Climate protection challenge	Annual Monitor	1,692	May-July 2021	Stiftung Familienunternehmen 2021a
2021	Motives for a foundation solution	Research Survey IPRI	143	February-March 2021	Stiftung Familienunternehmen 2021b
2021	Expectations on the new federal government	Mood Monitor	1,559	August-September 2021	
2022	Burden of rising energy costs I - effects on companies and their political proposals for action	Mood Monitor	1,142	April 2022	
2022	Shortage of skilled workers from the company's point of view: effects and possible solutions	Annual Monitor	1,742	June-August 2022	Stiftung Familienunternehmen 2022b
2022	Burden of rising energy costs and lack of security of supply II - impact on companies	Mood Monitor	1,045	October 2022	

## 4 Data access

FamData offers a unique opportunity to compare family businesses and non-family businesses in Germany. By collecting all essential structural data on companies and supplementing them with data from the Orbis database of the Bureau van Dijk and

supplementary survey data, an outstanding database is available. All variables of FamData (structural, financial, survey and shareholder data) are documented and prepared in Stata (.dta-Format). External researchers who are interested in the described databases for scientific research projects can apply for access at the ifo Institute, stating the purpose of the research ([unternehmensmonitor@ifo.de](mailto:unternehmensmonitor@ifo.de)). The Foundation for Family Businesses as owner of FamData examines the desired research project. If the Foundation for Family Businesses approves the request, the data is available free of charge at the LMU-ifo Economics & Business Data Center for on-site analysis ([www.ifo.de/ebdc](http://www.ifo.de/ebdc)).<sup>5</sup>

---

<sup>5</sup> For more details concerning the EBDC see Seiler (2012) or Sauer and Wohlrabe (2020).

## 5 References

Garnitz, J., Rathje A.-C., and Hannich, U. (2020). China – Fair Play oder große Konkurrenz? *ifo Schnelldienst*, 73 (02): 3-7.

Gottschalk, S., Hauer, A., Niefert, M., Keese, D., and Licht, G. (2011). Die volkswirtschaftliche Bedeutung von Familienunternehmen, created by ZEW – Leibniz-Zentrum für Europäische Wirtschaftsforschung and Institut für Mittelstandsforschung (ifm) on behalf of Stiftung Familienunternehmen. Mannheim.

Hiersemenzel, M., Sauer, S., and Wohlrabe, K. (2022). On the Representativeness of the ifo Business Survey, CESifo Working Paper Series 9863.

Rathje A.-C. (2019). Wie soll die Wirtschaftspolitik der Europäischen Union zukünftig aussehen? – Ergebnisse einer Unternehmensbefragung. *ifo Schnelldienst*, 72 (23): 27-35.

Rathje A.-C. and Hannich, U. (2020). Industriepolitik 2.020 - Quo vadis!? Was erwarten die deutschen Unternehmer von einer Industriepolitik? *ifo Schnelldienst*, 72 (22): 22-26.

Rathje, A.-C. and Wohlrabe, K. (2017). Investitionstätigkeiten der deutschen (Familien-)Unternehmen: Entwicklungen, Standorte, Einflussfaktoren. *ifo Schnelldienst*, 70 (23): 46-53.

Rathje, A.-C. and Wohlrabe, K. (2018). Der internationale Steuerwettbewerb aus Unternehmenssicht. *ifo Schnelldienst*, 71 (21): 46-55.

Sauer, S. and Wohlrabe, K. (2020). ifo Handbuch der Konjunkturumfragen. ifo Beiträge zur Wirtschaftsforschung 88.

Seiler, C. (2012). The Data Sets of the LMU-ifo Economics & Business Data Center - A Guide for Researchers. *Journal of Applied Social Science Studies* 132 (4): 609-618.

Stiftung Familienunternehmen (2017). Investitionsverhalten und dessen Einflussfaktoren. Jahresmonitor der Stiftung Familienunternehmen, created by ifo Institut - Leibniz-Institut für Wirtschaftsforschung. München.

Stiftung Familienunternehmen (2018). Der internationale Steuerwettbewerb aus Unternehmenssicht. Jahresmonitor der Stiftung Familienunternehmen, created by ifo Institut - Leibniz-Institut für Wirtschaftsforschung. München.

Stiftung Familienunternehmen (2019). Wirtschaftspolitik für eine starke EU. Jahresmonitor der Stiftung Familienunternehmen, created by ifo Institut - Leibniz-Institut für Wirtschaftsforschung. München.

Stiftung Familienunternehmen (2020). Die Widerstandsfähigkeit der deutschen Wirtschaft in der Corona-Pandemie. Jahresmonitor der Stiftung Familienunternehmen, created by ifo Institut - Leibniz-Institut für Wirtschaftsforschung. München.

Stiftung Familienunternehmen (2021a). Herausforderung Klimaschutz. Jahresmonitor der Stiftung Familienunternehmen, created by ifo Institut - Leibniz-Institut für Wirtschaftsforschung. München.

