

S	Enterprise characteristic										Sector	Active since	Turnover	Owner of the company																		
	Size		50-249 employees		10-49 employees		1-9 employees		250+ employees					Part of enterprise		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Shareholders listed on the stock market		Family or entrepreneurs		Other firms or associates		Venture capital or business		Only one owner, who is a male or female		
	TOTAL EU27	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	233	18.5	26.2	28.6	34.9	26.4	22.9	19	21.8	24.8	20.7	25.7	30.3	33.6	35.3	24.2	26.3	22.4	26.8	26.8	23.6	25.1	35.2	21	21.5	21.2						
	76.6	81.4	73.7	71.2	76.6	64.8	73.3	77	76.9	80.9	78	75.1	79.2	74.2	69.6	66.1	64.2	75.8	73.5	77.4	72.7	76.3	74.7	64.8	78.9	78.4	78.6					
	0.2	0.2	0.1	0.1	0.2	0.3	0.4	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.2	0.5	0	0.2	0.1	0.5	0.1	0.3	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	

Q1 During the past 12 months have you introduced a new way of selling your goods or services?

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	Size		50-249 employees		10-49 employees		1-9 employees		250+ employees					Part of enterprise		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Shareholders listed on the stock market		Family or entrepreneurs		Other firms or associates		Venture capital or business		Only one owner, who is a male or female		
	TOTAL EU27	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	25	27.6	24.9	20.5	25	21.6	20.8	25.5	18.8	38.5	29.5	26.4	39.2	16.3	28.6	32.7	27.1	23.9	26.8	25.5	20.7	79.1	81.4	73.3	72.1	25.9	22.6					
	74.8	72.2	75	79.3	74.8	77.6	78.8	74.3	81	81.3	70.4	73.4	75.3	75.3	80.7	83.2	70.7	67.1	72.8	76	76.6	74.3	79.1	81.4	73.3	72.1	75.9					
	0.1	0.1	0.1	0.2	0.1	0.8	0.4	0.1	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.5	0.7	0.2	0.2	0.1	0.5	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	

Q1 Summary: During the last 12 months have you introduced a new or significantly improved product/service/production/organisation management/way of selling?

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	Size		50-249 employees		10-49 employees		1-9 employees		250+ employees					Part of enterprise		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Shareholders listed on the stock market		Family or entrepreneurs		Other firms or associates		Venture capital or business		Only one owner, who is a male or female		
	TOTAL EU27	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	56.6	52.6	59.1	61.1	56.6	67.5	59.6	56.3	65.7	42.9	58.3	56.2	54.2	59.6	62.3	64.9	61.9	60.5	55.6	56.7	57.5	52.5	56.5	53.6	58.7	58.7						
	43.3	47.3	40.9	38.9	43.3	32.5	40.3	43.7	36.3	57.1	41.7	43.8	45.7	40.4	37.7	41.9	35.1	38.1	39.4	44.4	37.3	43.2	42.5	28	45.5	46.4	41.3					
	0	0	0	0	0	0.1	0	0.1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

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?

S	Enterprise characteristic										Sector	Active since	Turnover	Owner of the company																		
	Size		50-249 employees		10-49 employees		1-9 employees		250+ employees					Part of enterprise		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Shareholders listed on the stock market		Family or entrepreneurs		Other firms or associates		Venture capital or business		Only one owner, who is a male or female		
	TOTAL EU27	%	Increased	Remained unchanged	Decreased	Net increased	Net decreased	No answer	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	40.6	31.5	44.8	52.2	40.6	60.7	49.1	39.5	49.3	33.1	39.8	39.5	34.8	48.2	54	56.8	46.5	50.5	40.9	39.5	46.7	38	46.8	48.2	43.3	33.4	46.2					
	30	31.6	29.9	27.4	30	22.7	29.3	31.6	28.3	31.4	29.4	29.3	28.4	26.1	22.7	29.9	26.4	28.4	29.8	28.2	30.5	27.4	28.7	30.4	31	30						
	38.6	37.8	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6	37.8	37.4	38.6
	11.9	46	19.9	32.5	11.9	44.8	25.1	40.3	27.2	-1.4	5.7	11.8	17	25.5	39.2	37.9	27.5	12.7	9.5	23.1	6.9	22.7	25.1	17.6	0.9	23.4						
	0.1	0	0.2	0.1	0	0	0	0.1	0	0.2	0	0	0	0.1	0.1	0.4	0.7	0	0	0.1	0.1	0	0.2	0	0.3	0.2						
	0.6	0.8	0.5	0.5	0.6	0.5	0.6	0.6	0.4	1	0.6	0.7	0.5	0.6	0.2	0.5	4.4	0.1	0.5	0.6	1.3	0.4	1.4	0.5	1.1	0.7						

