

	Enterprise characteristics										Sector										Owner of the company															
	Part of enterprise (e.g. subsidiary or branch)		250+ employees (LSE)		SMEs (combined)		50-249 employees		10-49 employees		1-9 employees		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA	
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%			
No answer	3.1%	2.9%	3.3%	4.2%	3.1%	3.1%	0.8%	1.4%	4.2%	3.6%	2.8%	3.1%	3.1%	2.2%	3.6%	2.7%	3.3%	3.5%	2.2%	4.5%	2.7%	3.9%	4.7%	3.3%	3.3%	3.5%	2.2%	4.5%	2.7%	3.9%	4.7%	3.3%				
DK/NA																																				
Q1 During the past 12 months have you introduced a new organisation of management?																																				
Yes	24.1%	25.1%	18.8%	27.0%	20.8%	20.8%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%	25.7%	27.0%			
No	75.5%	74.5%	80.5%	72.0%	79.6%	79.6%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%	74.3%	72.0%			
DK/NA																																				
Q1 During the past 12 months have you introduced a new way of selling your goods or services?																																				
Yes	0.4%	0.6%	0.8%	0.6%	0.4%	0.4%	0.6%	0.7%	0.7%	0.3%	0.5%	0.1%	0.0%	0.5%	0.4%	0.4%	0.5%	0.2%	0.5%	0.2%	0.4%	0.7%	1.0%	0.6%	0.7%	0.5%	0.2%	0.7%	1.0%	0.6%	0.7%	1.0%				
No	99.6%	99.4%	99.2%	99.4%	99.6%	99.6%	99.4%	99.3%	99.3%	99.7%	99.5%	99.9%	100.0%	99.5%	99.6%	99.6%	99.5%	99.8%	99.8%	99.8%	99.8%	99.6%	99.3%	99.0%	99.4%	99.3%	99.5%	99.8%	99.3%	99.0%	99.4%	99.4%				
DK/NA																																				
Q1 Summary: During the last 12 months have you introduced a new or significantly improved product/service/production/organisation management/way of selling?																																				
Yes	57.0%	56.4%	53.7%	57.0%	60.6%	57.0%	56.2%	58.1%	44.2%	43.7%	45.5%	40.7%	40.1%	38.2%	40.1%	39.8%	43.7%	44.2%	43.7%	45.5%	40.7%	40.1%	39.8%	43.7%	44.2%	43.7%	45.5%	40.7%	40.1%	39.8%	43.7%	44.2%				
No	43.0%	43.5%	46.2%	43.0%	39.6%	43.0%	43.1%	41.9%	55.7%	56.3%	54.5%	59.3%	59.9%	61.8%	59.7%	60.2%	56.3%	55.6%	56.3%	54.5%	59.3%	59.9%	60.2%	56.3%	55.6%	56.3%	54.5%	59.3%	59.9%	60.2%	56.3%	55.6%				
DK/NA																																				

Q2 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?

	Enterprise characteristics										Sector										Owner of the company															
	Part of enterprise (e.g. subsidiary or branch)		250+ employees (LSE)		SMEs (combined)		50-249 employees		10-49 employees		1-9 employees		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA	
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%			
Increased	35.2%	32.0%	27.2%	35.2%	43.3%	35.2%	41.2%	37.9%	31.6%	35.7%	28.7%	36.1%	40.5%	34.2%	33.6%	33.6%	48.2%	48.2%	34.7%	35.8%	34.7%	35.8%	34.7%	35.8%	34.7%	35.8%	34.7%	35.8%	34.7%	35.8%	34.7%	35.8%				
Remained unchanged	31.8%	32.2%	34.2%	31.8%	29.1%	31.8%	28.0%	30.7%	30.7%	27.5%	33.5%	30.9%	29.9%	29.4%	28.0%	28.0%	23.0%	23.0%	31.2%	31.2%	29.2%	29.2%	29.2%	29.2%	31.2%	31.2%	29.2%	29.2%	29.2%	29.2%	29.2%	29.2%				
Decreased	32.3%	35.2%	37.9%	32.3%	26.7%	32.3%	30.8%	37.4%	37.4%	36.2%	37.1%	32.7%	29.4%	36.4%	27.8%	30.8%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%	28.3%				
Net increased	3.0%	-3.1%	-10.7%	3.0%	16.6%	3.0%	29.2%	9.4%	-5.8%	-0.5%	4.4%	3.4%	11.1%	-2.2%	21.6%	7.1%	19.9%	19.9%	1.2%	6.6%	7.4%	6.6%	7.4%	6.6%	7.4%	6.6%	7.4%	6.6%	7.4%	6.6%	7.4%					
No answer																																				
DK/NA																																				
Q2 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?																																				
Labour cost (including social contributions)	0.7%	0.5%	0.7%	0.3%	1.0%	0.7%	0.6%	0.7%	0.3%	0.7%	0.8%	0.4%	0.2%	3.8%	0.3%	0.7%	0.6%	0.5%	1.0%	0.5%	0.5%	1.0%	0.8%	1.0%	0.8%	1.0%	0.5%	0.5%	1.0%	1.6%	1.3%					
Materials	0.9%	0.8%	1.3%	0.6%	0.9%	0.6%	0.6%	0.6%	0.6%	1.5%	0.8%	1.1%	0.2%	0.4%	3.6%	1.3%	0.8%	0.7%	0.5%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	1.6%					
Energy	0.9%	0.8%	1.3%	0.6%	0.9%	0.6%	0.6%	0.6%	0.6%	1.5%	0.8%	1.1%	0.2%	0.4%	3.6%	1.3%	0.8%	0.7%	0.5%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	1.6%					
Other cost (materials, energy, other)	0.9%	0.8%	1.3%	0.6%	0.9%	0.6%	0.6%	0.6%	0.6%	1.5%	0.8%	1.1%	0.2%	0.4%	3.6%	1.3%	0.8%	0.7%	0.5%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	1.6%					

Q3 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?

	Enterprise characteristics										Sector										Owner of the company															
	Part of enterprise (e.g. subsidiary or branch)		250+ employees (LSE)		SMEs (combined)		50-249 employees		10-49 employees		1-9 employees		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA		EURO AREA		EU28		EU28 AREA	
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%			
Increased	52.2%	52.9%	47.6%	52.2%	53.9%	52.2%	58.0%	42.7%	32.0%	50.5%	42.7%	51.1%	54.6%	47.4%	48.7%	55.0%	49.4%	49.4%	53.6%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%	45.3%				
Remained unchanged	37.9%	36.5%	42.7%	37.9%	35.1%	37.9%	32.0%	36.6%	38.7%	38.7%	37.2%	34.9%	33.8%	41.9%	34.9%	34.9%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%	34.6%				
Decreased	9.0%	9.7%	8.6%	9.0%	10.3%	9.0%	9.9%	11.1%	8.8%	9.1%	8.7%	11.3%	10.2%	10.6%	8.8%	8.8%	15.3%	15.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%	9.3%				
Net increased	43.1%	43.2%	39.2%	43.1%	43.8%	43.1%	48.8%	40.3%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%	43.1%				
No answer																																				
DK/NA																																				
Q3 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?																																				
Labour cost (including social contributions)	0.9%	0.8%	1.3%	0.6%	0.9%	0.6%	0.6%	0.6%	0.6%	1.5%	0.8%	1.1%	0.2%	0.4%	3.6%	1.3%	0.8%	0.7%	0.5%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	0.5%	0.5%	1.6%	1.6%	1.6%	1.6%					

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company																
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary or branch)		Up to euro 2 million	More than euro 2 million	Up to euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other firms or associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male
Increased	% 65.7%	66.2%	67.2%	66.6%	61.3%	61.3%	65.7%	67.5%	57.5%	67.7%	65.3%	60.7%	65.9%	61.1%	54.5%	60.7%	60.7%	65.9%	66.1%	66.2%	68.2%	52.2%	68.2%	55.0%	55.1%	55.0%	51.3%	66.9%	71.2%	57.8%
Remained unchanged	% 27.8%	27.0%	28.0%	26.3%	27.8%	27.8%	33.2%	33.2%	33.2%	27.2%	27.8%	26.8%	28.2%	23.6%	30.3%	34.6%	34.6%	28.0%	27.2%	27.2%	37.4%	25.6%	34.5%	34.5%	32.8%	34.5%	28.2%	24.8%	35.2%	34.2%
Decreased	% 5.9%	6.8%	4.8%	6.4%	10.3%	10.3%	8.6%	8.6%	8.6%	5.2%	4.8%	0.0%	5.2%	4.8%	14.7%	14.7%	4.0%	5.2%	6.1%	6.1%	1.6%	5.7%	10.0%	10.0%	10.0%	10.0%	4.5%	5.1%	3.1%	6.3%
DK/NA	% 59.5%	60.0%	62.3%	60.2%	39.8%	39.8%	48.9%	48.9%	48.9%	61.2%	58.0%	60.7%	60.8%	64.5%	53.0%	41.8%	41.8%	60.3%	60.4%	60.6%	42.8%	62.4%	46.3%	46.3%	39.5%	44.3%	62.2%	68.2%	68.2%	51.5%
DK/NA	% 0.6%	0.5%	0.5%	0.8%	0.6%	0.6%	1.4%	0.6%	0.6%	0.6%	0.6%	0.2%	0.6%	0.5%	0.4%	0.2%	0.2%	1.3%	0.8%	0.7%	0.8%	0.5%	0.8%	0.5%	0.5%	0.9%	0.7%	0.7%	0.9%	0.7%

Q2 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?

Net interest expenses (= INTEREST EXPENSES MINUS INTEREST INCOME = WHAT YOU PAY IN INTEREST FOR YOUR DEBT MINUS WHAT YOU RECEIVE IN INTEREST FOR YOUR ASSETS)

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company																	
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary or branch)		Up to euro 2 million	More than euro 2 million	Up to euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other firms or associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female
Increased	% 42.9%	29.6%	29.6%	28.6%	23.6%	23.6%	28.6%	28.6%	28.6%	28.6%	28.6%	27.3%	27.3%	27.3%	27.9%	25.0%	25.0%	25.0%	25.0%	27.7%	25.0%	21.6%	21.6%	21.6%	21.6%	21.6%	24.6%	20.7%	24.6%	20.7%	
Remained unchanged	% 43.7%	46.7%	46.7%	46.7%	42.7%	42.7%	42.7%	42.7%	42.7%	43.4%	43.4%	43.4%	43.4%	43.4%	44.7%	44.7%	44.7%	44.7%	44.7%	44.7%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%
Decreased	% 12.4%	13.1%	8.3%	13.2%	19.0%	19.0%	15.3%	15.3%	15.3%	12.0%	16.0%	13.3%	13.3%	11.3%	17.4%	19.6%	19.6%	17.2%	9.1%	10.1%	13.6%	19.5%	12.3%	15.0%	15.0%	16.7%	14.3%	7.8%	16.2%	16.2%	16.2%
DK/NA	% 15.5%	16.1%	21.3%	15.7%	4.5%	4.5%	15.5%	15.5%	15.5%	16.6%	9.8%	23.7%	13.9%	16.1%	10.5%	4.4%	4.4%	12.6%	17.7%	20.1%	34.0%	1.5%	19.2%	7.4%	7.4%	7.4%	14.6%	16.8%	2.0%	2.0%	
DK/NA	% 11.1%	9.2%	13.5%	10.0%	7.9%	7.9%	11.1%	9.2%	12.2%	11.0%	9.8%	8.6%	11.6%	9.8%	7.8%	6.4%	6.4%	21.0%	14.4%	9.6%	10.4%	15.3%	8.3%	10.6%	6.7%	14.2%	17.2%	13.9%	13.9%	13.9%	

Q2 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?

Profit (= NET INCOME AFTER TAXES)

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company																	
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary or branch)		Up to euro 2 million	More than euro 2 million	Up to euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other firms or associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female
Increased	% 2.2%	1.8%	2.1%	2.2%	2.2%	2.2%	1.9%	1.6%	1.6%	2.2%	2.0%	1.7%	1.8%	1.6%	1.5%	1.5%	1.5%	11.5%	3.4%	1.6%	1.7%	3.5%	1.6%	2.7%	2.4%	2.2%	4.2%	4.2%	4.2%	4.8%	
Remained unchanged	% 29.3%	32.6%	32.6%	32.6%	31.8%	31.8%	31.8%	31.8%	31.8%	31.8%	31.8%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	30.5%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%
Decreased	% 43.7%	46.7%	46.7%	46.7%	42.7%	42.7%	42.7%	42.7%	42.7%	43.4%	43.4%	43.4%	43.4%	43.4%	44.7%	44.7%	44.7%	44.7%	44.7%	44.7%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%
DK/NA	% -17.2%	-24.6%	-27.0%	-10.5%	-6.6%	-6.6%	-4.8%	-4.8%	-4.8%	-18.7%	-11.0%	-29.5%	-21.7%	-15.5%	-29.8%	-18.7%	-13.8%	-12.4%	-6.4%	-10.7%	-10.3%	-19.8%	3.8%	-20.9%	-8.3%	-20.4%	-16.6%	-18.8%	-3.4%	-3.4%	
DK/NA	% 2.2%	1.8%	2.1%	2.2%	2.2%	2.2%	1.9%	1.6%	1.6%	2.2%	2.0%	1.7%	1.8%	1.6%	1.5%	1.5%	1.5%	11.5%	3.4%	1.6%	1.7%	3.5%	1.6%	2.7%	2.4%	2.2%	4.2%	4.2%	4.2%	4.8%	

Q2 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?