Stiftung Familienunternehmen (2021b). Stiftungsunternehmen in Deutschland – Gesetzliche Grundlagen, ökonomische Motive, Reformvorschläge, created by Prof. Dr. Mathias Habersack and International Performance Research Institute (IPRI). München.

Stiftung Familienunternehmen (2022a). Die TOP 500 Familienunternehmen in Deutschland nach Umsatz und Beschäftigung, created by Institut für Mittelstandsforschung Mannheim. München.

Stiftung Familienunternehmen (2022b). Fachkräftemangel aus Unternehmenssicht: Auswirkungen und Lösungsansätze. Jahresmonitor der Stiftung Familienunternehmen, created by ifo Institut - Leibniz-Institut für Wirtschaftsforschung. München.

Stiftung Familienunternehmen (2023). The economic significance of family businesses. Can be retrieved at: <https://www.familienunternehmen.de/focus/the-economic-significance-of-family-businesses> (webpage last retrieved 24.05.2023)

Windthorst, K. (2021). Die Krisenresilienz des Familienunternehmens. Der Beitrag der Corporate und Family Governance. Bayreuther Studien zu Familienunternehmen. Bayreuth.

Wimmer, R. (2022). Führung und Organisation in Familienunternehmen. Aufbruch zu zukunftsfähigen Unternehmensstrukturen. Stuttgart.



## 6 Appendix



**Ludwig-Maximilians-Universität München**  
**ifo INSTITUTE for Economic Research**  
**at the University of Munich**

ifo Center for Business Cycles Analyses and Surveys

Postfach 86 04 60  
81681 München

Phone: (089) 9224-0

Fax: (089) 9224-1508 or (089) 9224-1911

### Ifo survey

Your details will be treated in the strictest confidence.

Legal data protection is fully guaranteed.

[www.ifo.de/en/privacy-policy](http://www.ifo.de/en/privacy-policy)

Return requested by Wednesday, the 7 June 2017

1) In 2017, compared to 2016, we are expected to have

- invest more     invest roughly the same     invest less

2) On average over the **next five years**, we expect to invest

- more  
 about the same  
 less

than in 2016.

3) Our **investment volume in 2017** is mainly distributed among the following categories

(Multiple answers are possible)

- |                    |                          |                         |                          |
|--------------------|--------------------------|-------------------------|--------------------------|
| Capacity expansion | <input type="checkbox"/> | Replacement procurement | <input type="checkbox"/> |
| Restructuring      | <input type="checkbox"/> | Other investment plans  | <input type="checkbox"/> |
| Rationalisation    | <input type="checkbox"/> |                         |                          |

4) In 2017, our **investment activity** in Germany was or will be influenced in a positive / negative direction:

Influencing factors	Stimula- tion	No influence	Damping
Sales condition / -expectation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financing options	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Earnings expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical factors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Economic policy framework conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wage costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fiscal framework conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other factors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5) How will the **share of investments in the digitalisation** of processes (incl. production and sales) of investments develop over the next five years?

- Increase  
 Remain about the same  
 Decrease

Kenn-Nr.

6) Where will you mainly **invest** in 2017 (multiple answers possible):

- |                          |                          |                           |                          |
|--------------------------|--------------------------|---------------------------|--------------------------|
| Germany                  | <input type="checkbox"/> | USA                       | <input type="checkbox"/> |
| Europe (without Germany) | <input type="checkbox"/> | Central and South America | <input type="checkbox"/> |
| Asia                     | <input type="checkbox"/> | Rest of the world         | <input type="checkbox"/> |

7) In this context, are you planning to relocate **existing** jobs abroad?

- Yes       No

8) The **share of investments in Germany**...

- |                            |                          |               |                          |                       |                          |              |
|----------------------------|--------------------------|---------------|--------------------------|-----------------------|--------------------------|--------------|
| in the last five years     | <input type="checkbox"/> | has increased | <input type="checkbox"/> | has remained the same | <input type="checkbox"/> | has fallen   |
| in the next few years      | <input type="checkbox"/> | will increase | <input type="checkbox"/> | will remain the same  | <input type="checkbox"/> | will decline |
| We only invest in Germany. | <input type="checkbox"/> |               |                          |                       |                          |              |

9) How do you mainly **finance** your investments in 2017 ?

(Multiple answers possible)

- |  |  |
|--|--|
| <input type="checkbox"/> Bank loan                       | <input type="checkbox"/> Bonds                           |
| <input type="checkbox"/> Equity (e.g. retained earnings) | <input type="checkbox"/> Loans from affiliated companies |
| <input type="checkbox"/> Capital increase                | <input type="checkbox"/> Leasing                         |
| <input type="checkbox"/> Promissory note                 | <input type="checkbox"/> Shareholder loan                |

10) In how many years do you think your main investment this year will pay for itself (before taxes)?

In \_\_\_\_\_ years.

11) What would the future federal government have to do that you expand your investments?