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	TOTAL EU27	%	Increased	Remained unchanged	Decreased	Net increased	Net decreased	No answer	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	51.5	45.3	55.9	57.4	51.5	65.3	51.4	51.5	54.5	44.8	51	51.9	48.8	56.2	56.1	50	49.6	56.3	52.7	50.8	46.1	52.6	49.6	57.4	51.1	47.8	50.9					
	38.8	43.6	35.4	33.9	38.8	25.7	39.6	38.7	37.4	42.1	39	38.5	41.1	34.2	35.8	38.9	37.6	35.5	37.6	39.3	39.2	38.2	41.1	28.9	38.2	43.9	41.3					
	9	10	8.2	8.3	9	8	8.5	9.1	7.6	12.2	9.1	8.9	8.9	8.9	8.9	8.5	7.6	9	9.3	13.6	8.5	8.7	13.7	10	7.3	7.3						
	42.4	35.4	47.7	49.1	42.4	57.4	42.9	46.4	46.9	32.6	41.9	39.5	47.4	48.3	39	41	48.7	43.7	44.5	32.4	44	40.9	45.6	41.1	40.4	43.0						
	0.6	0.8	0.4	0.4	0.6	1.1	0.5	0.6	0.4	0.9	0.7	0.6	0.6	0.6	0.3	0.2	3.2	0.5	0.6	0.5	1.1	0.6	0.5	0.6	0.5	0.5						

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	TOTAL EU27	%	Increased	Remained unchanged	Decreased	Net increased	Net decreased	No answer	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	51.5	45.3	55.9	57.4	51.5	65.3	51.4	51.5	54.5	44.8	51	51.9	48.8	56.2	56.1	50	49.6	56.3	52.7	50.8	46.1	52.6	49.6	57.4	51.1	47.8	50.9					
	38.8	43.6	35.4	33.9	38.8	25.7	39.6	38.7	37.4	42.1	39	38.5	41.1	34.2	35.8	38.9	37.6	35.5	37.6	39.3	39.2	38.2	41.1	28.9	38.2	43.9	41.3					
	9	10	8.2	8.3	9	8	8.5	9.1	7.6	12.2	9.1	8.9	8.9	8.9	8.9	8.5	7.6	9	9.3	13.6	8.5	8.7	13.7	10	7.3	7.3						
	42.4	35.4	47.7	49.1	42.4	57.4	42.9	46.4	46.9	32.6	41.9	39.5	47.4	48.3	39	41	48.7	43.7	44.5	32.4	44	40.9	45.6	41.1	40.4	43.0						
	0.6	0.8	0.4	0.4	0.6	1.1	0.5	0.6	0.4	0.9	0.7	0.6	0.6	0.6	0.3	0.2	3.2	0.5	0.6	0.5	1.1	0.6	0.5	0.6	0.5	0.5						

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?

S	Enterprise characteristic										Sector	Active since	Turnover	Owner of the company																		
	Size		50-249 employees		10-49 employees		1-9 employees		250+ employees					Part of enterprise		2 years or more but less than 5 years		5 years or more but less than 10 years		10 years or more		Shareholders listed on the stock market		Family or entrepreneurs		Other firms or associates		Venture capital or business		Only one owner, who is a male or female		
	TOTAL EU27	%	Increased	Remained unchanged	Decreased	Net increased	Net decreased	No answer	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%	Yes	No	DK/NA	%		
	51.5	45.3	55.9	57.4	51.5	65.3	51.4	51.5	54.5	44.8	51	51.9	48.8	56.2	56.1	50	49.6	56.3	52.7	50.8	46.1	52.6	49.6	57.4	51.1	47.8	50.9					
	38.8	43.6	35.4	33.9	38.8	25.7	39.6	38.7	37.4	42.1	39	38.5	41.1	34.2	35.8	38.9	37.6	35.5	37.6	39.3	39.2	38.2	41.1	28.9	38.2	43.9	41.3					
	9	10	8.2	8.3																												