Profit margin (= THE DIFFERENCE BETWEEN THE SELLING PRICE AND THE COST PRICE FOR EACH UNIT)

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company																	
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary or branch)		Up to euro 2 million	More than euro 2 million	Up to euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other firms or associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female
Increased	% 3.5%	2.4%	3.7%	3.2%	3.6%	3.6%	2.5%	3.5%	3.5%	3.5%	2.4%	3.0%	1.8%	4.5%	2.2%	2.7%	2.7%	0.8%	5.9%	3.6%	2.9%	4.2%	2.6%	3.0%	2.4%	1.2%	4.0%	7.3%	8.2%	8.2%	
Remained unchanged	% 16.8%	17.6%	17.6%	17.6%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%	16.8%
Decreased	% 35.3%	32.6%	34.7%	34.0%	35.2%	35.2%	38.0%	38.0%	38.0%	35.0%	35.8%	29.1%	36.0%	35.9%	35.3%	35.9%	35.9%	41.8%	37.8%	36.7%	34.8%	30.6%	33.1%	36.6%	36.8%	39.0%	41.1%	34.2%	34.2%	34.2%	34.2%
DK/NA	% -27.6%	-34.4%	-33.4%	-25.6%	-19.1%	-19.1%	-6.4%	-6.4%	-6.4%	-29.2%	-23.5%	-41.2%	-27.7%	-26.8%	-38.6%	-31.9%	-24.3%	-21.2%	-12.9%	-20.0%	-23.8%	-29.9%	-8.0%	-32.6%	-20.8%	-14.0%	-25.4%	-27.2%	-11.6%	-11.6%	
DK/NA	% 3.5%	2.4%	3.7%	3.2%	3.6%	3.6%	2.5%	3.5%	3.5%	3.5%	2.4%	3.0%	1.8%	4.5%	2.2%	2.7%	2.7%	0.8%	5.9%	3.6%	2.9%	4.2%	2.6%	3.0%	2.4%	1.2%	4.0%	7.3%	8.2%	8.2%	

Q2 The following indicators are relevant for the income generated by your firm. Please tell me whether the following indicators have decreased, remained unchanged or increased over the past 6 months in your company?

Turnover/Profit margin combined

did not apply because you thought you would be rejected, did not apply because you had sufficient internal funds, or did not apply for other reasons?

Other external financing: Other external financing includes loans from other lenders, equity or debt issuance, leasing, factoring, etc., but excludes overdrafts, credit lines, bank loans and trade credit

	Enterprise characteristics										Sector	Turnover	Active slice	Owner of the company																		
	Size		EURO SMEs		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary)	Autonomous	Industry	Construction	Trade	Services	Up to euro2 million	More than euro 2 million	Up to euro30 million	More than euro 30 million	Less than 3 years	3 to 5 years	5 to 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a sole proprietor
	%	EURO SMEs	%	10-49 employees	%	50-249 employees	%	250+ employees	%	EURO SMEs																						
Applied	13.5%	14.5%	7.6%	16.6%	21.6%	11.5%	25.8%	12.8%	12.8%	13.6%	18.6%	14.1%	10.7%	13.2%	10.4%	10.7%	13.3%	20.8%	20.9%	20.9%	13.8%	11.5%	11.9%	13.9%	15.4%	12.6%	19.6%	20.1%	13.1%	12.1%	8.2%	
Did not apply because of possible rejection	2.5%	2.4%	3.0%	1.6%	2.5%	0.7%	1.5%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	2.2%	2.7%	3.0%	
Did not apply because of sufficient internal funds	43.0%	39.3%	41.9%	43.7%	44.1%	43.0%	45.2%	49.2%	42.2%	42.2%	42.6%	39.6%	45.7%	42.7%	36.2%	39.9%	42.1%	51.4%	36.6%	41.2%	39.9%	44.5%	47.0%	42.2%	47.9%	37.7%	28.4%	32.3%	36.1%	50.1%		
Did not apply for other reasons	36.3%	40.0%	42.1%	38.2%	36.3%	24.1%	28.7%	38.2%	38.2%	37.2%	33.4%	38.2%	35.8%	36.9%	44.9%	33.5%	30.3%	24.1%	35.8%	36.5%	39.5%	35.2%	37.7%	28.4%	37.7%	28.4%	32.3%	36.1%	43.2%	32.9%		
No answer	4.8%	3.8%	5.3%	4.3%	4.6%	4.8%	7.7%	4.2%	4.1%	4.5%	3.3%	5.3%	4.7%	4.9%	3.8%	3.0%	4.4%	3.4%	10.1%	5.4%	4.1%	6.8%	4.6%	2.6%	5.4%	5.0%	5.6%	5.4%	5.0%	7.6%		

Q7B If you applied and tried to negotiate for this type of financing over the past 6 months, did you: receive all the financing you requested, or have you not received anything at all?

Bank overdraft, credit line or credit cards overdraft

	Enterprise characteristics										Sector	Turnover	Active slice	Owner of the company																		
	Size		EURO SMEs		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary)	Autonomous	Industry	Construction	Trade	Services	Up to euro2 million	More than euro 2 million	Up to euro30 million	More than euro 30 million	Less than 3 years	3 to 5 years	5 to 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a sole proprietor
	%	EURO SMEs	%	10-49 employees	%	50-249 employees	%	250+ employees	%	EURO SMEs																						
Applied and got everything	62.1%	60.7%	58.8%	63.5%	65.7%	62.1%	61.9%	61.9%	62.1%	62.2%	65.9%	53.1%	65.7%	61.3%	59.7%	63.1%	69.7%	64.7%	64.7%	63.9%	60.6%	60.2%	61.9%	65.3%	61.9%	67.9%	64.1%	67.9%	75.2%	68.1%		
Applied and got most of it (BETWEEN 75% AND 90%)	9.5%	10.7%	7.8%	10.6%	11.6%	12.7%	9.1%	9.1%	9.5%	8.3%	8.3%	12.5%	12.5%	9.2%	13.2%	18.4%	18.4%	18.3%	17.1%	15.9%	15.2%	12.0%	8.5%	10.5%	7.6%	12.2%	12.8%	7.7%	2.5%			
Applied but only got a limited part of it (BETWEEN 1% AND 75%)	1.4%	1.1%	2.1%	1.3%	0.6%	1.4%	1.6%	1.6%	1.5%	1.1%	1.1%	3.0%	2.3%	0.9%	1.5%	0.6%	0.4%	2.7%	4.7%	4.7%	1.9%	1.0%	3.2%	1.5%	1.8%	4.2%	0.9%	1.4%	0.6%			
Applied but refused because cost too high	10.4%	9.9%	13.1%	10.5%	5.9%	10.4%	4.9%	11.3%	10.3%	7.9%	7.9%	10.1%	9.9%	11.2%	12.1%	6.8%	6.0%	42.8%	17.9%	10.9%	8.9%	6.0%	9.4%	6.0%	9.6%	0.5%	12.8%	11.8%	17.6%			
DK/NA	4.1%	3.7%	3.3%	4.7%	4.5%	4.1%	1.6%	5.8%	4.0%	4.0%	4.1%	4.1%	3.4%	4.1%	3.7%	4.1%	2.9%	1.7%	4.8%	4.2%	4.2%	4.2%	7.5%	3.0%	4.8%	14.9%	6.1%	1.4%	2.5%			

Q7B If you applied and tried to negotiate for this type of financing over the past 6 months, did you: receive all the financing you requested, or have you not received anything at all?

Bank loan (new or renewal excluding overdraft and credit lines)

	Enterprise characteristics										Sector	Turnover	Active slice	Owner of the company																		
	Size		EURO SMEs		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary)	Autonomous	Industry	Construction	Trade	Services	Up to euro2 million	More than euro 2 million	Up to euro30 million	More than euro 30 million	Less than 3 years	3 to 5 years	5 to 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a sole proprietor
	%	EURO SMEs	%	10-49 employees	%	50-249 employees	%	250+ employees	%	EURO SMEs																						
Applied and got everything	67.0%	64.6%	64.3%	66.7%	74.5%	64.5%	72.2%	71.3%	69.9%	69.9%	69.9%	52.6%	68.3%	64.3%	57.1%	70.2%	75.4%	82.1%	53.8%	48.0%	45.3%	68.2%	54.2%	64.6%	71.3%	55.5%	67.9%	68.8%	72.8%			
Applied and got most of it (BETWEEN 75% AND 90%)	9.0%	9.4%	10.2%	7.9%	8.5%	10.5%	4.8%	4.8%	9.2%	6.8%	6.8%	14.0%	7.1%	9.1%	9.3%	10.0%	8.9%	0.5%	10.8%	8.3%	6.9%	9.4%	10.7%	9.9%	5.4%	5.7%	6.8%	3.3%				
Applied but only got a limited part of it (BETWEEN 1% AND 75%)	1.8%	1.2%	2.9%	1.9%	0.4%	1.8%	1.3%	1.3%	1.8%	1.5%	1.5%	1.6%	1.9%	1.6%	1.9%	0.7%	0.7%	8.7%	4.0%	3.1%	1.7%	4.2%	8.1%	7.0%	17.3%	6.6%	3.1%	3.0%				
Applied but refused because cost too high	12.6%	12.4%	17.9%	13.5%	5.7%	12.6%	3.4%	7.6%	13.0%	8.7%	8.7%	13.5%	11.8%	14.1%	18.6%	7.3%	4.7%	35.5%	27.8%	24.0%	9.7%	13.2%	13.2%	12.1%	10.4%	6.2%	14.1%	16.6%	16.2%			
DK/NA	4.8%	4.5%	6.3%	4.0%	3.8%	4.8%	3.5%	3.6%	4.9%	6.1%	6.1%	3.3%	5.5%	4.3%	4.6%	5.3%	2.0%	5.3%	1.4%	9.8%	6.6%	4.1%	13.3%	3.6%	4.5%	12.0%	6.3%	4.9%	4.4%			

Q7B If you applied and tried to negotiate for this type of financing over the past 6 months, did you: receive all the financing you requested, or have you not received anything at all?

Trade credit

	Enterprise characteristics										Sector	Turnover	Active slice	Owner of the company																		
	Size		EURO SMEs		10-49 employees		50-249 employees		250+ employees					Part of enterprise (e.g. subsidiary)	Autonomous	Industry	Construction	Trade	Services	Up to euro2 million	More than euro 2 million	Up to euro30 million	More than euro 30 million	Less than 3 years	3 to 5 years	5 to 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a sole proprietor
	%	EURO SMEs	%	10-49 employees	%	50-249 employees	%	250+ employees	%	EURO SMEs																						
Applied and got everything	11.9%	12.8%	9.2%	11.1%	15.7%	11.9%	9.7%	14.3%	11.7%	11.7%	11.7%	14.2%	10.0%	12.7%	10.4%	16.4%	17.3%	5.0%	6.6%	17.9%	12.5%	11.6%	15.3%	11.5%	13.4%	13.4%	10.7%	11.6%	12.0%			
Applied and got most of it (BETWEEN 75% AND 90%)	0.8%	0.7%	1.4%	0.6%	0.4%	0.8%	1.0%	0.8%	0.8%	1.0%	1.0%	1.5%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%			
Applied but only got a limited part of it (BETWEEN 1% AND 75%)	4.8%	5.4%	6.0%	5.6%	2.2%	4.8%	1.8%	3.3%	4.9%	4.8%	4.8%	6.7%	4.3%	4.7%	6.4%	5.0%	2.5%	0.3%	9.7%	3.9%	6.0%	4.4%	1.7%	3.9%	4.2%	14.3%	8.0%	5.5%				
Applied but refused because cost too high	3.9%	2.6%	3.6%	3.4%	3.9%	3.4%	6.3%	6.3%	3.7%	3.3%	3.3%	1.8%	2.8%	5.3%	2.2%	4.3%	1.1%	1.9%	5.0%	6.8%	2.7%	4.0%	8.1%	2.8%	3.4%	22.7%	6.5%	2.4%	6.5%			

Q7B If you applied and tried to negotiate for this type of financing over the past 6 months, did you: receive all the financing you requested, or have you not received anything at all?