(Please sort by importance 1 – 6)

- |  |                          |
|--|--------------------------|
| Improvement of the infrastructure      | <input type="checkbox"/> |
| Bureaucracy reduction                  | <input type="checkbox"/> |
| Better tendering opportunities         | <input type="checkbox"/> |
| Tax cuts                               | <input type="checkbox"/> |
| (Tackling potential skills shortages)  | <input type="checkbox"/> |
| Making the labour market more flexible | <input type="checkbox"/> |

**Statistical information for the year 2016:**

Turnover (in million €): \_\_\_\_\_

Employees (in heads): \_\_\_\_\_

Do you describe your company as a family business?       Yes       No

May we include you as an expert in our company panel?       Yes       No

Kenn-Nr.

**Thank you very much for your valuable cooperation!**

**International tax competition**

- 1) How do you assess the current **intensity** of international tax competition between states at the level of corporate taxation?
- (strong)            1                    2                    3                    4                    5                    (weak)
- 
- 2) What is the net impact of international tax competition on your company?
- Positive             Negative             Effects cancel each other out             Don't know
- Does not affect our company
- 3) The US has drastically reduced corporate taxes. What impact does this have on your business?  
 (Multiple answers possible)
- We are increasingly sourcing primary products from the USA             Increased competition from the USA
- We sell our products and services in the USA             We expect a one-off burden from the revaluation of loss carryforwards
- We expand capacities in the USA             We benefit from reduced tax rates
- We are rebuilding capacities in the USA             None
- 4) Please only answer if you are doing business or planning to establish business relations in the **UK**: Can British tax reform and reductions outweigh the possible disadvantage of „Brexit“ for you as a German company?
- Yes             No             Don't know             Not relevant
- 5) What **measures** is your company taking to respond to international tax competition?  
 (Multiple answers possible)
- Closure or termination of the business             Capacity reduction in the domestic market
- Increased tax planning or design             Domestic capacity expansion
- Cost planning in the operating business             Capacity expansion in low-tax countries
- Relocation of the company headquarters to low-tax country             none
- Following measure: \_\_\_\_\_
- 6) How should the **German policy** react to international tax competition? (Please select **3 answers**)
- Improve international coordination on tax avoidance
- Allow more exceptions
- Reduce tax rates/- tariffs
- Increase tax rates/- tariffs
- Adjusting the assessment bases
- Create attractive conditions for intellectual property
- Reduce bureaucracy
- Increase legal certainty in international situations
- Implement unilateral measures against transfer of profits
- No measures necessary
- Following measure: \_\_\_\_\_

Please turn!

7) How do you rate the following proposals for reform of the tax system **at the international level**?

a) EU push for a **common consolidated corporate tax base**:

(Uniform tax base in the EU as well as distribution of the determined profits among EU member states)

- Positive                       Negative                       Undecided                       Not known

In your view, the planned reform will lead to ...

(Multiple answers possible)

- Less bureaucracy and documentation requirements                       Decreasing tax payments/tariffs  
 Fewer opportunities for tax avoidance                       Increasing tax payments/tariffs  
 Increasing attractiveness of the EU internal market for investment                       Other

b) German-French initiative to **harmonize company taxation**:

(Uniform tax base and common minimum corporate tax rates)

- Positive                       Negative                       Undecided                       Not known

In your view, the planned reform will lead to ...

(Multiple answers possible)

- Less bureaucracy and documentation requirements                       Decreasing tax payments/tariffs  
 Increased tax revenue for the state                       Increasing tax payments/tariffs  
 Relocation of parts of the company to low-tax countries                       Other

8) How do you assess the international tax system regarding the taxation of internationally active companies?

(fair)                      1                      2                      3                      4                      5                      (unfair)  
                                                                                       

9) What makes an **attractive tax system** from your company's point of view? (Please select **1 answer**)

- Advantageous assessment bases                       Little bureaucracy  
 Low tax rates / tariffs (absolute / relative)                       Low transparency obligations  
 Many exemptions for our company                       Legally compliant information from the tax authorities  
 Simple tax system with clear rules                       Other

10) Which factors are most important for your company's **choice of location**? (Please select **3 answers**)

- High productivity                       Attractive tax system  
 Low labour costs                       High availability of qualified workers  
 Establishment in the hometown                       Political stability and legal certainty  
 Little bureaucracy and regulation                       Good financing options  
 Proximity to the sales market                       Low energy costs  
 Good infrastructure                       Other

11) In which **countries / regions** does your company have operating sites? (Multiple answers possible)

- Germany                       Asia  
 Europe (without Germany)                       Central and South America  
 USA                       Rest of the world

#### Statistical information for the year 2017

Domestic employees (in heads): \_\_\_\_\_ Domestic turnover (in mil. €): \_\_\_\_\_  
Employees abroad (in heads): \_\_\_\_\_ Turnover abroad (in mil. €): \_\_\_\_\_

Does your company use internal transfer pricing for international tax matters?                       ja                       nein  
Do you describe your company as a **family business**?                       ja                       nein

Your details will be treated in the strictest confidence. Legal data protection is fully guaranteed.  
Data protection declaration: [www.cesifo-group.de/de/ifoHome/Legal/Datenschutz.html](http://www.cesifo-group.de/de/ifoHome/Legal/Datenschutz.html)

**Thank you for your cooperation!**

**The future of Europe from the perspective of German companies**

1. At which political level are the interests of your company **best** represented?

(Please select **1 answer**)

- Europe       Federation       State       Municipality       None

2. With which politicians are you in contact and how often? Please also state whether you would like to have more contact with the respective politicians.