S	TOTAL- EU27	Size				250+ employees (LSE) (combined)	SMEs (combined)	50-249 employees	Part of enterprise (e.g. subsidiary or branch)				250+ employees (LSE)	Services million	Up to euro 2 million				More than euro 2 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company's stock listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female	
		1-9 employees	10-49 employees	50-249 employees	250+ employees				Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million	Up to euro 5 million												More than euro 5 million
S	%	67.9	66.4	69.2	67.9	69.7	64.8	68.3	64.7	68.7	64.7	67.7	68.7	65.8	68.3	67.2	65.1	68.7	65.3	55.3	62.7	59.7	67	70.2	60.8					
S	%	25.5	26.7	24.9	24.3	25.5	20.9	25.2	28.4	25.8	25	24.7	27.8	26.6	26	28.5	24.7	35.6	23.5	28.6	33.8	26.3	25.1	31.8						
S	%	61.9	59.8	64	63.2	61.9	61.7	58.5	62.3	61.9	61.8	61.9	63.9	59.8	63.7	61	59.5	62.5	47.6	65.1	54.9	53.5	60.7	65.8	53.7					
S	%	0.4	0.3	0.6	0.3	0.4	1.2	0.5	0.4	0.7	0.4	0.4	0.4	0.5	0.2	0.2	0.2	0.3	1.3	0.4	0.3	0.3	0.2	0.4						

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)

S	TOTAL- EU27	Size				250+ employees (LSE) (combined)	SMEs (combined)	50-249 employees	Part of enterprise (e.g. subsidiary or branch)				250+ employees (LSE)	Services million	Up to euro 2 million				More than euro 2 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company's stock listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female	
		1-9 employees	10-49 employees	50-249 employees	250+ employees				Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million	Up to euro 5 million												More than euro 5 million
S	%	33.1	32.7	34.2	32.7	33.1	30.9	33.8	36.9	34.3	32.2	34.7	33.7	34.4	27.7	34.6	33.8	33.5	29	35.3	28.9	26	32.4	30.7	27.2					
S	%	44.8	45.1	45.4	43.7	44.8	40.2	47.1	44.6	44.1	45.9	42.4	40.8	45.3	44.8	43.8	44.8	47	47.5	44.1	46	42.6	46.9							
S	%	10.3	7.3	11.3	14.5	10.3	19.6	12.7	10	11.4	8.1	12.6	17.3	14.8	4.1	7.2	9.9	10.7	12.2	10.1	11	19.4	9.8	8.3	11.7					
S	%	22.9	25.4	22.9	18.2	22.9	11.3	14.9	23.8	24.9	28.1	21.1	24.1	22.1	16.4	19.6	23.6	22.8	16.8	25.2	18	6.6	22.6	22.4	15.5					
S	%	6.5	7.1	3.6	4.6	5.5	4.2	6	5.4	2.9	5.4	6.6	6	4.7	3.8	6.9	4.3	5.2	5.1	4.6	5.8	7.3	6.6	10.5	4.3					
S	%	5.3	7.9	5.4	4.6	6.3	5	6.7	5.5	6.7	7.2	5	2.9	3.6	14.1	6.5	8.2	5.8	6.7	6.3	6.8	3.1	5.2	7.9	9.8					

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 (= NET INCOME AFTER TAXES)