Other external financing: Other external financing includes loans from other lenders, equity or debt issuance, leasing, factoring, etc., but excludes overdrafts, credit lines, bank loans and trade credit

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Applied and got everything	%	73.5%	82.6%	74.8%	71.0%	79.0%	83.1%	83.8%	79.0%	81.3%	81.8%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%
Applied and got most of it (BETWEEN 75% AND 95%)	%	4.1%	3.9%	3.6%	3.0%	3.6%	5.1%	4.6%	8.1%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%
Applied but only got a limited part of it (BETWEEN 25% AND 75%)	%	14.9%	16.9%	16.5%	14.6%	11.6%	11.2%	11.2%	3.1%	4.6%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Applied but was rejected	%	5.5%	5.3%	7.2%	7.6%	2.7%	2.8%	1.1%	2.8%	3.3%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%
DK/NA	%	5.2%	3.3%	6.3%	5.8%	4.0%	5.2%	4.3%	9.4%	4.8%	3.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Bank overdraft, credit line or credit cards overdraft

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	8.8%	8.3%	7.1%	10.1%	10.5%	8.8%	11.2%	8.1%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%
Remained unchanged	%	44.9%	45.2%	42.9%	44.0%	47.5%	44.9%	43.4%	43.3%	44.1%	48.4%	43.3%	44.1%	48.4%	43.3%	44.1%	48.4%	43.3%	44.1%	48.4%	43.3%
Deteriorated	%	14.6%	16.9%	16.5%	14.6%	11.6%	11.2%	11.2%	3.1%	4.6%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Net improved	%	5.5%	5.3%	7.2%	7.6%	2.7%	2.8%	1.1%	2.8%	3.3%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%
DK/NA	%	5.2%	3.3%	6.3%	5.8%	4.0%	5.2%	4.3%	9.4%	4.8%	3.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Bank loan (new or renewal) excluding overdraft and credit lines)

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	9.1%	9.0%	7.3%	10.6%	10.8%	9.1%	14.1%	8.6%	9.2%	8.5%	9.8%	8.5%	9.8%	8.5%	9.8%	8.5%	9.8%	8.5%	9.8%	8.5%
Remained unchanged	%	43.1%	44.7%	39.6%	44.0%	48.6%	43.1%	39.0%	47.5%	43.8%	42.0%	41.9%	42.0%	43.8%	42.0%	41.9%	42.0%	43.8%	42.0%	41.9%	42.0%
Deteriorated	%	14.6%	16.7%	15.8%	14.0%	12.0%	10.9%	10.9%	3.1%	4.6%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Net improved	%	5.5%	5.3%	7.2%	7.6%	2.7%	2.8%	1.1%	2.8%	3.3%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%
DK/NA	%	5.2%	3.3%	6.3%	5.8%	4.0%	5.2%	4.3%	9.4%	4.8%	3.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Trade credit

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	4.8%	3.8%	4.0%	5.0%	6.1%	4.8%	7.9%	5.2%	4.8%	4.4%	6.2%	4.1%	3.4%	3.8%	5.6%	4.3%	3.8%	5.6%	4.3%	3.8%
Remained unchanged	%	37.1%	35.7%	35.5%	36.7%	40.6%	37.1%	44.3%	38.1%	37.0%	37.7%	42.2%	34.1%	34.1%	39.6%	35.5%	33.3%	36.2%	37.0%	37.9%	36.2%
Deteriorated	%	7.8%	8.6%	8.2%	7.9%	6.7%	7.8%	5.0%	5.4%	8.0%	11.3%	8.2%	6.9%	9.0%	8.4%	7.5%	6.2%	5.3%	6.4%	9.0%	7.8%
Net improved	%	4.2%	4.8%	4.2%	4.8%	3.4%	4.2%	2.9%	4.2%	3.3%	6.8%	2.0%	2.7%	2.0%	2.0%	1.6%	2.0%	1.6%	2.0%	1.6%	2.0%
DK/NA	%	3.1%	1.6%	3.0%	2.9%	3.6%	3.1%	2.1%	4.0%	3.0%	2.6%	2.9%	3.1%	1.6%	1.8%	1.3%	1.9%	2.1%	4.4%	2.9%	2.1%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Equity (INCLUDING VENTURE CAPITAL OR BUSINESS ANGELS)

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	17.2%	13.4%	14.5%	17.7%	20.7%	17.2%	28.2%	23.2%	16.6%	18.2%	15.1%	18.0%	12.5%	14.2%	21.7%	28.5%	20.8%	18.4%	14.5%	17.2%
Remained unchanged	%	2.1%	1.9%	2.5%	2.2%	1.2%	1.6%	3.4%	1.9%	3.4%	1.9%	1.3%	1.8%	2.2%	2.3%	1.9%	4.8%	2.5%	2.5%	1.9%	2.1%
Deteriorated	%	0.4%	0.3%	1.4%	1.6%	0.9%	0.9%	0.0%	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net improved	%	77.5%	83.1%	80.5%	76.1%	74.4%	77.5%	65.7%	67.6%	78.4%	80.8%	77.2%	77.6%	83.8%	81.2%	83.9%	77.2%	63.8%	70.3%	74.7%	78.0%
DK/NA	%	1.6%	0.8%	1.4%	1.7%	1.6%	1.6%	1.6%	1.6%	1.6%	1.3%	1.5%	1.6%	0.6%	1.0%	0.5%	1.8%	2.1%	2.2%	1.3%	1.1%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Debt securities issued

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Applied and got everything	%	73.5%	82.6%	74.8%	71.0%	79.0%	83.1%	83.8%	79.0%	81.3%	81.8%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%	81.3%
Applied and got most of it (BETWEEN 75% AND 95%)	%	4.1%	3.9%	3.6%	3.0%	3.6%	5.1%	4.6%	8.1%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%	4.7%	6.2%
Applied but only got a limited part of it (BETWEEN 25% AND 75%)	%	14.9%	16.9%	16.5%	14.6%	11.6%	11.2%	11.2%	3.1%	4.6%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Applied but was rejected	%	5.5%	5.3%	7.2%	7.6%	2.7%	2.8%	1.1%	2.8%	3.3%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%
DK/NA	%	5.2%	3.3%	6.3%	5.8%	4.0%	5.2%	4.3%	9.4%	4.8%	3.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Bank overdraft, credit line or credit cards overdraft

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	8.8%	8.3%	7.1%	10.1%	10.5%	8.8%	11.2%	8.1%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%	8.9%	8.0%
Remained unchanged	%	44.9%	45.2%	42.9%	44.0%	47.5%	44.9%	43.4%	43.3%	44.1%	48.4%	43.3%	44.1%	48.4%	43.3%	44.1%	48.4%	43.3%	44.1%	48.4%	43.3%
Deteriorated	%	14.6%	16.9%	16.5%	14.6%	11.6%	11.2%	11.2%	3.1%	4.6%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Net improved	%	5.5%	5.3%	7.2%	7.6%	2.7%	2.8%	1.1%	2.8%	3.3%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%
DK/NA	%	5.2%	3.3%	6.3%	5.8%	4.0%	5.2%	4.3%	9.4%	4.8%	3.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Bank loan (new or renewal) excluding overdraft and credit lines)

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	9.1%	9.0%	7.3%	10.6%	10.8%	9.1%	14.1%	8.6%	9.2%	8.5%	9.8%	8.5%	9.8%	8.5%	9.8%	8.5%	9.8%	8.5%	9.8%	8.5%
Remained unchanged	%	43.1%	44.7%	39.6%	44.0%	48.6%	43.1%	39.0%	47.5%	43.8%	42.0%	41.9%	42.0%	43.8%	42.0%	41.9%	42.0%	43.8%	42.0%	41.9%	42.0%
Deteriorated	%	14.6%	16.7%	15.8%	14.0%	12.0%	10.9%	10.9%	3.1%	4.6%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Net improved	%	5.5%	5.3%	7.2%	7.6%	2.7%	2.8%	1.1%	2.8%	3.3%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%
DK/NA	%	5.2%	3.3%	6.3%	5.8%	4.0%	5.2%	4.3%	9.4%	4.8%	3.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

CB: For each of the following ways of financing, would you say that their availability has improved, remained unchanged or deteriorated for your firm over the past 6 months?
 Trade credit

	Enterprise characteristics										Sector										
	EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees		Part of enterprise (e.g. subsidiary or branch)		EURO AREA		1-9 employees		10-49 employees		50-249 employees		250+ employees
Improved	%	4.8%	3.8%	4.0%	5.0%	6.1%	4.8%	7.9%	5.2%	4.8%	4.4%	6.2%	4.1%	3.4%	3.8%	5.6%	4.3%	3.8%	5.6%	4.3%	3.8%
Remained unchanged	%	37.1%	35.7%	35.5%	36.7%	40.6%	37.1%	44.3%	38.1%	37.0%	37.7%	42.2%	34.1%	34.1%	39.6%	35.5%	33.3%	36.2%	37.0%	37.9%	36.2%
Deteriorated	%	7.8%	8.6%	8.2%	7.9%	6.7%	7.8%	5.0%	5.4%	8.0%	11.3%	8.2%	6.9%	9.0%	8.4%	7.5%	6.2%	5.3%	6.4%	9.0%	7.8%
Net improved	%	4.2%	4.8%	4.2%	4.8%	3.4%	4.2%	2.9%	4.2%	3.3%	6.8%	2.0%	2.7%	2.0%	2.0%	1.6%	2.0%	1.6%	2.0%	1.6%	2.0%
DK/NA	%	3.1%	1.6%	3.0%	2.9%	3.6%	3.1%	2.1%	4.0%	3.0%	2.6%	2.9%	3.1%	1.6%	1.8%	1.3%	1.9%	2.1%	4.4%	2.9%	2.1%

Q10 We will now consider the terms and conditions of the bank financing (including bank loans, overdraft and credit lines) available to your firm.

For each of the following terms, could you please indicate whether they were increased, remained unchanged or were decreased over the past 6 months?

Available maturity of the loan

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company													
	EURO area	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction					Trade	Services	Up to euro2 million	More than euro2 million	Up to euro30 million	More than euro30 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Venture capital firms or other business owners, who is a male
Was increased by the bank	% 65.5%	% 5.6%	% 4.9%	% 4.9%	% 8.0%	% 6.5%	% 8.0%	% 7.6%	% 7.6%	% 5.3%	% 7.6%	% 5.3%	% 6.1%	% 6.1%	% 5.1%	% 5.1%	% 5.1%	% 5.1%	% 5.1%	% 5.1%	% 13.7%	% 8.0%	% 10.1%	% 16.2%	% 11.3%	% 11.2%	% 8.9%
Remained unchanged	% 76.7%	% 81.1%	% 75.8%	% 79.1%	% 76.2%	% 76.6%	% 78.8%	% 76.1%	% 78.9%	% 78.9%	% 78.9%	% 78.9%	% 81.0%	% 81.0%	% 86.8%	% 86.8%	% 86.8%	% 86.8%	% 86.8%	% 86.8%	% 64.0%	% 70.9%	% 75.7%	% 58.0%	% 73.5%	% 68.7%	% 68.7%
Was decreased by the bank	% 2.2%	% 6.8%	% 9.7%	% 6.2%	% 7.2%	% 6.2%	% 6.2%	% 9.7%	% 6.1%	% 7.2%	% 6.1%	% 7.2%	% 7.1%	% 7.1%	% 5.5%	% 5.5%	% 5.5%	% 5.5%	% 5.5%	% 5.5%	% 9.6%	% 7.0%	% 8.1%	% 13.7%	% 6.7%	% 5.4%	% 15.5%
Net increased	% -	% -1.2%	% 0.7%	% -4.8%	% -0.7%	% 0.5%	% -1.4%	% -2.0%	% -2.0%	% -1.9%	% -1.3%	% -1.9%	% -1.9%	% -1.9%	% -2.3%	% -2.3%	% -2.3%	% -2.3%	% -2.3%	% -2.3%	% 3.2%	% -1.9%	% -1.9%	% -1.6%	% 1.8%	% 2.7%	% 8.6%
DK/NA	% 9.5%	% 6.4%	% 11.5%	% 9.6%	% 6.8%	% 9.5%	% 4.6%	% 6.7%	% 6.7%	% 7.6%	% 7.6%	% 7.5%	% 4.9%	% 4.9%	% 5.1%	% 5.1%	% 5.1%	% 5.1%	% 5.1%	% 5.1%	% 13.7%	% 8.0%	% 10.1%	% 16.2%	% 11.3%	% 11.2%	% 8.9%

Q10 We will now consider the terms and conditions of the bank financing (including bank loans, overdraft and credit lines) available to your firm.

For each of the following terms, could you please indicate whether they were increased, remained unchanged or were decreased over the past 6 months?

Collateral requirements (= THE SECURITY GIVEN BY THE BORROWER TO THE LENDER AS A PLEDGE FOR THE REPAYMENT OF THE LOAN)

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company													
	EURO area	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction					Trade	Services	Up to euro2 million	More than euro2 million	Up to euro30 million	More than euro30 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Venture capital firms or other business owners, who is a male
Was increased by the bank	% 51.5%	% 3.7%	% 6.6%	% 6.1%	% 3.9%	% 5.6%	% 8.7%	% 3.5%	% 4.9%	% 6.4%	% 4.9%	% 4.8%	% 1.8%	% 1.8%	% 7.1%	% 7.1%	% 7.1%	% 7.1%	% 7.1%	% 11.2%	% 4.7%	% 5.5%	% 12.4%	% 6.7%	% 6.8%	% 3.9%	
Remained unchanged	% 60.0%	% 59.8%	% 56.6%	% 58.3%	% 60.0%	% 62.5%	% 61.5%	% 51.1%	% 64.2%	% 59.1%	% 64.2%	% 54.8%	% 64.5%	% 64.5%	% 66.8%	% 66.8%	% 66.8%	% 66.8%	% 66.8%	% 59.7%	% 61.1%	% 57.2%	% 64.8%	% 57.6%	% 60.9%	% 66.6%	% 66.6%
Was decreased by the bank	% 2.9%	% 2.8%	% 1.9%	% 3.9%	% 3.2%	% 2.9%	% 3.0%	% 4.0%	% 3.1%	% 3.4%	% 2.5%	% 2.5%	% 2.9%	% 2.9%	% 0.9%	% 0.9%	% 0.9%	% 0.9%	% 0.9%	% 3.0%	% 2.8%	% 3.1%	% 6.5%	% 2.8%	% 4.0%	% 0.7%	% 0.7%
Net increased	% -	% -	% 33.0%	% 27.9%	% 23.2%	% 28.5%	% 28.0%	% 39.1%	% 24.2%	% 29.5%	% 35.3%	% 35.3%	% 27.9%	% 27.9%	% 24.3%	% 24.3%	% 24.3%	% 24.3%	% 24.3%	% 23.2%	% 28.5%	% 31.0%	% 9.8%	% 30.2%	% 24.4%	% 28.0%	% 28.0%
DK/NA	% 5.6%	% 3.7%	% 6.6%	% 6.1%	% 3.9%	% 5.6%	% 8.7%	% 3.5%	% 4.9%	% 6.4%	% 4.8%	% 4.8%	% 1.8%	% 1.8%	% 7.1%	% 7.1%	% 7.1%	% 7.1%	% 7.1%	% 11.2%	% 4.7%	% 5.5%	% 12.4%	% 6.7%	% 6.8%	% 3.9%	