	Never	Rare	Occasional	Frequent	More contact desired
Municipal politicians	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Member of the State Parliament	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Member of the Bundestag	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Member of the European Parliament	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

3. From your company's point of view, how do you assess the following reform proposals or objectives at the European level:

	Positive	Neutral	Negative	Don't know
Common European Unemployment Insurance (=Reinsurance for national insurance companies)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Common European minimum wage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Common Eurozone Budget	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Common European Deposit Guarantee Scheme	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Common corporate tax base (=harmonisation of company taxation)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How do you assess the results achieved so far by the European Union in the following areas and how much should the EU commit to them in the new legislative period from your company's point of view?

	Results so far			Future engagement		
	positive	neutral	negative	more	same	less
Realisation of the Digital Single Market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improving the global competitiveness of the EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trade agreements with other third countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environment and climate protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Data protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Measures against tax avoidance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Admission of further countries to the EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. In which competence (national vs. European competence) should the following policy fields **be focussed** from your company's point of view?

	National competence	European competence	Don't know
Social system	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competition policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trade policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fiscal and economic policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financial market and banking supervision	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foreign policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Immigration of skilled workers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Please turn!**

6. How well are the four fundamental freedoms of the European internal market **implemented** from your company's point of view?

	Not at all	Minor	Partly	Sufficient	Completely	Don't know
Free movement of goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Free movement of services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Free movement of capital	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Free movement of persons	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

7. Do you classify Chinese companies or their products as competition in the EU internal market for your company?

- Not relevant     No competition     Minor competition     Medium competition     Great competition     Don't know

8. What economic policy measures should the EU take towards **China**?

(Please select a **maximum of 2 answers**)

- State pre-emption rights for possible Chinese investments in European companies     Protective tariffs  
 Reduction of investment restrictions for European companies in China     Import quotas  
 Improved intellectual property protection     No measures  
 Compliance with equivalent labour and environmental standards     Don't know  
 Sonstiges: \_\_\_\_\_

9. Currently, the abolition of the time change is being discussed at European level. Which time is preferable from your company's point of view?

- Normal time (winter time)     Sommer time     No preference

10. In the context of **German industrial policy**, the state funding of key technologies/industries/companies is being discussed. In your view, what is the right way to shape industrial policy? (please select **1 answer**)

- Building large national or European companies     Funding the entire entrepreneurial landscape  
 Funding of selected key technologies/industries     No funding  
 Funding of small and medium-sized enterprises (SMEs)     Don't know  
 Sonstiges: \_\_\_\_\_

11. In your opinion, which measure is **best suited** to achieving a fair tax system or less tax avoidance? (please select **1 answer**)

- Greater tax transparency towards the public     No measures  
 Strengthening of competent (tax) authorities     Don't know  
 Improved international coordination  
 Other: \_\_\_\_\_

#### Statistical information for the year 2018

Domestic employees (in heads): \_\_\_\_\_ Domestic turnover (in mil. €): \_\_\_\_\_

Employees abroad (in heads): \_\_\_\_\_ Turnover abroad (in mil. €): \_\_\_\_\_

Do you describe your company as a **family business**?     Yes     No

**Thank you for your cooperation!**

Postfach 860460  
81631 München  
F: 089 9224-1911 oder 089 9224-1463

KennNr.-Ifo.Nr

**The Corona Pandemic: Crisis Management in Politics and Business**

**A. Can you identify any effect of the Corona pandemic on your current business situation?  
Is it negative or positive?**

Negative  -3  -2  -1  0  1  2  3 Positive

**B. We expect that turnover in the current year will be...:**

- \_\_\_% higher than assumed before the crisis.
- \_\_\_% lower than assumed before the crisis.
- not negatively or positively affected by the corona crisis.

