Q19. Does your company offer green products or services?

- Yes: 60%
- No but I am planning to do so in the next 2 years: 26%
- No and I am not planning to do so: 8%
- Don't know: 6%

Q26. Where does your company currently sell green products or services?

- National market: 67%
- European Union: 23%
- Other European countries including Russia: 6%
- Africa and/or Middle East: 5%
- North America: 4%
- Asia and South Pacific: 3%
- Australia and Oceania: 2%
- Latin America (including Mexico): 3%
- Don't know: 3%

Q30. What type of support would help you the most to launch your range of green products or services?

- Financial incentives for developing products, services or new production processes: 31% (EU27) 32% (DE)
- Assistance with identifying potential markets or customers for these products or services: 15% (EU27) 17% (DE)
- Technical advice and consultancy services for products, services development or production processes: 14% (EU27) 12% (DE)
- Consultancy services for marketing or distribution: 10% (EU27) 16% (DE)
- Other (SPONTANEOUS): 5% (EU27) 3% (DE)
- None (SPONTANEOUS): 31% (EU27) 31% (DE)
- Don't know: 12% (EU27) 12% (DE)
Q3. What actions is your company undertaking to be more resource efficient?

- At least one action: 93%
  - Saving energy: 71%
  - Minimising waste: 56%
  - Recycling: 57%
  - Saving materials: 55%
  - Saving water: 49%
  - Selling your scrap material to another company: 26%
  - Using predominantly renewable energy (including own production through solar panels, etc): 23%
  - Other (SPONTANEOUS): 1%
  - None (SPONTANEOUS): 7%
  - Don’t know: 1%

Q6. What impact have the undertaken resource efficiency actions had on the production costs over the past two years?

- It significantly decreased production costs: 35%
- It slightly decreased production costs: 14%
- It had no impact (SPONTANEOUS): 14%
- It slightly increased production costs: 14%
- It significantly increased production costs: 6%
- Don’t know: 1%

Q18. Which of the following policy measures to promote energy efficiency do you consider particularly effective?

- Financial incentives such as tax rebates, grants and loans to support energy efficiency investments: 57%
- Simplification of administrative procedures for obtaining permission to construct cogeneration capacity (to install a solar panel, etc...): 28%
- More information on energy service contracts and options to save energy: 25%
- Advice to use an energy management system: 20%
- Affordable energy audits: 10%
- A tool that my company can use to benchmark its energy use against comparable companies: 17%
- Simple connection to the grid system of electricity if your company is producing electricity itself: 15%
- Other (SPONTANEOUS): 1%
- Don’t know: 16%