S	TOTAL- EU27	Size				250+ employees (LSE) (combined)	SMEs (combined)	50-249 employees	Part of enterprise (e.g. subsidiary or branch)				250+ employees (LSE)	Services million	Up to euro 2 million				More than euro 2 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company's stock listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female		
		1-9 employees	10-49 employees	50-249 employees	250+ employees				Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million	Up to euro 5 million												More than euro 5 million	Up to euro 10 million
S	%	29.2	23.3	31.1	38	29.2	42.3	38.6	21.2	29	29.2	25.2	21.7	40.5	36.3	36.5	29.6	27.9	37	26.8	34.2	32	32.2	24.1	32.2						
S	%	27.7	28.9	27.8	25.6	27.7	25.1	25.4	28	26.7	25.2	28.9	27.1	23.9	22.7	26.6	27.4	25	28	23.6	27.7	27.9	23	28	28.7	30.8					
S	%	40.5	45	39.1	33.8	40.5	29.2	33.3	41.4	37.1	48.9	43.2	39	33.5	33.9	34.3	42	41.9	33.7	43.4	35	44.9	37.2	43.8	33.5						
S	%	-11.2	-21.7	-8.1	-4.1	-11.2	13.2	5.3	-13.3	-3.2	-26.7	-14.2	-9.8	-3.4	7	6.6	8.4	2.2	-12.5	-14	-16.6	-0.7	-12.8	-4.9	-19.7	-1.3					
S	%	0.3	0.3	0.2	0.3	0.3	0.7	0.1	0.3	0.3	0.2	0.2	0.1	0.2	0.2	0.1	0.4	0.2	0.1	0.2	0.2	0.1	0.1	0.3	1.1						
S	%	2.3	2.6	1.8	2.4	2.3	2.7	2.6	2.3	2.4	2.7	2.2	2.1	2.2	1.8	2.6	7.1	1.3	3.2	2	1.9	2.7	2.4	3.1	2.4						

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)

S	TOTAL- EU27	Size				250+ employees (LSE) (combined)	SMEs (combined)	50-249 employees	Part of enterprise (e.g. subsidiary or branch)				250+ employees (LSE)	Services million	Up to euro 2 million				More than euro 2 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company's stock listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female		
		1-9 employees	10-49 employees	50-249 employees	250+ employees				Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million	Up to euro 5 million												More than euro 5 million	Up to euro 10 million
S	%	18.5	15.5	18.9	23.8	18.5	15.7	24.2	17.8	20.1	17.8	16.2	21.3	23.9	22.3	22.9	20.7	17.2	25.8	16.9	21.9	22.6	20.3	13.3	21.3						
S	%	35.5	37.1	34.3	33.1	35.5	15.7	33.6	35.7	34.5	36	36.3	37	33.9	43.3	34.2	32.6	35.5	36.9	33.9	36.8	32.3	36.6	40.7	42.3						
S	%	42.1	43.8	43.1	38.1	42.1	37.2	42.8	41.6	51.3	43.9	39.9	43.1	41.4	41	34.8	25.7	38.2	42.7	43.7	46	36.8	44.4	39.6	40.1	25.7					
S	%	-23.6	-28.5	-24.2	-14.2	-23.6	-12.9	-25	-21.5	-37.3	-26.2	-20.8	-26.1	-20.1	-3.4	-5.4	-2.2	-26.5	-5.4	-29.1	-14.9	-21.9	-19.2	-26.8	-4.4						
S	%	0.8	0.9	0.6	0.8	0.8	0.7	0.8	0.6	0.3	0.3	1.2	0.9	0.4	0.5	0.6	1	1.1	0.9	0.7	0.2	0.5	1	0.8	4.4						
S	%	3.1	2.9	3	3.6	3.1	4.3	3	3.3	3.1	3	2	3.5	2.9	3	2.7	2.8	7.7	3.6	3.1	2.7	3.5	0.7	2.7	5.1						

Q3 Would you say that the amount of debt compared to the assets of your company has decreased, remained unchanged or increased over the past 6 months?