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to your company's situation and to lenders' attitudes. For each of the following factors, would you say that they have improved, remained unchanged or deteriorated over the past 6 months?

a) General economic outlook, insofar as it affects the availability of external financing

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company															
	EURO area	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction					Trade	Services	Up to euro2 million	More than euro2 million	Up to euro30 million	More than euro30 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Venture capital firms or other business owners, who is a male	Only one owner, who is a female	Other
Was increased by the bank	% 23.0%	% 20.3%	% 27.0%	% 23.6%	% 23.0%	% 27.0%	% 22.8%	% 23.2%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%	% 23.0%
Remained unchanged	% 43.9%	% 44.0%	% 42.6%	% 44.2%	% 43.9%	% 44.6%	% 43.8%	% 44.6%	% 43.8%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%
Was decreased by the bank	% 23.0%	% 24.6%	% 25.7%	% 20.8%	% 21.8%	% 20.5%	% 21.5%	% 23.2%	% 20.5%	% 17.6%	% 25.3%	% 27.1%	% 24.0%	% 22.8%	% 18.3%	% 18.3%	% 18.3%	% 18.3%	% 18.3%	% 17.2%	% 23.7%	% 25.5%	% 21.8%	% 25.5%	% 21.0%	% 22.4%	% 31.6%	% 31.6%	
Net increased	% -	% -	% 11.7%	% 9.3%	% 14.2%	% 11.6%	% 8.7%	% 11.7%	% 11.4%	% 9.6%	% 12.5%	% 10.6%	% 7.5%	% 7.3%	% 12.7%	% 12.7%	% 12.7%	% 12.7%	% 12.7%	% 14.4%	% 11.3%	% 10.6%	% 13.8%	% 12.7%	% 12.4%	% 6.3%	% 6.3%		

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to your company's situation and to lenders' attitudes. For each of the following factors, would you say that they have improved, remained unchanged or deteriorated over the past 6 months?

b) Access to public financial support including guarantees

	Enterprise characteristics										Sector	Turnover	Active since	Owner of the company																
	EURO area	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction					Trade	Services	Up to euro2 million	More than euro2 million	Up to euro30 million	More than euro30 million	Less than 2 years	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company is listed on the stock market	Family or other business associates	Venture capital firms or other business owners, who is a male	Only one owner, who is a female	Other	
Improved	% 15.5%	% 14.0%	% 17.0%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	% 15.5%	
Deteriorated	% 43.9%	% 44.0%	% 42.6%	% 44.2%	% 43.9%	% 44.6%	% 43.8%	% 44.6%	% 43.8%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%	% 44.6%
Net improved	% -18.4%	% -23.6%	% -26.2%	% -14.2%	% -8.5%	% -13.4%	% -10.8%	% -24.8%	% -19.4%	% -12.8%	% -17.6%	% -27.4%	% -21.1%	% -16.2%	% -9.9%	% -9.9%	% -9.9%	% -9.9%	% -9.9%	% -6.1%	% -20.3%	% -14.0%	% -6.3%	% -17.0%	% -24.0%	% -19.4%	% -19.4%	% -19.4%	% -19.4%	
DK/NA	% 6.7%	% 4.7%	% 7.9%	% 5.7%	% 6.7%	% 4.7%	% 8.9%	% 6.0%	% 6.8%	% 6.5%	% 6.5%	% 5.2%	% 3.2%	% 3.6%	% 4.3%	% 4.3%	% 4.3%	% 4.3%	% 4.3%	% 7.0%	% 5.8%	% 6.5%	% 2.8%	% 7.3%	% 9.8%	% 11.6%	% 11.6%			

	Enterprise characteristics										Turnover										Advantages										Owner of the company									
	Size					Sector					Turnover					Advantages					Owner of the company					Advantages					Owner of the company									
	EU28	AREA	1-9	10-49	50-249	SMEs (combined)	SMEs (combined)	250+ employees (LSEs)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade	Services	Up to euro 2 million	More than euro 2 million	Up to and up to euro 10 million	More than euro 10 million	Up to euro 10 million	More than euro 10 million	Up to and up to euro 50 million	More than euro 50 million	Less than euro 2 million	2 years or less	5 years or less	10 years or more	Shareholders listed on stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business owners, who is a male	Only one owner, who is a female	Other								
Improved	% 13.9%	11.7%	9.9%	15.4%	19.6%	13.9%	22.4%	13.6%	13.9%	17.8%	12.5%	14.8%	12.7%	9.1%	15.7%	17.2%	13.1%	14.4%	13.0%	13.5%	14.3%	19.7%	13.8%	14.0%	13.4%	14.0%	13.4%	19.7%	13.8%	14.0%	13.4%	14.0%	13.4%	9.3%	15.0%					
Remained unchanged	% 34.8%	35.5%	29.5%	38.1%	41.1%	34.8%	42.1%	36.8%	34.6%	39.8%	33.4%	34.7%	34.2%	31.7%	34.2%	42.1%	47.0%	47.0%	29.9%	27.6%	33.0%	36.4%	33.2%	36.2%	36.9%	36.2%	36.5%	33.2%	36.5%	36.2%	36.9%	30.0%	32.8%	30.0%	32.8%					
Deteriorated	% 24.6%	28.9%	28.7%	23.4%	18.3%	24.6%	13.3%	15.9%	25.6%	20.5%	31.8%	22.1%	25.2%	32.8%	25.1%	21.1%	13.9%	19.6%	25.3%	27.3%	24.1%	14.0%	27.1%	19.6%	35.2%	19.6%	35.2%	24.1%	19.6%	35.2%	24.1%	19.6%	35.2%	24.1%	19.6%	35.2%	24.1%			
Net improved	% -10.7%	17.2%	-18.8%	-8.0%	1.3%	-10.7%	-2.4%	-9.1%	-11.7%	-2.7%	-19.2%	-7.3%	-12.9%	-23.7%	-9.4%	-3.3%	-0.8%	-5.2%	-12.1%	-13.8%	-5.6%	-13.3%	-5.6%	-13.3%	-5.6%	-13.3%	-5.6%	-13.3%	-5.6%	-13.3%	-5.6%	-13.3%	-5.6%	-13.3%	-5.6%	-13.3%				
NOT APPLICABLE TO MY FIRM	% 21.1%	20.7%	25.2%	18.4%	16.6%	20.5%	18.8%	26.4%	20.5%	16.4%	17.7%	22.4%	22.2%	22.1%	17.2%	24.7%	25.0%	17.2%	25.0%	26.0%	20.3%	27.5%	17.2%	23.9%	13.9%	24.2%	23.9%	13.9%	24.2%	23.9%	13.9%	24.2%	23.9%	13.9%	24.2%	23.9%				
DK/NA	% 5.5%	3.3%	6.6%	4.8%	3.4%	5.5%	3.4%	7.3%	5.3%	5.8%	4.6%	6.0%	5.5%	4.2%	1.6%	2.2%	1.3%	10.1%	8.4%	5.6%	4.8%	5.6%	6.3%	5.4%	6.3%	5.4%	5.6%	6.3%	5.4%	6.3%	5.4%	6.3%	5.4%	6.3%	5.4%	6.3%				

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to your company's situation and to lenders' attitudes. For each of the following factors, would you say that they have improved, remained unchanged or deteriorated over the past 6 months?

Willingness of business partners to provide trade credit

Q12 What is the size of the last loan of any kind, that your firm has obtained in the last two years?

	Enterprise characteristics										Turnover										Advantages										Owner of the company									
	Size					Sector					Turnover					Advantages					Owner of the company					Advantages					Owner of the company									
	EU28	AREA	1-9	10-49	50-249	SMEs (combined)	SMEs (combined)	250+ employees (LSEs)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade	Services	Up to euro 2 million	More than euro 2 million	Up to and up to euro 10 million	More than euro 10 million	Up to euro 10 million	More than euro 10 million	Up to and up to euro 50 million	More than euro 50 million	Less than euro 2 million	2 years or less	5 years or less	10 years or more	Shareholders listed on stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business owners, who is a male	Only one owner, who is a female	Other								
Improved	% 1.7%	0.9%	1.1%	2.3%	2.2%	1.7%	6.1%	2.9%	1.5%	1.7%	1.0%	8.6%	6.7%	5.0%	6.0%	5.9%	6.0%	14.6%	12.1%	8.9%	6.4%	6.6%	1.7%	1.5%	3.0%	1.5%	3.0%	1.5%	3.0%	1.5%	3.0%	1.5%	3.0%	1.7%	1.5%					
Remained unchanged	% 11.8%	9.7%	10.0%	12.3%	14.7%	11.8%	16.9%	17.2%	11.2%	12.6%	10.3%	11.7%	12.0%	8.5%	10.8%	12.6%	10.1%	14.1%	13.7%	13.6%	11.4%	20.4%	11.4%	14.3%	31.9%	10.4%	8.6%	17.5%	10.4%	8.6%	17.5%	10.4%	8.6%	17.5%	10.4%	8.6%				
Deteriorated	% 0.4%	2.4%	2.5%	2.6%	2.1%	2.4%	2.7%	2.4%	2.0%	2.0%	3.9%	1.7%	2.4%	2.6%	2.3%	2.0%	1.6%	2.1%	2.8%	2.5%	2.3%	2.8%	2.1%	2.8%	2.5%	2.3%	2.8%	2.1%	2.8%	2.5%	2.3%	2.8%	2.1%	2.8%	2.5%	2.3%				
Net improved	% -2.7%	-1.4%	-1.4%	-0.3%	0.0%	-0.7%	3.9%	0.2%	-0.8%	-0.3%	-2.9%	-0.2%	-0.7%	-1.8%	-1.5%	-0.6%	2.2%	0.8%	0.4%	-0.4%	-0.8%	0.8%	-0.4%	-1.7%	-2.4%	-1.1%	-0.8%	-0.4%	-1.7%	-2.4%	-1.1%	-0.8%	-0.4%	-1.7%	-2.4%	-1.1%				
NOT APPLICABLE TO MY FIRM	% 81.7%	86.1%	84.2%	80.8%	78.2%	81.7%	71.9%	73.1%	82.7%	81.0%	82.5%	82.8%	81.5%	87.4%	85.2%	83.0%	83.7%	83.0%	77.1%	79.0%	77.1%	79.0%	65.5%	82.7%	79.0%	82.8%	79.0%	65.5%	82.7%	79.0%	82.8%	79.0%	65.5%	82.7%	79.0%	82.8%				
DK/NA	% 2.4%	0.9%	2.3%	2.1%	2.9%	2.4%	3.0%	4.1%	2.2%	2.8%	2.2%	2.3%	2.3%	0.8%	0.9%	1.0%	0.9%	2.8%	3.3%	2.9%	2.0%	3.7%	2.0%	2.4%	3.3%	2.4%	3.7%	2.0%	2.4%	3.3%	2.4%	3.7%	2.0%	2.4%	3.3%	2.4%				

Q13 Who provided you with this last loan for?

	Enterprise characteristics										Turnover										Advantages										Owner of the company									
	Size					Sector					Turnover					Advantages					Owner of the company					Advantages					Owner of the company									
	EU28	AREA	1-9	10-49	50-249	SMEs (combined)	SMEs (combined)	250+ employees (LSEs)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade	Services	Up to euro 2 million	More than euro 2 million	Up to and up to euro 10 million	More than euro 10 million	Up to euro 10 million	More than euro 10 million	Up to and up to euro 50 million	More than euro 50 million	Less than euro 2 million	2 years or less	5 years or less	10 years or more	Shareholders listed on stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business owners, who is a male	Only one owner, who is a female	Other								
Bank	% 84.7%	87.8%	82.7%	86.1%	85.8%	84.7%	83.6%	69.6%	86.2%	87.1%	89.4%	86.1%	82.9%	87.3%	89.1%	87.8%	84.8%	79.1%	73.8%	85.1%	86.2%	68.2%	87.2%	79.8%	76.6%	84.1%	84.1%	84.1%	84.1%	84.1%	84.1%	84.1%	84.1%	84.1%	84.1%	84.1%				
Private individual - family or friend	% 5.4%	4.6%	8.0%	4.5%	2.8%	5.4%	1.5%	5.7%	5.3%	2.7%	4.8%	5.6%	6.8%	6.8%	2.4%	1.2%	12.7%	12.6%	7.3%	4.0%	6.0%	4.9%	3.3%	15.3%	6.7%	6.0%	4.9%	3.3%	15.3%	6.7%	6.0%	4.9%	3.3%	15.3%	6.7%	6.0%				
Other sources (e.g. microfinance institutions, government)	% 9.3%	7.2%	8.6%	8.9%	10.7%	9.3%	14.0%	23.6%	7.9%	9.5%	5.3%	7.7%	10.6%	5.6%	7.7%	10.7%	15.2%	8.7%	13.3%	7.0%	9.2%	24.5%	7.5%	15.9%	3.7%	8.6%	8.3%	7.5%	15.9%	3.7%	8.6%	8.3%	7.5%	15.9%	3.7%	8.6%				
No answer	% 0.6%	0.3%	0.6%	0.4%	0.6%	0.6%	0.9%	1.1%	0.5%	0.6%	0.5%	0.6%	0.6%	0.4%	0.8%	0.3%	0.3%	0.5%	0.3%	0.6%	0.5%	1.3%	0.3%	1.0%	0.4%	0.6%	0.7%	0.4%	0.6%	0.7%	0.4%	0.6%	0.7%	0.4%	0.6%					
DK/NA	% 0.6%	0.3%	0.6%	0.4%	0.6%	0.6%	0.9%	1.1%	0.5%	0.6%	0.5%	0.6%	0.6%	0.4%	0.8%	0.3%	0.3%	0.5%	0.3%	0.6%	0.5%	1.3%	0.3%	1.0%	0.4%	0.6%	0.7%	0.4%	0.6%	0.7%	0.4%	0.6%	0.7%	0.4%	0.6%					

Q14 What did you use this last loan for?