**C. In the following we would like to ask you to give the politicians a report for their crisis management.  
Please give marks on a scale from 6=„insufficient“ to 1=„very good“ for the action of the Federal Government  
regarding:**

	Insufficient					Very good	Don't know
	6	5	4	3	2	1	
Information for companies by government agencies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loans from KfW or other state and state-related institutions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deferment of tax payments and reduction of advance payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Emergency aid (grants without repayment obligation) from the state or federal government	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State participation in distressed companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Relaxation of legal requirements (e.g., statutory insolvency regulations)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Granting of short time working allowance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State guarantees and sureties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deferment of rent payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Border closures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Closures ordered by the authorities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**D. Which policy measures do you consider appropriate to increase the resilience of our economy to crises?  
Please rate:**

	Not suitable					Very suitable	Don't know
More central competences for the federal government towards states or municipalities in the event of a crisis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
More information on possible crisis scenarios	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comprehensive coordination in the EU in the event of a crisis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expansion of the health system	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improving the digital infrastructure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consolidation of public finances	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increase in public investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Building up strategic reserves of indispensable raw materials/products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Strengthening the European Stability Mechanism to safeguard particularly affected EU states	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Introduction of Eurozone bonds (Corona or Eurobonds) to secure particularly affected EU states	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Promoting the formation of equity capital for companies through tax measures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improving social security cover in the event of unemployment, loss of earnings or illness	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**E. Which state aid measures has your company made use of?**

	Utilised	Utilisation planned
Short-time work	<input type="checkbox"/>	<input type="checkbox"/>
Emergency aid (grants without repayment obligation) from the state or federal government	<input type="checkbox"/>	<input type="checkbox"/>
Loans from KfW or other state and state-related institutions	<input type="checkbox"/>	<input type="checkbox"/>
State guarantees and sureties	<input type="checkbox"/>	<input type="checkbox"/>
Deferment of tax payments and reduction of advance payments	<input type="checkbox"/>	<input type="checkbox"/>
Deferment of rent payments	<input type="checkbox"/>	<input type="checkbox"/>

**F. What other measures have you taken in your company to deal with the current crisis? What measures are you planning for the next 2 years to protect yourself from future crises?**

	Introduced	Planned for the next 2 years
<b>Operating business</b>		
Plant closures; production stop; site closure	<input type="checkbox"/>	<input type="checkbox"/>
Change of suppliers / broader positioning in procurement	<input type="checkbox"/>	<input type="checkbox"/>
Reduction of the share of supplied products or services	<input type="checkbox"/>	<input type="checkbox"/>
Relocation of manufacturing/service provision to Germany	<input type="checkbox"/>	<input type="checkbox"/>
Relocation of manufacturing/service provision abroad	<input type="checkbox"/>	<input type="checkbox"/>
Increased warehousing	<input type="checkbox"/>	<input type="checkbox"/>
Creation of a crisis plan	<input type="checkbox"/>	<input type="checkbox"/>
Establishment or expansion of online sales or online presence	<input type="checkbox"/>	<input type="checkbox"/>
Strategic realignment of the product or service offering	<input type="checkbox"/>	<input type="checkbox"/>
<b>Personnel</b>		
Creation or expansion of the possibility for home offices	<input type="checkbox"/>	<input type="checkbox"/>
Increasing employee flexibility (e.g., through working time accounts)	<input type="checkbox"/>	<input type="checkbox"/>
Increased use of temporary agency work	<input type="checkbox"/>	<input type="checkbox"/>
Reduced use of temporary agency work	<input type="checkbox"/>	<input type="checkbox"/>
<b>Finances / Insurance</b>		
Permanent increase of liquidity	<input type="checkbox"/>	<input type="checkbox"/>
Permanent increase of equity capital	<input type="checkbox"/>	<input type="checkbox"/>
Developing new sources of funding	<input type="checkbox"/>	<input type="checkbox"/>
Conclude new business interruption-/ business closure insurance	<input type="checkbox"/>	<input type="checkbox"/>

**Statistical information for the year 2019:**

Domestic employees (in heads): \_\_\_\_\_ Domestic turnover (in mil. €): \_\_\_\_\_  
 Employees abroad (in heads): \_\_\_\_\_ Turnover abroad (in mil. €): \_\_\_\_\_  
 Do you describe your company as a family business?      yes       no

KennNr. - Ifd. Nummer

**Thank you for your cooperation!**

Your details will be treated in the strictest confidence. Legal data protection is fully guaranteed.  
 Data protection declaration: [www.ifo.de/en/information-participants-online-paper-and-fax-surveys-annual-monitor-german](http://www.ifo.de/en/information-participants-online-paper-and-fax-surveys-annual-monitor-german)



**The Corona Pandemic: Testimony to Crisis Management in Politics**

A. With this short survey we would like to ask you to give the politicians an up-to-date report on their crisis management.

Please give marks on a scale from 1= “very good“ to 6= “insufficient“ for the action taken by the Federal Government with regard to:

	Very good		Insufficient				Don't know
	1	2	3	4	5	6	
Information for companies through government agencies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loans from KfW or other state-owned and government-related institutions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deferment of tax payments and reduction of advance payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Emergency aid (grants without repayment obligation) from the state or federal government	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State participation in ailing companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Relaxation of legal requirements (e.g., statutory insolvency regulations)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Granting of short time working allowance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
State guarantees and sureties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deferment of rent payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Border closures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Closures ordered by the authorities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

B. Is the productivity related to the office workplaces in your company when using home office

- Increased     Remained the same     Decreased     Not relevant for us.