S	TOTAL- EU27	Size				250+ employees (LSE) (combined)	SMEs (combined)	50-249 employees	Part of enterprise (e.g. subsidiary or branch)				250+ employees (LSE)	Services million	Up to euro 2 million				More than euro 2 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company's stock listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female		
		1-9 employees	10-49 employees	50-249 employees	250+ employees				Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million	Up to euro 5 million												More than euro 5 million	Up to euro 10 million
S	%	18.5	15.5	18.9	23.8	18.5	15.7	24.2	17.8	20.1	17.8	16.2	21.3	23.9	22.3	22.9	20.7	17.2	25.8	16.9	21.9	22.6	20.3	13.3	21.3						
S	%	35.5	37.1	34.3	33.1	35.5	15.7	33.6	35.7	34.5	36	36.3	37	33.9	43.3	34.2	32.6	35.5	36.9	33.9	36.8	32.3	36.6	40.7	42.3						
S	%	42.1	43.8	43.1	38.1	42.1	37.2	42.8	41.6	51.3	43.9	39.9	43.1	41.4	41	34.8	25.7	38.2	42.7	43.7	46	36.8	44.4	39.6	40.1	25.7					
S	%	-23.6	-28.5	-24.2	-14.2	-23.6	-12.9	-25	-21.5	-37.3	-26.2	-20.8	-26.1	-20.1	-3.4	-5.4	-2.2	-26.5	-5.4	-29.1	-14.9	-21.9	-19.2	-26.8	-4.4						
S	%	0.8	0.9	0.6	0.8	0.8	0.7	0.8	0.6	0.3	0.3	1.2	0.9	0.4	0.5	0.6	1	1.1	0.9	0.7	0.2	0.5	1	0.8	4.4						
S	%	3.1	2.9	3	3.6	3.1	4.3	3	3.3	3.1	3	2	3.5	2.9	3	2.7	2.8	7.7	3.6	3.1	2.7	3.5	0.7	2.7	5.1						

	%	194	193	193	196	194	215	184	195	208	22.9	20.3	17.9	19.3	195	20.3	18.9	16.9	20.9	22.3	18.8	16	20.2	18.5	20.1	19.2	19.3	15.2		
5	Increased																													
5	Remained unchanged																													
5	Decreased																													
5	Net increased																													
5	Net decreased																													
5	NOT APPLICABLE, THE FIRM HAS NO DEBT																													
5	DK/NA																													
5	DK/NA																													

	%	194	193	193	196	194	215	184	195	208	22.9	20.3	17.9	19.3	195	20.3	18.9	16.9	20.9	22.3	18.8	16	20.2	18.5	20.1	19.2	19.3	15.2			
5	used past 6 months																														
5	Did not use in the past 6 months, but have experience with this																														
5	Did not use as this source of financing has never been relevant t c %																														
5	DK/NA																														

	%	194	193	193	196	194	215	184	195	208	22.9	20.3	17.9	19.3	195	20.3	18.9	16.9	20.9	22.3	18.8	16	20.2	18.5	20.1	19.2	19.3	15.2			
5	used past 6 months																														
5	Did not use in the past 6 months, but have experience with this																														
5	Did not use as this source of financing has never been relevant t c %																														
5	DK/NA																														

	%	194	193	193	196	194	215	184	195	208	22.9	20.3	17.9	19.3	195	20.3	18.9	16.9	20.9	22.3	18.8	16	20.2	18.5	20.1	19.2	19.3	15.2			
5	used past 6 months																														
5	Did not use in the past 6 months, but have experience with this																														
5	Did not use as this source of financing has never been relevant t c %																														
5	DK/NA																														

	%	194	193	193	196	194	215	184	195	208	22.9	20.3	17.9	19.3	195	20.3	18.9	16.9	20.9	22.3	18.8	16	20.2	18.5	20.1	19.2	19.3	15.2			
5	used past 6 months																														
5	Did not use in the past 6 months, but have experience with this																														
5	Did not use as this source of financing has never been relevant t c %																														
5	DK/NA																														

	%	194	193	193	196	194	215	184	195	208	22.9	20.3	17.9	19.3	195	20.3	18.9	16.9	20.9	22.3	18.8	16	20.2	18.5	20.1	19.2	19.3	15.2			
5	used past 6 months																														
5	Did not use in the past 6 months, but have experience with this																														
5	Did not use as this source of financing has never been relevant t c %																														
5	DK/NA																														

Q4 For each of the following sources of financing, could you please say whether you used them during the past 6 months, did not use them but have experience with them, or did not use them because this source of financing has never been relevant to your firm?

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Q4 For each of the following sources of financing, could you please say whether you used them during the past 6 months, did not use them but have experience with them, or did not use them because this source of financing has never been relevant to your firm?