	EURO AREA	19 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise subsidiary (e.g. or branch)	More than euro 2 million and up to euro 10 million	More than euro 10 million and up to euro 50 million	More than euro 50 million	Less than 2 years	Less than 5 years	Less than 10 years	2 years or more but less than 5 years	2 years or more but less than 10 years	5 years or more	Shareholders - company listed on stock market	Family or other firms or entrepreneurs	Venture capital firms or business associates	Only one owner, who is a male	Only one owner, who is a female
Working capital	% 43.3%	43.2%	44.7%	44.0%	43.8%	42.4%	45.0%	42.6%	42.0%	42.3%	49.7%	46.4%	46.0%	40.3%	40.3%	40.0%	46.3%	44.9%	45.5%	40.5%	41.0%
Land/buildings or Equipment/vehicles	% 45.3%	45.8%	44.5%	44.3%	44.3%	46.3%	35.5%	44.6%	47.1%	41.3%	35.0%	39.0%	45.6%	45.1%	41.5%	45.3%	38.0%	43.8%	41.5%	27.0%	44.3%
Research and development or Intellectual property	% 3.7%	3.5%	3.1%	3.2%	3.7%	3.4%	3.6%	2.2%	2.8%	4.2%	1.0%	1.6%	3.8%	4.7%	3.8%	3.9%	3.2%	3.9%	4.5%	3.1%	2.8%
Staff training	% 1.5%	1.8%	1.8%	1.8%	1.8%	1.8%	2.0%	1.3%	1.2%	2.2%	0.6%	0.6%	1.7%	1.6%	1.8%	1.6%	1.6%	1.2%	1.4%	1.5%	1.4%
Buying another business	% 3.7%	3.5%	2.9%	3.0%	3.7%	3.7%	3.6%	4.8%	4.2%	5.7%	10.7%	8.8%	2.8%	3.1%	3.3%	6.3%	2.9%	2.9%	10.0%	4.3%	4.3%
Other	% 12.2%	12.0%	13.3%	11.3%	12.2%	14.3%	17.0%	11.5%	12.3%	10.4%	10.9%	13.6%	11.4%	12.5%	11.4%	12.6%	11.7%	11.5%	13.6%	12.9%	11.0%
No answer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DK/NA	% 0.3%	0.2%	0.3%	0.4%	0.3%	0.2%	0.4%	0.2%	0.2%	0.2%	0.2%	0.2%	0.3%	0.2%	0.2%	0.1%	0.3%	0.2%	0.5%	3.9%	0.2%

Q16 Over the last three years, how much did your firm grow on average per year (q16)?
 In terms of employment regarding the number of full time or full-time equivalent employees

	EURO AREA	19 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise subsidiary (e.g. or branch)	More than euro 2 million and up to euro 10 million	More than euro 10 million and up to euro 50 million	More than euro 50 million	Less than 2 years	Less than 5 years	Less than 10 years	2 years or more but less than 5 years	2 years or more but less than 10 years	5 years or more	Shareholders - company listed on stock market	Family or other firms or entrepreneurs	Venture capital firms or business associates	Only one owner, who is a male	Only one owner, who is a female
Over 20% per year	% 13.4%	11.3%	12.3%	13.7%	13.6%	13.5%	13.9%	11.7%	12.7%	11.3%	13.5%	11.7%	13.3%	27.9%	18.6%	10.3%	13.8%	12.5%	12.6%	10.3%	15.1%
Less than 20% per year	% 37.9%	38.6%	29.7%	42.6%	37.9%	37.5%	42.2%	37.5%	40.3%	31.0%	31.0%	31.3%	31.3%	31.3%	30.7%	36.7%	40.6%	38.9%	34.9%	16.7%	23.3%
No growth	% 53.3%	52.8%	33.1%	19.7%	23.6%	24.8%	20.8%	43.7%	40.4%	30.4%	40.9%	40.9%	41.9%	17.9%	13.0%	12.8%	23.0%	20.6%	22.4%	35.9%	33.9%
Decline	% 23.9%	24.3%	24.6%	24.6%	24.8%	24.8%	24.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%
NOT APPLICABLE: THE FIRM IS TOO RECENT	% 4.7%	4.0%	2.8%	1.3%	0.6%	1.7%	0.2%	0.2%	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.5%	0.2%	0.2%	0.2%	0.2%
No answer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DK/NA	% 1.2%	0.8%	1.1%	1.6%	1.2%	1.0%	1.9%	1.3%	1.3%	1.0%	1.2%	1.2%	1.2%	1.2%	1.1%	1.1%	1.9%	1.0%	1.5%	2.1%	1.3%

Q17 Considering the turnover over the next two to three years, how much does your company expect to grow?
 In terms of turnover

	EURO AREA	19 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise subsidiary (e.g. or branch)	More than euro 2 million and up to euro 10 million	More than euro 10 million and up to euro 50 million	More than euro 50 million	Less than 2 years	Less than 5 years	Less than 10 years	2 years or more but less than 5 years	2 years or more but less than 10 years	5 years or more	Shareholders - company listed on stock market	Family or other firms or entrepreneurs	Venture capital firms or business associates	Only one owner, who is a male	Only one owner, who is a female
Over 20% per year	% 9.3%	7.2%	8.8%	7.8%	9.3%	8.3%	6.1%	6.7%	4.4%	4.0%	22.1%	20.6%	12.8%	7.1%	8.1%	14.8%	12.6%	8.6%	8.1%	10.6%	8.9%
Less than 20% per year	% 47.3%	46.7%	38.3%	51.5%	47.3%	46.6%	59.3%	48.8%	53.4%	61.8%	58.8%	52.7%	42.9%	48.0%	47.9%	55.3%	55.3%	48.5%	55.4%	58.8%	39.1%
No growth	% 23.9%	24.3%	33.6%	26.6%	23.0%	28.9%	19.2%	32.8%	26.4%	25.3%	27.7%	25.2%	27.5%	29.6%	29.6%	22.0%	22.0%	26.6%	25.3%	19.3%	30.0%
Decline	% 10.8%	12.1%	13.7%	9.7%	6.8%	10.8%	6.3%	11.5%	11.5%	8.7%	8.7%	4.8%	9.2%	11.7%	11.7%	7.7%	7.7%	11.0%	7.6%	5.6%	12.2%
NOT APPLICABLE: THE FIRM IS TOO RECENT	% 3.7%	3.1%	4.3%	3.0%	3.7%	1.9%	2.8%	3.6%	3.6%	2.0%	0.8%	3.8%	3.7%	2.6%	2.6%	3.7%	2.2%	3.3%	3.6%	1.4%	4.4%
No answer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DK/NA	% 1.2%	0.8%	1.1%	1.6%	1.2%	1.0%	1.9%	1.3%	1.3%	1.0%	1.2%	1.2%	1.2%	1.1%	1.1%	1.1%	1.9%	1.0%	1.5%	2.1%	1.3%

Q17 Considering the turnover over the next two to three years, how much does your company expect to grow?
 In terms of turnover

	EURO AREA	19 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise subsidiary (e.g. or branch)	More than euro 2 million and up to euro 10 million	More than euro 10 million and up to euro 50 million	More than euro 50 million	Less than 2 years	Less than 5 years	Less than 10 years	2 years or more but less than 5 years	2 years or more but less than 10 years	5 years or more	Shareholders - company listed on stock market	Family or other firms or entrepreneurs	Venture capital firms or business associates	Only one owner, who is a male	Only one owner, who is a female	
Over 20% per year	% 18.5%	33.3%	27.3%	47.8%	36.5%	55.9%	44.2%	21.7%	21.7%	19.5%	26.4%	26.4%	18.5%	45.9%	35.1%	35.1%	47.7%	36.6%	39.0%	44.9%	23.3%	
New phase of growth	% 35.5%	35.0%	19.1%	18.3%	18.5%	16.0%	21.7%	18.1%	19.5%	17.4%	17.2%	12.6%	18.2%	19.4%	18.1%	19.4%	18.1%	19.4%	22.5%	28.8%	16.0%	15.7%
Stagnant turnover	% 9.3%	9.6%	11.6%	6.7%	9.3%	4.0%	7.4%	9.6%	8.2%	9.2%	8.2%	8.2%	9.8%	8.2%	8.2%	9.8%	9.8%	8.5%	8.1%	5.3%	10.2%	
Stagnation after growth	% 10.8%	11.7%	10.8%	11.4%	10.5%	10.8%	9.0%	11.0%	11.0%	12.3%	10.2%	7.0%	9.8%	13.3%	10.3%	9.3%	10.6%	10.6%	5.4%	8.3%	11.7%	
Stagnation after decline	% 8.2%	9.6%	10.3%	7.3%	8.2%	4.7%	6.3%	8.4%	7.8%	8.8%	8.9%	1.6%	5.1%	5.8%	9.1%	6.5%	7.4%	9.1%	6.5%	7.2%		
New phase of decline	% 4.9%	5.4%	5.6%	4.3%	3.6%	4.3%	2.2%	4.2%	4.2%	5.1%	2.6%	2.6%	5.2%	5.2%	5.2%	3.8%	4.9%	3.4%	4.9%	5.8%		
Continuous decline	% 5.8%	6.7%	7.9%	3.1%	5.8%	2.2%	3.9%	6.0%	6.7%	4.1%	9.4%	4.1%	9.4%	4.1%	4.1%	9.4%	4.2%	6.0%	4.0%	4.7%		
No answer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
DK/NA	% 1.2%	0.8%	1.1%	1.6%	1.2%	1.0%	1.9%	1.3%	1.3%	1.0%	1.2%	1.2%	1.2%	1.1%	1.1%	1.1%	1.9%	1.0%	1.5%	2.1%	1.3%	

Q17 Considering the turnover over the next two to three years, how much does your company expect to grow?
 In terms of turnover

	EURO AREA	19 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees	Part of enterprise subsidiary (e.g. or branch)	More than euro 2 million and up to euro 10 million	More than euro 10 million and up to euro 50 million	More than euro 50 million	Less than 2 years	Less than 5 years	Less than 10 years	2 years or more but less than 5 years	2 years or more but less than 10 years	5 years or more	Shareholders - company listed on stock market	Family or other firms or entrepreneurs	Venture capital firms or business associates	Only one owner, who is a male	Only one owner, who is a female
Over 20% per year	% 13.4%	11.3%	12.3%	13.7%	13.6%	13.5%	13.9%	11.7%	12.7%	11.3%	13.5%	11.7%	13.3%	27.9%	18.6%	10.3%	13.8%	12.5%	12.6%	10.3%	15.1%
Less than 20% per year	% 37.9%	38.6%	29.7%	42.6%	37.9%	37.5%	42.2%	37.5%	40.3%	31.0%	31.0%	31.3%	31.3%	31.3%	30.7%	36.7%	40.6%	38.9%	34.9%	16.7%	23.3%
No growth	% 53.3%	52.8%	33.1%	19.7%	23.6%	24.8%	20.8%	43.7%	40.4%	30.4%	40.9%	40.9%	41.9%	17.9%	13.0%	12.8%	23.0%	20.6%	22.4%	35.9%	33.9%
Decline	% 23.9%	24.3%	24.6%	24.6%	24.8%	24.8%	24.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%	14.8%
NOT APPLICABLE: THE FIRM IS TOO RECENT	% 4.7%	4.0%	2.8%	1.3%	0.6%	1.7%	0.2%	0.2%	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.5%	0.2%	0.2%	0.2%	0.2%
No answer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
DK/NA	% 1.2%	0.8%	1.1%	1.6%	1.2%	1.0%	1.9%	1.3%	1.3%	1.0%	1.2%	1.2%	1.2%	1.2%	1.1%	1.1%	1.9%	1.0%	1.5%	2.1%	1.3%

Q19 Do you feel confident to talk about financing with banks and to obtain the desired results?

Size	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSES)	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since	Owner of the company
Yes	% 53.4%	53.3%	54.3%	55.8%	54.3%	53.1%	53.3%	53.4%	53.0%	52.2%	52.2%	52.2%
No	% 18.9%	18.2%	20.2%	19.2%	14.3%	14.3%	14.3%	14.3%	14.3%	14.3%	14.3%	14.3%
NOT APPLICABLE	% 9.8%	7.6%	12.8%	8.3%	9.8%	11.6%	10.6%	9.7%	10.6%	7.8%	7.8%	7.8%
DK/NA	% 2.4%	2.3%	2.8%	2.1%	2.6%	1.6%	2.0%	2.4%	2.2%	2.8%	2.3%	2.3%

Q19 And how about equity investors/ venture capital firms?

Size	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSES)	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since	Owner of the company
Yes	% 14.5%	12.6%	10.8%	15.5%	14.5%	28.2%	20.4%	13.8%	14.7%	16.0%	18.9%	18.9%
No	% 18.9%	18.2%	20.2%	19.2%	14.3%	14.3%	14.3%	14.3%	14.3%	14.3%	14.3%	14.3%
NOT APPLICABLE	% 63.4%	65.6%	66.2%	62.3%	59.9%	58.3%	57.9%	64.1%	63.8%	63.8%	63.8%	63.8%
DK/NA	% 3.2%	2.6%	2.9%	3.2%	3.8%	3.2%	4.2%	3.1%	3.7%	2.8%	2.8%	2.8%

Q20 If you need external financing to realise your growth ambitions, what type of external financing would you prefer most?