C. In April 2020, the coalition government passed a bureaucracy moratorium for companies. Has this brought any relief for your company?

- Yes, very large reliefs     Yes, but only small reliefs     No     Don't know

**Thank you for your cooperation!**

Your details will be treated in the strictest confidence. Legal data protection is fully guaranteed.  
 Data protection declaration: [www.ifo.de/en/information-participants-online-paper-and-fax-surveys-annual-monitor-german](http://www.ifo.de/en/information-participants-online-paper-and-fax-surveys-annual-monitor-german)

**Evaluation of climate and environmental policy in Germany and Europe**

**1. In the long term, efforts to combat climate change mean for our company ...**

Great opportunity	Opportunity	Neutral	Risk	Great risk	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**2. Assessment of climate and environmental policy: which statements apply to your company?**

	This is completely true	This is true	Partly	This is not true	This is not true at all	Don't know
The legal requirements offer us planning security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The measures in the course of energy transition provide us with incentives for more energy efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
European and German emissions trading leads to a reduction in emissions in our company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The energy transition endangers the sufficient power supply of our company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
German energy costs are a disadvantage for our company in international competition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Globally inconsistent climate policy worsens our position in international competition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**3. Have you taken or do you plan to take any of the following measures in the course of regulation?**

	Already implemented	Planned	Not planned	Not relevant	Don't know
Orientation towards environmentally or climate-friendly products /processes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price reductions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price increases	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Relocation/production abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Establishment or expansion of own emergency power capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**4. With the Green Deal, the EU Commission is planning a series of new laws and initiatives for a climate-neutral Europe by 2050. From your company's point of view, how do you assess the following measures and goals listed there?**

	Positive	Neutral	Negative	Don't know
Electrification of the energy end-use sectors (transport, industry, buildings)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EU hydrogen strategy (e.g. 40 GW hydrogen electrolysis capacity by 2030)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Realisation of a circular economy by 2050 (among other things, guaranteed right to repairs, avoidance of superfluous packaging, increase in recycling share)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development of a standard method for assessing the environmental impact of products (e.g. electronic product passport)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased requirements for building energy efficiency and resulting renovation requirements, if applicable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduce transport-related emissions by 90% by 2050	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Steering financial and capital flows towards "green" investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of disclosure obligations of non-financial information on climate and environmental data for companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CO <sub>2</sub> -border adjustment system (import duties / export credits to avoid distortion of competition)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**5. Which political measures do you endorse to slow down climate change?**

	Totally agree	Agree	Neutral	Do not agree	Do not agree at all	Don't know
Establishment and expansion of support programmes for climate-friendly products / processes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expansion of fiscal R&D support for climate-friendly technologies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tax incentives for investments in emission reduction	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
More favourable financing conditions for green investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Premiums / purchase incentives for climate-friendly products / services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technology specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Stricter requirements for energy efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Value added tax reduction for climate-friendly products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Binding CO <sub>2</sub> -reduction targets for companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Totally agree	Agree	Neutral	Do not agree	Do not agree at all	Don't know
CO <sub>2</sub> -pricing in general	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- Increase in the fixed price for emission certificates in the German Fuel Emissions Trading Act	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- Extension of the European Emissions Trading Scheme (EU-ETS) to heat and transport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- EU-wide CO <sub>2</sub> -tax	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**6. Which prioritisation regarding climate and environmental protection do the following stakeholder groups of your company demand?**

	High	Medium	Low	None	Don't know
Partner / Shareholders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Banks / Lenders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Supervisory Board / Advisory Board	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regulatory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employees	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**7. Have you set yourself a certain target for CO<sub>2</sub>-neutrality?**

Yes  No

If yes: **Until which year?** \_\_\_\_\_

**8. What climate or environmental protection measures have you taken or do you plan to take?**

	Already implemented	Planned in the next 3 years	Not planned	Not relevant	Don't know
<b>Energy</b>					
Purchase of energy from renewable sources	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Installation of renewable energy systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increasing energy efficiency in production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energetic building refurbishment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Resource efficiency</b>					
R&D for environmentally and climate-friendly technologies and processes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Procurement of environmentally or climate-friendly products / services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Waste minimisation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increasing the proportion of recycling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Transport and logistics</b>					
Use of alternative mobility concepts and drive technologies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Optimisation of logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Permanently fewer business trips also independent of Corona pandemic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Guidelines for climate-friendly business travel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Business policy / Internal specifications</b>					
Own CO <sub>2</sub> -reduction targets defined	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employee training / awareness-raising for climate and environmental protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Accruals for future investments in climate and environmental protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use of public funding measures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other:</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Bureaucracy monitor: How has bureaucracy developed for your company in 2020 compared to the previous year?**

Decreased  Remained the same  Increased  Don't know

**Which three bureaucratic regulations burden you the most?**

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

**Statistical information for the year 2020:**

Domestic employees (in heads):	_____	Domestic turnover (in mil. €):	_____
Employees abroad (in heads):	_____	Turnover abroad (in mil. €):	_____
Do you describe your company as a family business?	yes <input type="checkbox"/>	no <input type="checkbox"/>	

Kenn-Nr. Lfd.Nr.