Q4 For each of the following sources of financing, could you please say whether you used them during the past 6 months, did not use them but have experience with them, or did not use them because this source of financing has never been relevant to your firm?

	S	Size										Sector	Turnover	Active since	Owner of the company														
		TOTAL- EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (Combined)	250+ employees (LSE)	Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	Up to euro 2 million	More than euro 2 million				2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business owners	Only one owner, who is male	Only one owner, who is female						
Increased	%	18.9	18.9	18.4	19.4	18.9	19.6	13.9	19.5	20.2	22.2	18.5	18	18.8	20.5	17.5	17.2	17	21.3	19.6	38.9	15.5	19.8	15.5	24.6	19.5	20.6	11.1	
Remained unchanged	%	43.1	42.9	43.2	43.4	43.1	39.1	43.1	43.1	44.4	44.5	42.3	42.8	43.5	42.4	44.1	43	41.3	41.7	43.4	43.3	39.9	43.8	42	43.2	42.7	41.7	44.7	
Decreased	%	9.6	7.6	11.4	11.3	9.6	12.6	10.6	9.5	10.1	8.5	11.2	9.1	8.4	11.3	12.6	12.1	12.8	7.8	9.8	10.8	9.4	10.4	10.4	5.4	12.7	9.3	13.2	2.7
Net increased	%	27.8	29.9	26.4	25.6	27.8	31.9	27.3	25	24.5	27	28.8	25.5	28.7	28.8	25.8	27.2	26.7	28.1	27.4	27.5	32	26.6	31.3	20.2	27.1	29.7	35.8	
INSTRUMENT NOT APPLICABLE TO MY FIRM	%	0.5	0.7	0.5	0.3	0.5	1.1	0.5	0.5	0.3	0.2	1	0.4	0.1	0.4	0.3	0.4	0.4	2.3	1	0.3	1.8	0.4	0.4	0.7	0.7	0.5	0.7	
DK/NA	%	0.5	0.7	0.5	0.3	0.5	1.1	0.5	0.5	0.3	0.2	1	0.4	0.1	0.4	0.3	0.4	0.4	2.3	1	0.3	1.8	0.4	0.4	0.7	0.7	0.5	0.7	

Q5 For each of the following types of external financing, please tell me if your needs increased, remained unchanged or decreased over the past 6 months?

Bank loans (new or renewal, excluding overdraft and credit lines)

	S	Size										Sector	Turnover	Active since	Owner of the company														
		TOTAL- EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (Combined)	250+ employees (LSE)	Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	Up to euro 2 million	More than euro 2 million				2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business owners	Only one owner, who is male	Only one owner, who is female						
Increased	%	15.1	13.9	15.1	17.4	15.1	20.5	10.5	15.7	16.9	16.5	14.9	14.4	14.7	16.1	16.9	15	13.4	15.4	15.1	15.5	16.3	14.3	14.2	14.3	14.3	14.3	10.2	
Remained unchanged	%	42.2	42.4	42.2	41.3	42.2	37.3	40.7	42.4	43.8	43	41.7	41.7	42	40.7	42.2	42.2	42.2	42.2	42.2	42.3	42.3	42.8	41	51.3	42.5	44.5	39.9	
Decreased	%	11.5	9.4	13.1	13.2	11.5	14.9	11.2	11.5	13.2	11.6	12	10.6	10.1	13.5	14.5	12.2	10.7	9.8	10.7	11.9	11.5	11.9	9	13.3	12.4	9.2	8.1	
Net increased	%	3.7	4.5	2	4.2	3.7	5.6	4.7	4.2	3.7	4.9	2.8	3.8	4.6	2.6	2.3	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	5.4	0.9	1.8	5.1	2.1
INSTRUMENT NOT APPLICABLE TO MY FIRM	%	30.8	33.8	28.7	27.9	30.8	26.2	37.2	30	28.5	30.9	32.8	32.8	27.1	26.4	31.8	36	31.8	31.1	29.9	42.3	28.8	35.2	21.2	30.5	30.7	41.7	47.7	
DK/NA	%	0.4	0.4	0.5	0.3	0.4	1.1	0.5	0.4	0.3	0.4	0.5	0.4	0.2	0.2	0.2	0.4	0.4	0.7	0.7	0.4	0.3	0.3	0.3	0.6	0.6	0.3	1.2	

Q5 For each of the following types of external financing, please tell me if your needs increased, remained unchanged or decreased over the past 6 months?