Size	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSES)	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since	Owner of the company
Bank loan	% 67.2%	71.0%	65.3%	71.1%	67.2%	62.5%	62.5%	69.4%	68.3%	70.5%	62.7%	62.7%
Loan from other sources (E.G. TRADE CREDIT, RELATED COI)	% 12.6%	12.4%	12.8%	11.2%	13.8%	15.7%	11.3%	11.3%	11.8%	12.5%	12.3%	12.3%
Equity investment (INCLUDING VENTURE CAPITAL OR BUSI)	% 4.7%	4.3%	4.8%	4.4%	5.0%	6.1%	6.3%	4.5%	4.9%	4.9%	4.1%	4.1%
Subordinated loans, participation loans or similar financing	% 2.3%	3.0%	3.1%	2.6%	2.5%	2.7%	3.0%	2.7%	3.2%	3.7%	3.8%	3.8%
Other	% 6.3%	4.8%	6.5%	5.6%	6.7%	5.0%	8.1%	6.0%	5.8%	5.0%	7.7%	7.7%
No answer	% 6.5%	4.6%	7.5%	5.2%	6.4%	6.9%	9.9%	6.0%	6.1%	4.2%	9.1%	9.1%
DK/NA	% 10.8%	10.6%	10.6%	10.6%	10.8%	10.8%	10.8%	10.8%	10.8%	10.8%	10.8%	10.8%

Q21 And what amount of financing would you aim to obtain?

Size	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSES)	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since	Owner of the company
Smaller than 25 000 euros	% 15.0%	12.9%	27.7%	32.6%	3.9%	15.0%	1.5%	15.8%	7.1%	21.1%	4.1%	4.1%
25 000 - 99 999 euros	% 23.6%	24.7%	32.6%	26.1%	9.0%	23.6%	1.9%	25.0%	15.7%	36.3%	4.9%	4.9%
100 000 - 1 million euros	% 16.3%	17.8%	13.9%	22.2%	13.6%	16.3%	4.1%	16.8%	17.0%	18.2%	11.1%	11.1%
1 000 000 - 249 999 euros	% 15.3%	17.1%	6.5%	15.8%	26.7%	15.3%	14.6%	14.9%	23.6%	8.2%	33.5%	33.5%
250 000 - 1 million euros	% 10.7%	10.6%	3.0%	7.5%	24.5%	10.7%	55.3%	9.5%	16.9%	2.1%	10.9%	30.8%
Over 1 million euros	% 19.1%	16.9%	16.6%	19.1%	22.4%	19.1%	22.7%	18.0%	19.7%	14.1%	18.4%	18.1%
DK/NA	% 19.1%	16.9%	16.6%	19.1%	22.4%	19.1%	22.7%	18.0%	19.7%	14.1%	18.4%	18.1%

Q22a What do you see as the most important limiting factor to get this financing?

Size	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSES)	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since	Owner of the company
There are no obstacles	% 36.4%	40.0%	26.7%	40.7%	44.6%	36.6%	44.2%	35.2%	39.1%	35.8%	45.2%	45.2%
Insufficient collateral or guarantee	% 19.6%	20.3%	22.5%	19.6%	15.9%	19.6%	12.0%	20.6%	19.8%	23.6%	27.2%	27.2%
Interest rates or price too high	% 18.8%	17.6%	24.3%	15.7%	14.9%	15.6%	15.3%	19.3%	18.0%	20.1%	17.6%	17.6%
Reduced control over the firm	% 2.7%	2.0%	2.7%	2.3%	3.2%	2.7%	3.1%	2.6%	2.3%	2.1%	0.4%	0.4%
Financing not available at all	% 7.7%	7.6%	9.0%	7.4%	6.1%	7.7%	7.1%	7.7%	6.3%	8.8%	5.3%	5.3%
Other	% 9.2%	8.2%	9.4%	8.5%	9.8%	9.2%	11.2%	9.1%	9.8%	8.4%	11.0%	11.0%
DK/NA	% 9.2%	8.2%	9.4%	8.5%	9.8%	9.2%	11.2%	9.1%	9.8%	8.4%	11.0%	11.0%

Q22b What do you see as the most important limiting factor to get this financing?

Size	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSES)	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since	Owner of the company
There are no obstacles	% 36.4%	40.0%	26.7%	40.7%	44.6%	36.6%	44.2%	35.2%	39.1%	35.8%	45.2%	45.2%
Insufficient collateral or guarantee	% 19.6%	20.3%	22.5%	19.6%	15.9%	19.6%	12.0%	20.6%	19.8%	23.6%	27.2%	27.2%
Interest rates or price too high	% 18.8%	17.6%	24.3%	15.7%	14.9%	15.6%	15.3%	19.3%	18.0%	20.1%	17.6%	17.6%
Reduced control over the firm	% 2.7%	2.0%	2.7%	2.3%	3.2%	2.7%	3.1%	2.6%	2.3%	2.1%	0.4%	0.4%
Financing not available at all	% 7.7%	7.6%	9.0%	7.4%	6.1%	7.7%	7.1%	7.7%	6.3%	8.8%	5.3%	5.3%
Other	% 9.2%	8.2%	9.4%	8.5%	9.8%	9.2%	11.2%	9.1%	9.8%	8.4%	11.0%	11.0%
DK/NA	% 9.2%	8.2%	9.4%	8.5%	9.8%	9.2%	11.2%	9.1%	9.8%	8.4%	11.0%	11.0%

	EURO AREA		19		10-49		50-249		250+ employees		Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic					Sector		
	EU28	AREA	employees	19 employees	10-49 employees	50-249 employees	250+ employees	SMEs	SMEs	employees		Services	Trade	Industry	Autonomous	Shareholders - company is listed on the stock market		Family or Other firms	Venture
There are no obstacles	% 20.4%	% 22.6%	16.1%	16.8%	16.8%	30.0%	27.5%	27.5%	27.5%	20.6%	15.9%	28.0%	28.3%	19.2%	28.2%	16.2%	25.8%	14.7%	5.4%
Insufficient collateral or guarantee	% 10.4%	% 19.1%	33.0%	32.2%	32.2%	14.7%	20.6%	20.6%	20.6%	17.0%	31.3%	14.6%	14.6%	30.3%	16.9%	17.6%	18.7%	21.6%	39.3%
Interest rates or price too high	% 15.2%	% 13.4%	13.9%	14.2%	14.2%	14.2%	14.2%	14.2%	14.2%	18.8%	11.8%	11.8%	11.8%	11.8%	11.8%	11.8%	11.8%	11.8%	13.2%
Excess control of the firm	% 19.5%	% 20.3%	22.6%	19.5%	19.5%	15.2%	19.5%	19.5%	19.5%	20.8%	20.8%	17.2%	15.5%	20.0%	10.1%	10.1%	13.8%	8.4%	21.8%
Financing not available at all	% 20.3%	% 21.8%	21.5%	21.8%	21.8%	17.2%	20.3%	20.3%	20.3%	19.6%	14.8%	23.7%	23.7%	21.6%	11.4%	34.9%	21.2%	13.4%	28.0%
Other	%																		30.4%

Q23a For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?
 Retained earnings or sale of assets (INTERNAL FUNDS)

	Size	Turnover	Active since										Owner of the company						
			More than euro 2 million	More than euro 10 million	More than euro 50 million	More than euro 1 million	Less than 2 years	Less than 5 years	Less than 10 years	Less than 2 years	Less than 5 years	Less than 10 years		More than 10 years					
Will improve	% 11.3%	% 10.6%	11.2%	11.6%	11.3%	12.6%	12.4%	12.4%	11.1%	11.4%	12.5%	11.4%	12.5%	11.4%	10.6%	12.7%	10.6%	10.2%	8.1%
Will remain unchanged	% 49.5%	% 50.1%	46.6%	51.6%	51.6%	32.5%	49.5%	49.5%	49.5%	49.4%	50.1%	49.4%	49.4%	49.4%	47.8%	50.9%	49.4%	49.4%	52.7%
Will deteriorate	% 30.9%	% 22.9%	32.8%	30.8%	30.8%	10.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%
Net will improve	% 24.9%	% 24.9%	22.6%	22.6%	22.6%	15.2%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%
Instrument is not applicable to my firm	% 2.9%	% 1.8%	3.8%	2.6%	2.6%	1.8%	2.6%	2.6%	2.6%	3.0%	2.9%	2.8%	2.8%	3.0%	2.9%	3.8%	2.5%	2.2%	4.8%

Q23b For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?
 Bank overdraft, credit line or credit card overdraft

	Size	Turnover	Active since										Owner of the company						
			More than euro 2 million	More than euro 10 million	More than euro 50 million	More than euro 1 million	Less than 2 years	Less than 5 years	Less than 10 years	Less than 2 years	Less than 5 years	Less than 10 years		More than 10 years					
Will improve	% 11.3%	% 10.6%	11.2%	11.6%	11.3%	12.6%	12.4%	12.4%	11.1%	11.4%	12.5%	11.4%	12.5%	11.4%	10.6%	12.7%	10.6%	10.2%	8.1%
Will remain unchanged	% 49.5%	% 50.1%	46.6%	51.6%	51.6%	32.5%	49.5%	49.5%	49.5%	49.4%	50.1%	49.4%	49.4%	49.4%	47.8%	50.9%	49.4%	49.4%	52.7%
Will deteriorate	% 30.9%	% 22.9%	32.8%	30.8%	30.8%	10.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%
Net will improve	% 24.9%	% 24.9%	22.6%	22.6%	22.6%	15.2%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%
Instrument is not applicable to my firm	% 2.9%	% 1.8%	3.8%	2.6%	2.6%	1.8%	2.6%	2.6%	2.6%	3.0%	2.9%	2.8%	2.8%	3.0%	2.9%	3.8%	2.5%	2.2%	4.8%

Q23c For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?
 Bank loans (new or renewal, excluding overdraft and credit line)

	Size	Turnover	Active since										Owner of the company						
			More than euro 2 million	More than euro 10 million	More than euro 50 million	More than euro 1 million	Less than 2 years	Less than 5 years	Less than 10 years	Less than 2 years	Less than 5 years	Less than 10 years		More than 10 years					
Will improve	% 11.3%	% 10.6%	11.2%	11.6%	11.3%	12.6%	12.4%	12.4%	11.1%	11.4%	12.5%	11.4%	12.5%	11.4%	10.6%	12.7%	10.6%	10.2%	8.1%
Will remain unchanged	% 49.5%	% 50.1%	46.6%	51.6%	51.6%	32.5%	49.5%	49.5%	49.5%	49.4%	50.1%	49.4%	49.4%	49.4%	47.8%	50.9%	49.4%	49.4%	52.7%
Will deteriorate	% 30.9%	% 22.9%	32.8%	30.8%	30.8%	10.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%
Net will improve	% 24.9%	% 24.9%	22.6%	22.6%	22.6%	15.2%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%
Instrument is not applicable to my firm	% 2.9%	% 1.8%	3.8%	2.6%	2.6%	1.8%	2.6%	2.6%	2.6%	3.0%	2.9%	2.8%	2.8%	3.0%	2.9%	3.8%	2.5%	2.2%	4.8%

Q23d For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?
 Trade credit

	Size	Turnover	Active since										Owner of the company						
			More than euro 2 million	More than euro 10 million	More than euro 50 million	More than euro 1 million	Less than 2 years	Less than 5 years	Less than 10 years	Less than 2 years	Less than 5 years	Less than 10 years		More than 10 years					
Will improve	% 11.3%	% 10.6%	11.2%	11.6%	11.3%	12.6%	12.4%	12.4%	11.1%	11.4%	12.5%	11.4%	12.5%	11.4%	10.6%	12.7%	10.6%	10.2%	8.1%
Will remain unchanged	% 49.5%	% 50.1%	46.6%	51.6%	51.6%	32.5%	49.5%	49.5%	49.5%	49.4%	50.1%	49.4%	49.4%	49.4%	47.8%	50.9%	49.4%	49.4%	52.7%
Will deteriorate	% 30.9%	% 22.9%	32.8%	30.8%	30.8%	10.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%	30.8%
Net will improve	% 24.9%	% 24.9%	22.6%	22.6%	22.6%	15.2%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%
Instrument is not applicable to my firm	% 2.9%	% 1.8%	3.8%	2.6%	2.6%	1.8%	2.6%	2.6%	2.6%	3.0%	2.9%	2.8%	2.8%	3.0%	2.9%	3.8%	2.5%	2.2%	4.8%

DK/NA % 2.4% 1.5% 2.8% 1.9% 2.2% 2.6% 1.1% 2.9% 2.3% 2.2% 2.0% 2.8% 2.2% 1.6% 0.9% 1.1% 0.9% 6.7% 3.3% 2.2% 2.2% 3.7% 2.0% 1.9% 2.1% 2.7% 4.0% 2.5%

Q23: For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?