Thank you for your cooperation!

**Expectations of the new German government**

1. The German state has taken on a large amount of debt to fight the Corona pandemic and its economic consequences. Given this starting position, would you support tax increases to reduce the national debt?

- Yes  No  Don't know

If so, which tax measures do you consider particularly appropriate? (Please a maximum of 3 entries)

- |  |   |
|--|---|
| <input type="checkbox"/> Introduction of a wealth tax/asset levy           | <input type="checkbox"/> Increase in corporate income tax |
| <input type="checkbox"/> Increase of the top income tax rate               | <input type="checkbox"/> Increase in capital gains tax    |
| <input type="checkbox"/> Increase in income tax in all income tax brackets | <input type="checkbox"/> Increase in value added tax      |
| <input type="checkbox"/> Other: _____                                      | <input type="checkbox"/> Increase in inheritance tax      |

2. Do you think government austerity measures are necessary to reduce the national debt?

- Yes  No  Don't know

If yes, which savings measure do you think is most appropriate?

- |   |  |
|---|--|
| <input type="checkbox"/> Across-the-board cuts in public spending | <input type="checkbox"/> Limit growth of the public budget |
| <input type="checkbox"/> Reduction of subsidies                   | <input type="checkbox"/> Other measure: _____              |

3. How suitable do you consider the following measures to be for improving German competitiveness? Please rate.

	Not suitable					Very suitable					Don't know	
<b>a) Non-financial measures</b>												
Digitalisation of the state administration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Building up state cyber defences	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reduction of documentation requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Exclusion of non-European bidders in tenders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Withdrawal of the General Data Protection Regulation (GDPR)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Making the Working Hours Act more flexible (e.g.: weekly maximum working hours instead of daily)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>b) Fiscal policy measures</b>												
Increasing government investment in education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Increase government investment in infrastructure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Stronger tax incentives for research and development (R&D)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reduction of the corporate income tax	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reduction of income tax	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Abolition of the solidarity surcharge	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Abolition of the EEG levy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Abolition of inheritance tax	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
c) Further measures: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

4. How do you assess the current investment conditions in Germany? Please rate using school marks from „insufficient“ (6) to „very good“ (1).

- Insufficient        Very good |  Not sure

5. What effect do you think the introduction of a wealth tax/asset levy in Germany would have on investment conditions?

- Strong deterioration      Strong improvement |  Not sure

6. How would your company react to the introduction of a wealth tax/asset levy with regard to its investment plans for the German region?

- |  |   |
|--|---|
| <input type="checkbox"/> No change in investment behaviour | <input type="checkbox"/> Decrease of investments  |
| <input type="checkbox"/> Increase of investments           | <input type="checkbox"/> Cessation of investments |

**Statistical information for the year 2020:**

Domestic employees (in heads): _____	Domestic turnover (in mil. €): _____
Employees abroad (in heads): _____	Turnover abroad (in mil. €): _____
Do you describe your company as a family business?	<input type="checkbox"/> yes <input type="checkbox"/> no

Thank you for your cooperation!

**Burden of rising energy costs – impact on businesses**

**1. a) What energy sources does your company use? (Multiple answers possible)**

electricity  gas  coal  fuel oil  diesel/petrol  \_\_\_\_\_ |  don't know

**b) What do you estimate was the share of energy costs in your company's sales revenue in 2021 (energy intensity, in percent)? \_\_\_\_\_ % (statements with one decimal place)**

**2. Companies usually hedge against fluctuations in energy prices through long-term supply contracts. When do you expect the main burden from energy price increases?**

Immediately/  In the second half-year 2022  in 2023  after 2023 |  don't know

**3. What measures are you planning to take in response to rising energy costs?**

	highly probable	probable	improbable	not planned	don't know
Production stops	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Relocation of operating facilities abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Job cuts at locations in Germany	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Postponement of planned investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investments in energy efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Switching to other energy sources	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Abandonment of energy-intensive business areas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price increases	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**4. Are you in favour of concrete measures to limit energy costs?**

yes If yes, please prioritise each measure below with a value from 0 to 3 (0 = none, 1 = low, 2 = medium, 3 = high priority)  no |  don't know

___ Abolition of the EEG levy	
___ No further increase of the CO <sub>2</sub> -price	
___ Reduction of the tax burden on electricity (sales tax or electricity tax)	
___ Introduction of a discounted industrial electricity price	
___ Targeted aid to companies or industries in line with EU state aid rules	
___ Subsidies for private investments in renewable energies and energy efficiency	
___ Approval for payment deferrals for energy bills	
___ Reward companies that flexibly manage their electricity demand during peak or slack periods via a capacity mechanism (remuneration for capacities provided)	
___ Other: _____	

**5. What measures do you consider to be effective in increasing the competitiveness of German companies in the EU internal market or on international markets? Please max. 2 mentions**