Trade credit

	S	Size										Sector	Turnover	Active since	Owner of the company														
		TOTAL- EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (Combined)	250+ employees (LSE)	Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	Up to euro 2 million	More than euro 2 million				2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business owners	Only one owner, who is male	Only one owner, who is female						
Increased	%	10.1	9.9	10.3	10.3	10.3	15.1	5.1	10.1	10.4	10.4	13.8	13.5	13.6	14.7	14.7	13.4	13.4	13.4	13.4	13.4	13.4	13.4	13.4	13.4	13.4	13.4	13.4	13.4
Remained unchanged	%	39.2	39.1	38.5	38.5	39.2	38.7	42.2	39.2	40.4	40.8	41.7	41.7	41.7	38.7	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8	40.8
Decreased	%	5.2	5.1	5.3	5.4	5.2	6.4	5.7	5.2	5.5	5.5	6.2	4.5	4.8	5.7	6.2	4.5	4.8	4.9	4.8	5.4	5.4	5.4	5.4	5.4	5.4	5.4	5.4	
Net increased	%	4.9	4.9	5.1	4.8	4.9	9.6	4.8	4.9	4.8	4.9	8.4	5.9	6.5	4	5.6	6.2	7.1	7.3	7.8	5.4	5.2	5.2	5.2	5.2	5.2	5.2	5.2	
INSTRUMENT NOT APPLICABLE TO MY FIRM	%	44.6	46.6	43.7	41.9	44.6	37.7	41.3	45	40.8	37.3	50	46.9	42.3	38	37.3	42.5	42.9	46.4	43.6	43.6	41.9	42.2	43.9	39.4	49.5	54.1	46.7	
DK/NA	%	0.6	0.6	0.7	0.5	0.6	1.2	0.5	0.6	0.5	0.8	0.8	0.5	0.6	0.4	0.4	1.1	2.6	0.7	0.9	0.5	0.9	0.5	0.5	0.6	1.5	0.6	2.2	

Q5 For each of the following types of external financing, please tell me if your needs increased, remained unchanged or decreased over the past 6 months?

Equity (INCLUDING VENTURE CAPITAL OR BUSINESS ANGELS)

	S	Size										Sector	Turnover	Active since	Owner of the company													
		TOTAL- EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (Combined)	250+ employees (LSE)	Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	Up to euro 2 million	More than euro 2 million				2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business owners	Only one owner, who is male	Only one owner, who is female					
Increased	%	2.9	2.3	3.2	3.8	2.9	4.9	3.9	2.8	2.7	3	3.3	2.8	2.7	3	3.6	5.9	3.9	3.9	4	2.6	7	2.7	2.9	4.4	2.6	3.2	2.7
Remained unchanged	%	23.4	21.5	23.5	26.7	23.4	30.4	31.6	24.4	25.1	23.2	23.3	22.9	21.2	25.8	27.9	30.8	27.3	23.3	23	23.9	37.2	22.6	26.2	37.4	21.3	18.4	27.2
Decreased	%	0.8	0.4	1.1	1.3	0.8	1.3	0.2	0.9	0.9	1.1	0.8	0.7	1	0.4	1.1	2.7	1.8	2.1	0.4	0.4	4.5	0.8	0.7	0.7	0.5	1.4	4.1
Net increased	%	70.9	73.6	70.4	66.4	70.9	59.9	72.2	69.9	71.4	69.7	71.6	73.6	68.1	65.6	60	63.1	70.3	70.2	70.8	50.9	72.2	67.6	52.8	73.4	75.2	65.8	
INSTRUMENT NOT APPLICABLE TO MY FIRM	%	0.8	0.8	0.9	0.6	0.8	1.2	1	0.7	0.7	0.9	1.3	0.5	0.8	0.5	0.4	1.5	1.3	1	0.6	2.3	0.5	1	0.5	1	0.3	0.7	1.5
DK/NA	%	0.8	0.8	0.9	0.6	0.8	1.2	1	0.7	0.7	0.9	1.3	0.5	0.8	0.5	0.4	1.5	1.3	1	0.6	2.3	0.5	1	0.5	1	0.3	0.7	1.5

Q5 For each of the following types of external financing, please tell me if your needs increased, remained unchanged or decreased over the past 6 months?