Equity (INCLUDING VENTURE CAPITAL OR BUSINESS ANGELS)

	Size		Enterprise characteristics		Sector	Turnover	Active slice		Owner of the company		Venture capital firms or business angels	Only one owner, owner, who is a female
	EURO AREA	1.9	10-49	50-249			250+ employees (combined) (SMEs)	Part of enterprise subsidiary (e.g. or branch)	Up to 2 million euro	More than 2 million euro		
Will improve	3.8%	1.8%	17.6%	21.0%	31.8%	6.1%	3.8%	4.2%	3.6%	4.2%	2.9%	3.8%
Will remain unchanged	20.7%	15.1%	17.6%	21.0%	31.8%	30.0%	19.6%	20.9%	19.1%	20.9%	23.0%	20.1%
Will deteriorate	1.6%	0.4%	0.6%	0.8%	1.6%	3.3%	2.0%	2.4%	2.0%	2.4%	1.5%	2.3%
Instrument is not applicable to my firm	71.3%	79.9%	74.3%	71.0%	66.1%	59.7%	71.3%	71.3%	74.0%	71.3%	60.7%	72.4%
DK/NA	2.0%	1.0%	2.3%	1.7%	1.9%	2.6%	2.2%	1.9%	1.1%	0.8%	0.8%	1.8%

Q23: For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?

Debt securities issued

	Size		Enterprise characteristics		Sector	Turnover	Active slice		Owner of the company		Venture capital firms or business angels	Only one owner, owner, who is a female
	EURO AREA	1.9	10-49	50-249			250+ employees (combined) (SMEs)	Part of enterprise subsidiary (e.g. or branch)	Up to 2 million euro	More than 2 million euro		
Will improve	1.4%	0.8%	13.7%	16.5%	18.3%	15.6%	1.4%	1.1%	1.1%	1.1%	0.6%	1.1%
Will remain unchanged	15.6%	11.6%	13.7%	16.5%	15.6%	22.5%	11.9%	15.0%	11.7%	19.2%	19.4%	15.1%
Will deteriorate	1.4%	1.5%	1.9%	1.3%	1.5%	1.3%	1.6%	1.7%	1.4%	1.4%	0.6%	1.4%
Instrument is not applicable to my firm	79.4%	84.9%	80.5%	79.2%	77.6%	71.2%	85.5%	82.7%	86.1%	80.4%	77.3%	80.2%
DK/NA	2.3%	1.2%	2.5%	2.1%	2.1%	2.3%	1.4%	0.9%	1.1%	0.9%	0.9%	2.2%

Q23: For each of the following types of financing available to your firm, could you please indicate whether you think their availability will improve, deteriorate, or remain unchanged over the next 6 months?

Other (LOAN FROM A RELATED COMPANY OR SHAREHOLDERS AND FROM FAMILY AND FRIENDS, LEASING AND FACTORING, GRANTS)

	Size		Enterprise characteristics		Sector	Turnover	Active slice		Owner of the company		Venture capital firms or business angels	Only one owner, owner, who is a female
	EURO AREA	1.9	10-49	50-249			250+ employees (combined) (SMEs)	Part of enterprise subsidiary (e.g. or branch)	Up to 2 million euro	More than 2 million euro		
Will improve	5.3%	9.7%	14.7%	17.7%	13.3%	8.1%	5.8%	4.2%	4.8%	4.2%	3.3%	5.3%
Will remain unchanged	30.1%	24.9%	24.0%	24.0%	24.0%	32.4%	24.0%	24.0%	24.0%	24.0%	24.0%	24.0%
Will deteriorate	4.1%	4.8%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Instrument is not applicable to my firm	53.5%	58.6%	56.8%	53.8%	58.8%	54.0%	53.5%	53.5%	53.5%	53.5%	53.5%	53.5%
DK/NA	4.2%	4.9%	5.3%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%

Q24: On a scale of 1-10, where 10 means it is extremely important and 1 means it is not at all important, how important are each of the following factors for your company's financing in the future?

	Size		Enterprise characteristics		Sector	Turnover	Active slice		Owner of the company		Venture capital firms or business angels	Only one owner, owner, who is a female
	EURO AREA	1.9	10-49	50-249			250+ employees (combined) (SMEs)	Part of enterprise subsidiary (e.g. or branch)	Up to 2 million euro	More than 2 million euro		
10 - Extremely important	15.9%	17.0%	19.0%	14.3%	11.0%	14.3%	15.8%	19.7%	14.6%	10.3%	13.5%	15.0%
9	13.6%	13.8%	14.7%	13.8%	13.8%	13.8%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%
8	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%
7	9.1%	9.2%	8.5%	9.2%	9.2%	9.2%	9.1%	9.1%	9.1%	9.1%	9.1%	9.1%
6	5.7%	5.9%	5.8%	5.6%	5.6%	5.6%	5.7%	5.6%	5.6%	5.6%	5.6%	5.6%
5	15.6%	14.9%	15.4%	15.5%	15.6%	14.0%	14.8%	14.8%	14.4%	14.2%	12.5%	14.2%
4	4.7%	4.6%	3.7%	4.9%	4.9%	4.9%	4.6%	4.6%	4.6%	4.6%	4.6%	4.6%
3	4.2%	3.7%	3.2%	4.6%	4.6%	4.6%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%
2	17.1%	15.4%	18.0%	16.0%	16.8%	17.1%	16.4%	18.8%	15.3%	13.6%	16.7%	15.4%
1 - Not at all important	2.5%	2.7%	4.5%	4.3%	3.6%	4.2%	4.2%	4.3%	3.0%	4.3%	3.1%	3.5%
DK/NA	4.0%	2.7%	2.7%	19.3%	16.1%	20.3%	20.3%	25.6%	17.4%	15.4%	13.3%	11.8%

Q24b: On a scale of 1-10, where 10 means it is extremely important and 1 means it is not at all important, how important are each of the following factors for your company's financing in the future?

Measures to facilitate equity investments (EGSUPPORT FOR VENTURE CAPITAL OR BUSINESS ANGEL FINANCING)

	Size		Enterprise characteristics		Sector	Turnover	Active slice		Owner of the company		Venture capital firms or business angels	Only one owner, owner, who is a female
	EURO AREA	1.9	10-49	50-249			250+ employees (combined) (SMEs)	Part of enterprise subsidiary (e.g. or branch)	Up to 2 million euro	More than 2 million euro		
10 - Extremely important	15.9%	17.0%	19.0%	14.3%	11.0%	14.3%	15.8%	19.7%	14.6%	10.3%	13.5%	15.0%
9	13.6%	13.8%	14.7%	13.8%	13.8%	13.8%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%
8	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%
7	9.1%	9.2%	8.5%	9.2%	9.2%	9.2%	9.1%	9.1%	9.1%	9.1%	9.1%	9.1%
6	5.7%	5.9%	5.8%	5.6%	5.6%	5.6%	5.7%	5.6%	5.6%	5.6%	5.6%	5.6%
5	15.6%	14.9%	15.4%	15.5%	15.6%	14.0%	14.8%	14.8%	14.4%	14.2%	12.5%	14.2%
4	4.7%	4.6%	3.7%	4.9%	4.9%	4.9%	4.6%	4.6%	4.6%	4.6%	4.6%	4.6%
3	4.2%	3.7%	3.2%	4.6%	4.6%	4.6%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%
2	17.1%	15.4%	18.0%	16.0%	16.8%	17.1%	16.4%	18.8%	15.3%	13.6%	16.7%	15.4%
1 - Not at all important	2.5%	2.7%	4.5%	4.3%	3.6%	4.2%	4.2%	4.3%	3.0%	4.3%	3.1%	3.5%
DK/NA	4.0%	2.7%	2.7%	19.3%	16.1%	20.3%	20.3%	25.6%	17.4%	15.4%	13.3%	11.8%

			Size					Enterprise characteristics				Sector		Turnover			Active/sales					Ownership of the company				Shareholders - company is listed on the stock market				Venture capital firms or business associates				Only one owner, who is a female					
			EURO AREA		10-49		50-249		250+		Part of enterprise subsidiary or branch (e.g.)		Autonomous		Industry		Construction		Trade		Services		Up to and up to more		2 million and up to more		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Family or Other firms or business associates		Venture capital firms or business associates		Only one owner, who is a female		
			EURO AREA		10-49		50-249		250+		Part of enterprise subsidiary or branch (e.g.)		Autonomous		Industry		Construction		Trade		Services		Up to and up to more		2 million and up to more		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Family or Other firms or business associates		Venture capital firms or business associates		Only one owner, who is a female		
10 - Extremely important	9	%	5,3%	5,6%	6,9%	4,7%	3,2%	5,3%	1,7%	4,2%	5,4%	4,7%	6,6%	5,7%	5,1%	6,3%	4,6%	3,2%	4,1%	3,9%	6,4%	5,9%	6,8%	4,9%	3,0%	3,8%	4,3%	4,9%	5,9%	5,4%	4,0%	2,4%	5,6%	5,8%	3,6%	3,8%			
	8	%	1,7%	1,8%	1,8%	1,6%	1,0%	1,7%	1,3%	1,7%	1,7%	1,7%	1,8%	1,8%	1,8%	2,1%	1,5%	1,7%	1,4%	1,6%	1,7%	1,4%	1,6%	1,6%	1,7%	1,6%	1,7%	1,6%	1,6%	2,0%	1,4%	2,2%	1,3%	1,1%	1,2%	1,1%	2,2%		
	7	%	1,9%	1,7%	1,6%	1,8%	2,0%	1,6%	2,0%	1,6%	1,8%	1,7%	1,7%	1,8%	1,8%	1,8%	2,1%	1,5%	1,7%	1,4%	1,6%	1,7%	1,4%	1,6%	1,6%	1,7%	1,6%	1,7%	1,6%	1,6%	2,0%	1,4%	2,2%	1,3%	1,1%	1,2%	1,1%	2,2%	
	6	%	4,8%	5,0%	4,6%	5,1%	5,2%	4,8%	5,0%	4,7%	4,7%	4,8%	5,2%	5,2%	4,4%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	4,7%	
	5	%	13,2%	12,9%	13,3%	12,7%	13,8%	13,2%	12,4%	13,3%	13,2%	13,4%	13,2%	14,1%	12,8%	13,2%	13,2%	13,2%	13,2%	12,8%	12,8%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%	13,2%
	4	%	3,5%	3,5%	3,0%	3,2%	3,0%	3,2%	3,3%	3,0%	3,0%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%
	3	%	6,5%	6,5%	6,9%	6,5%	7,1%	6,9%	6,9%	6,6%	6,6%	6,6%	6,6%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	6,7%	
	2	%	32,0%	32,6%	31,8%	33,1%	32,0%	31,3%	36,4%	31,3%	36,4%	31,5%	30,0%	29,1%	31,0%	33,3%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	33,0%	
	1 - Not at all important	%	14,4%	13,5%	15,4%	14,2%	12,9%	14,4%	14,1%	14,1%	14,5%	13,3%	15,0%	15,1%	14,3%	14,1%	13,8%	14,1%	14,3%	14,1%	14,3%	14,1%	13,8%	14,1%	13,8%	14,1%	13,8%	14,1%	13,8%	14,1%	13,8%	14,1%	13,8%	14,1%	13,8%	14,1%	13,8%	14,1%	
DK/NA	%	7,0%	7,2%	8,6%	6,3%	4,8%	7,0%	3,2%	5,6%	7,2%	6,4%	8,4%	7,6%	6,7%	8,4%	6,1%	4,9%	4,9%	10,0%	9,7%	8,1%	6,5%	8,5%	7,4%	5,4%	7,4%	5,4%	8,5%	7,4%	5,4%	7,4%	5,4%	8,5%	7,4%	5,4%	8,5%			

Q2d: On a scale of 1-10, where 10 means it is extremely important and 1 means it is not at all important, how important are each of the following factors for your company's financing in the future?

Export credits or guarantees

			Size					Enterprise characteristics				Sector		Turnover			Active/sales					Ownership of the company				Shareholders - company is listed on the stock market				Venture capital firms or business associates				Only one owner, who is a female					
			EURO AREA		10-49		50-249		250+		Part of enterprise subsidiary or branch (e.g.)		Autonomous		Industry		Construction		Trade		Services		Up to and up to more		2 million and up to more		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Family or Other firms or business associates		Venture capital firms or business associates		Only one owner, who is a female		
			EURO AREA		10-49		50-249		250+		Part of enterprise subsidiary or branch (e.g.)		Autonomous		Industry		Construction		Trade		Services		Up to and up to more		2 million and up to more		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Family or Other firms or business associates		Venture capital firms or business associates		Only one owner, who is a female		
10 - Extremely important	9	%	3,5%	3,6%	3,7%	3,6%	3,1%	3,5%	3,2%	2,7%	3,6%	6,2%	4,4%	3,9%	2,0%	1,0%	3,3%	3,0%	2,0%	1,0%	1,0%	2,1%	3,3%	3,1%	3,8%	3,5%	3,8%	3,5%	3,9%	3,5%	1,9%	1,5%	4,4%	2,4%	2,4%	1,9%			
	8	%	4,7%	5,0%	4,2%	4,7%	5,1%	5,1%	4,7%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%			
	7	%	4,2%	4,6%	3,6%	4,6%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	
	6	%	3,1%	3,2%	2,5%	3,2%	3,1%	3,2%	3,1%	3,2%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	
	5	%	9,9%	9,6%	9,6%	9,6%	10,9%	10,1%	9,2%	10,0%	10,0%	10,0%	12,8%	9,3%	10,5%	9,9%	9,1%	10,2%	10,4%	10,9%	11,7%	9,1%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%
	4	%	2,7%	2,8%	1,9%	2,8%	2,2%	2,7%	3,8%	3,5%	4,0%	3,9%	4,3%	3,6%	4,6%	3,7%	2,9%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	
	3	%	6,0%	5,7%	5,1%	6,5%	7,1%	6,0%	6,9%	10,7%	6,9%	5,9%	6,6%	5,9%	6,6%	5,9%	6,6%	6,4%	6,7%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	
	2	%	42,7%	43,8%	45,4%	42,2%	38,2%	42,7%	32,3%	40,8%	42,9%	26,3%	42,6%	40,1%	47,6%	47,1%	41,0%	34,0%	42,8%	44,8%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	
	1 - Not at all important	%	17,7%	16,3%	20,0%	17,0%	14,1%	17,7%	14,0%	14,2%	18,1%	11,0%	18,6%	17,7%	19,3%	18,8%	12,7%	10,8%	9,0%	18,3%	17,8%	17,8%	16,6%	13,8%	14,6%	13,8%	14,6%	13,8%	14,6%	13,8%	14,6%	13,8%	14,6%	13,8%	14,6%	13,8%	14,6%		
DK/NA	%	4,9%	5,1%	4,8%	5,1%	5,0%	4,9%	4,7%	4,7%	5,0%	9,1%	5,2%	6,0%	3,4%	4,4%	6,3%	6,8%	2,6%	4,9%	4,3%	5,2%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%			

Q2d: On a scale of 1-10, where 10 means it is extremely important and 1 means it is not at all important, how important are each of the following factors for your company's financing in the future?