<input type="checkbox"/> Introduction of a CO <sub>2</sub> -limit compensation mechanism	<input type="checkbox"/> Introduction of subsidies for energy-intensive companies
<input type="checkbox"/> Introduction of a global CO <sub>2</sub> -price	<input type="checkbox"/> State limitation of energy costs (cap)
<input type="checkbox"/> Other: _____	<input type="checkbox"/> don't know

**6. How do you rate the overall security of energy supply for your company?**

extremely reliable    0    0    0    0    0    very limited |  don't know

**Statistical information for the year 2021:**

Domestic employees (in heads): _____	Domestic turnover (in mil. €): _____
Employees abroad (in heads): _____	Turnover abroad (in mil. €): _____
Do you describe your company as a family business?	<input type="checkbox"/> yes <input type="checkbox"/> no

**Thank you for your cooperation!**

Postfach 80460  
81831 München  
Fax: 089 9224-1508 oder 089 9224-1463

KennNr.-Ild.Nr.

**Effects of the shortage of skilled workers on German companies**

**1. The effort required to recruit new skilled workers for our company is currently ...**

very low	low	medium	high	very high	don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>In the last three years, this effort has...</b>					
fallen sharply	fallen	remained the same	increased	increased sharply	don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**2. How suitable do you consider the following (planned) measures of the federal government to face the shortage of skilled workers?**

	very unsuitable	rather unsuitable	neutral	rather suitable	very suitable	don't know
Create incentives for higher labour force participation (e.g., by means of appropriate reforms)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Enable working people to work beyond retirement age	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Facilitate access to master craftsman training	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Facilitate labour immigration to Germany (e.g., extend the BlueCard to non-academic professions)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowering hurdles in the recognition of educational and vocational qualifications from abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Promoting more targeted vocational orientation in all schools	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Promotion of training ambassadors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**3. Which of the following measures is your company already taking or considering to recruit skilled workers?**

Please also indicate how suitable you find them or what suitability you attribute to them in the planning case (1=very unsuitable, 2=rather unsuitable, 3=neutral, 4=rather suitable, 5=very suitable)

	Suitability (possible values: 1-5)	already implemented	planned	not planned	don't know
Retraining/qualification of career changers	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Further training of existing staff	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Making the working time model more flexible (e.g., through part-time models, job sharing, sabbaticals)	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Temporary work	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Headhunter	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Permanently convert vacant position to home office / remote access (Germany-wide applicant selection)	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expansion of candidate selection to international professionals through permanent remote access from abroad	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Targeted recruitment of skilled workers from other EU countries	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Targeted recruitment of skilled workers from outside the EU	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct approach of potential new employees by the company itself and not by a contracted service provider ("active sourcing")	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employment of refugees	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expansion of training activities beyond current needs	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cooperation with (high) schools	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Payment of higher salaries	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	—	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



ifo Institute  
 Jahresmonitor  
 Postfach 86 04 60  
 81631 München

**Burden of rising energy costs and lack of security of supply -  
 Effects on the companies**

**1. How high do you estimate the share of energy costs in your company's sales revenue (energy intensity) in 2022? What was the approximate share in 2021? (Data as approximate values)**

\_\_\_\_\_ % for 2022      \_\_\_\_\_ % for 2021

**2. What measures are you planning to take in response to rising energy costs?**

	implemented/ in implementation	very probable	probable	improbable	not planned	don't know
Production stops	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Relocation of operating facilities abroad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Job cuts at locations in Germany	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Postponement of planned investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investments in energy efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Switching to other energy sources	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Abandonment of energy-intensive business areas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price increases	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**3. The German government wants to introduce a gas levy to stabilize the market. How would you rate this measure in school grades?**

1       2       3       4       5       6       don't know

**4. How do you prioritize the following measures to limit energy costs? Please prioritize each measure below with a value from 0 to 3 (0 = none, 1 = low, 2 = medium, 3 = high priority).**

government cap on gas and electricity prices	
temporary extensions of the operating lives of nuclear power plants	
reduction of the tax burden on electricity (sales tax or electricity tax)	
Introduction of a discounted industrial electricity price	
Targeted aid to companies or industries in line with EU state aid rules	
Subsidies for private investments in renewable energies and energy efficiency	
Approval of payment deferrals for energy bills	
Reward companies that flexibly manage their electricity demand during peak or slack periods via a capacity mechanism (payment for capacity provided)	
Other: _____	

**5. How do you rate the overall security of energy supply for your company?**

extremely reliable    0    0    0    0    0    very limited       don't know

**6. How would you rate the German government's crisis management in energy policy in school grades?**

1       2       3       4       5       6       don't know

**Statistical information for the year 2021:**

Domestic employees (in heads): _____	Domestic turnover (in mil. €): _____
Employees abroad (in heads): _____	Turnover abroad (in mil. €): _____
Do you describe your company as a family business?	<input type="checkbox"/> yes <input type="checkbox"/> no