Export credits or guarantees

			Size					Enterprise characteristics				Sector		Turnover			Active/sales					Ownership of the company				Shareholders - company is listed on the stock market				Venture capital firms or business associates				Only one owner, who is a female				
			EURO AREA		10-49		50-249		250+		Part of enterprise subsidiary or branch (e.g.)		Autonomous		Industry		Construction		Trade		Services		Up to and up to more		2 million and up to more		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Family or Other firms or business associates		Venture capital firms or business associates		Only one owner, who is a female	
			EURO AREA		10-49		50-249		250+		Part of enterprise subsidiary or branch (e.g.)		Autonomous		Industry		Construction		Trade		Services		Up to and up to more		2 million and up to more		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Family or Other firms or business associates		Venture capital firms or business associates		Only one owner, who is a female	
10 - Extremely important	9	%	1,5%	1,6%	1,1%	1,6%	1,3%	1,5%	1,3%	1,5%	1,4%	3,0%	2,2%	2,0%	1,0%	1,0%	2,3%	2,1%	2,3%	2,1%	2,1%	3,3%	3,1%	3,8%	3,5%	3,8%	3,5%	3,9%	3,5%	1,9%	1,5%	4,4%	2,4%	2,4%	1,9%			
	8	%	4,7%	5,0%	4,2%	4,7%	5,1%	5,1%	4,7%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%	4,8%		
	7	%	4,2%	4,6%	3,6%	4,6%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	4,2%	
	6	%	3,1%	3,2%	2,5%	3,2%	3,1%	3,2%	3,1%	3,2%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	3,1%	
	5	%	9,9%	9,6%	9,6%	9,6%	10,9%	10,1%	9,2%	10,0%	10,0%	10,0%	12,8%	9,3%	10,5%	9,9%	9,1%	10,2%	10,4%	10,9%	11,7%	9,1%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%
	4	%	2,7%	2,8%	1,9%	2,8%	2,2%	2,7%	3,8%	3,5%	4,0%	3,9%	4,3%	3,6%	4,6%	3,7%	2,9%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	4,3%	
	3	%	6,0%	5,7%	5,1%	6,5%	7,1%	6,0%	6,9%	10,7%	6,9%	5,9%	6,6%	5,9%	6,6%	5,9%	6,6%	6,4%	6,7%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	6,4%	
	2	%	42,7%	43,8%	45,4%	42,2%	38,2%	42,7%	32,3%	40,8%	42,9%	26,3%	42,6%	40,1%	47,6%	47,1%	41,0%	34,0%	42,8%	44,8%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	41,7%	
	1 - Not at all important	%	17,7%	16,3%	20,0%	17,0%	14,1%	17,7%	14,0%	14,2%	18,1%	11,0%	18,6%	17,7%	19																							

	7	10%	11.7%	10.2%	10.9%	12.4%	10.9%	12.4%	10.9%	11.8%	12.1%	10.8%	12.3%	10.5%	10.0%	11.1%	10.5%	13.7%	13.5%	12.0%	16.3%	10.8%	11.0%	11.0%	9.7%	11.5%	13.2%	13.5%	9.2%	10.1%	11.4%	
1 - Not at all important	%	10.9%	11.7%	10.2%	10.9%	12.4%	10.9%	12.4%	10.9%	11.8%	12.1%	10.8%	12.3%	10.5%	10.0%	11.1%	10.5%	13.7%	13.5%	12.0%	16.3%	10.8%	11.0%	11.0%	9.7%	11.5%	13.2%	13.5%	9.2%	10.1%	11.4%	
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DK/NA	%	3.4%	2.5%	3.6%	3.8%	3.8%	3.6%	3.8%	3.8%	4.1%	4.1%	3.3%	2.2%	3.6%	3.7%	3.5%	2.5%	1.9%	2.2%	4.9%	2.2%	3.9%	2.7%	3.4%	4.2%	3.2%	2.0%	6.8%	3.8%	3.4%	4.6%	
TOP 2 BOX	%	16.4%	17.3%	20.7%	15.6%	9.4%	16.4%	4.0%	5.7%	17.2%	17.2%	17.2%	14.0%	16.4%	16.5%	17.0%	21.1%	12.7%	8.7%	7.6%	15.5%	13.5%	18.7%	15.7%	11.2%	16.9%	10.0%	10.8%	17.7%	23.4%	9.6%	

0-4 is for best financing in the EU, 5-10 is worst financing in the EU, 11-20 is average financing in the EU, 21-30 is worst financing in the world, 31-40 is average financing in the world, 41-50 is best financing in the world

Q03: On a scale of 1-10, where 10 means it is extremely important and 1 means it is not at all important, how important are each of the following

1. Making existing public measures easier to obtain (EG THROUGH THE REDUCTION OF ADMINISTRATIVE BURDENS)

2. Making it easier to start a business

3. Reducing the cost of borrowing

4. Increasing competition

5. Increasing the number of firms

6. Increasing the size of firms

7. Increasing the number of employees

8. Increasing the size of the labour force

9. Increasing the number of SMEs

10. Increasing the size of the economy

11. Increasing the number of entrepreneurs

12. Increasing the size of the entrepreneurial sector

13. Increasing the number of start-ups

14. Increasing the size of the start-up sector

15. Increasing the number of business angels

16. Increasing the size of the business angel sector

17. Increasing the number of venture capitalists

18. Increasing the size of the venture capitalist sector

19. Increasing the number of private equity firms

20. Increasing the size of the private equity firm sector

21. Increasing the number of public equity firms

22. Increasing the size of the public equity firm sector

23. Increasing the number of public pension funds

24. Increasing the size of the public pension fund sector

25. Increasing the number of public infrastructure funds

26. Increasing the size of the public infrastructure fund sector

27. Increasing the number of public housing funds

28. Increasing the size of the public housing fund sector

29. Increasing the number of public infrastructure agencies

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Enterprise characteristics

	EU 28	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSEs)	Part of enterprise subsidiary or branch (e.g.)	Autonomous	Industry	Construction	Trades	Services	Up to euro 2 million	More than euro 2 million and up to euro 10 million	More than euro 10 million	50 million euro	More than 50 million euro	Less than euro 2 million	2 years less than 5 years more but less than 10 years	5 years less than 10 years more but less than 20 years	20 years less than 25 years more but less than 50 years	Shareholders company is listed on the stock market	Family or entrepreneur associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female	Other			
1 - Extremely important	%	23.7%	25.1%	28.5%	22.7%	15.9%	23.7%	11.0%	15.0%	22.8%	25.1%	23.7%	23.7%	29.0%	21.5%	16.5%	8.4%	25.2%	8.4%	25.2%	25.1%	25.1%	23.0%	12.8%	25.6%	17.0%	16.4%	24.0%	27.9%	14.0%		
No answer																																
DK/NA	%	7.7%	8.4%	8.5%	7.6%	6.3%	7.7%	5.0%	6.0%	7.9%	7.8%	7.0%	7.0%	9.3%	8.3%	6.5%	3.9%	5.8%	3.9%	5.8%	8.9%	8.8%	7.4%	6.2%	8.1%	6.9%	7.7%	7.1%	10.0%	4.3%		
TOP 2 BOX	%	31.3%	33.5%	36.9%	30.2%	22.2%	31.3%	16.0%	21.0%	31.6%	34.9%	30.7%	31.2%	38.3%	29.8%	23.0%	12.3%	31.0%	31.0%	34.0%	34.0%	33.9%	30.4%	19.0%	33.6%	24.0%	24.1%	31.1%	37.9%	18.3%		

Turnover

	EU 28	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSEs)	Part of enterprise subsidiary or branch (e.g.)	Autonomous	Industry	Construction	Trades	Services	Up to euro 2 million	More than euro 2 million and up to euro 10 million	More than euro 10 million	50 million euro	More than 50 million euro	Less than euro 2 million	2 years less than 5 years more but less than 10 years	5 years less than 10 years more but less than 20 years	20 years less than 25 years more but less than 50 years	Shareholders company is listed on the stock market	Family or entrepreneur associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female	Other			
1 - Not at all important	%	10.9%	11.7%	10.2%	10.9%	12.4%	10.9%	11.8%	12.1%	10.8%	12.3%	10.5%	10.0%	11.1%	10.5%	13.7%	13.5%	12.0%	16.3%	10.8%	11.0%	11.0%	9.7%	11.5%	13.2%	13.5%	9.2%	10.1%	11.4%			
No answer																																
DK/NA	%	3.4%	2.5%	3.6%	3.8%	3.8%	3.6%	4.1%	4.1%	3.3%	2.2%	3.6%	3.7%	3.5%	2.5%	1.9%	2.2%	4.9%	2.2%	3.9%	2.7%	3.4%	4.2%	3.2%	2.0%	6.8%	3.8%	3.4%	4.6%			
TOP 2 BOX	%	16.4%	17.3%	20.7%	15.6%	9.4%	16.4%	4.0%	5.7%	17.2%	14.0%	16.4%	16.5%	17.0%	21.1%	12.7%	8.7%	7.6%	15.5%	13.5%	18.7%	15.7%	11.2%	16.9%	10.0%	10.8%	17.7%	23.4%	9.6%			

Activities

	EU 28	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSEs)	Part of enterprise subsidiary or branch (e.g.)	Autonomous	Industry	Construction	Trades	Services	Up to euro 2 million	More than euro 2 million and up to euro 10 million	More than euro 10 million	50 million euro	More than 50 million euro	Less than euro 2 million	2 years less than 5 years more but less than 10 years	5 years less than 10 years more but less than 20 years	20 years less than 25 years more but less than 50 years	Shareholders company is listed on the stock market	Family or entrepreneur associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female	Other				
1 - Not at all important	%	10.9%	11.7%	10.2%	10.9%	12.4%	10.9%	11.8%	12.1%	10.8%	12.3%	10.5%	10.0%	11.1%	10.5%	13.7%	13.5%	12.0%	16.3%	10.8%	11.0%	11.0%	9.7%	11.5%	13.2%	13.5%	9.2%	10.1%	11.4%				
No answer																																	
DK/NA	%	3.4%	2.5%	3.6%	3.8%	3.8%	3.6%	4.1%	4.1%	3.3%	2.2%	3.6%	3.7%	3.5%	2.5%	1.9%	2.2%	4.9%	2.2%	3.9%	2.7%	3.4%	4.2%	3.2%	2.0%	6.8%	3.8%	3.4%	4.6%				
TOP 2 BOX	%	16.4%	17.3%	20.7%	15.6%	9.4%	16.4%	4.0%	5.7%	17.2%	14.0%	16.4%	16.5%	17.0%	21.1%	12.7%	8.7%	7.6%	15.5%	13.5%	18.7%	15.7%	11.2%	16.9%	10.0%	10.8%	17.7%	23.4%	9.6%				

Owner of the company

	EU 28	EURO AREA	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSEs)	Part of enterprise subsidiary or branch (e.g.)	Autonomous	Industry	Construction	Trades	Services	Up to euro 2 million	More than euro 2 million and up to euro 10 million	More than euro 10 million	50 million euro	More than 50 million euro	Less than euro 2 million	2 years less than 5 years more but less than 10 years	5 years less than 10 years more but less than 20 years	20 years less than 25 years more but less than 50 years	Shareholders company is listed on the stock market	Family or entrepreneur associates	Other firms or business partners	Venture capital firms or business partners	Only one owner, who is a male	Only one owner, who is a female	Other				
1 - Not at all important	%	10.9%	11.7%	10.2%	10.9%	12.4%	10.9%	11.8%	12.1%	10.8%	12.3%	10.5%	10.0%	11.1%	10.5%	13.7%	13.5%	12.0%	16.3%	10.8%	11.0%	11.0%	9.7%	11.5%	13.2%	13.5%	9.2%	10.1%	11.4%				
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DK/NA	%	3.4%	2.5%	3.6%	3.8%	3.8%	3.6%	4.1%	4.1%	3.3%	2.2%	3.6%	3.7%	3.5%	2.5%	1.9%	2.2%	4.9%	2.2%	3.9%	2.7%	3.4%	4.2%	3.2%	2.0%	6.8%	3.8%	3.4%	4.6%				
TOP 2 BOX	%	16.4%	17.3%	20.7%	15.6%	9.4%	16.4%	4.0%	5.7%	17.2%	14.0%	16.4%	16.5%	17.0%	21.1%	12.7%	8.7%	7.6%	15.5%	13.5%	18.7%	15.7%	11.2%	16.9%	10.0%	10.8%	17.7%	23.4%	9.6%				