Debt securities issued

	S	Size										Sector	Turnover	Active since	Owner of the company													
		TOTAL- EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (Combined)	250+ employees (LSE)	Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	Up to euro 2 million	More than euro 2 million				2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business owners	Only one owner, who is male	Only one owner, who is female					
Increased	%	15.6	15.4	15.3	16.4	15.6	18.7	20.9	15	14.7	15.9	16.2	15.7	15.4	16.2	15.6	16.5	18.2	16.5	15.2	15.8	20.3	14.9	16.5	21.8	15.6	14.8	20.2
Remained unchanged	%	42.2	42.4	42.2	41.3	42.2	37.3	40.7	42.4	43.8	43	41.7	41.7	42	40.7	42.2	42.2	42.2	42.2	42.3	42.3	42.8	41	51.3	42.5	44.5	39.9	
Decreased	%	11.5	9.4	13.1	13.2	11.5	14.9	11.2	11.5	13.2	11.6	12	10.6	10.1	13.5	14.5	12.2	10.7	9.8	10.7	11.9	11.5	11.9	9	13.3	12.4	9.2	8.1
Net increased	%	3.7	4.5	2	4.2	3.7	5.6	4.7	4.2	3.7	4.9	2.8	3.8	4.6	2.6	2.3	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	5.4	0.9	1.8	5.1
INSTRUMENT NOT APPLICABLE TO MY FIRM	%	30.8	33.8	28.7	27.9	30.8	26.2	37.2	30	28.5	30.9	32.8	32.8	27.1	26.4	31.8	36	31.8	31.1	29.9	42.3	28.8	35.2	21.2	30.5	30.7	41.7	47.7
DK/NA	%	0.4	0.4	0.5	0.3	0.4	1.1	0.5	0.4	0.3	0.4	0.5	0.4	0.2	0.2	0.4	0.4	0.7	0.7	0.4	0.3	0.3	0.3	0.6	0.6	0.3	1.2	

5 Q10 We will now consider the terms and conditions of the bank financing (including bank loans, overdraft and credit lines) available to your firm
 5 For each of the following items, could you please indicate whether they were increased, remained unchanged or were decreased over the past 6 months
 5 Collateral requirements (= THE SECURITY GIVEN BY THE BORROWER TO THE LENDER AS A PLEDGE FOR THE REPAYMENT OF THE LOAN)
 5

	Enterprise characteristic										Sector	Turnover	Active since	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	TOTAL EU27	Up to euro 2 million				More than euro 2 million and up to euro 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company/s listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business	Only one owner, who is a male	Only one owner, who is a female	Other
	Autonomous	Industry			Construction	Trade																			
5	%	33.1	34.2	33.2	31.6	33.1	30.7	26.5	33.7	33.2	34.8	31	26.1	32.1	33.6	36.1	32.9	29.6	28.7	31.5	28.8	25.9			
5	%	55.5	51.3	57.4	59.1	55.5	59.7	59.2	55.2	52.9	52.8	52.9	59.7	72.8	44.1	53.5	50.8	56.7	54.4	58	64.1	56.6	67.1		
5	%	3.4	3.4	3.3	3.4	3.4	4.9	4.4	3.3	3.1	3.6	4.3	0.5	4	1.7	5.6	3.2	2.9	4.9	0.5	3.4	6.7	2.7		
5	%	29.7	30.8	29.9	28.2	29.7	25.9	22.1	30.4	25.2	31.3	30	31.2	28.1	31.9	30.5	29.7	28	32.3	28.7	28.1	28.1	23.2		
5	%	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9		
5	%	4.9	6.8	3.2	4.1	4.9	2.3	3.6	5.5	4.6	6.3	3.7	11.8	6.4	5.4	4.3	11.3	4.6	4.9	1	4.8	5.5	3.3		

5 Q10 We will now consider the terms and conditions of the bank financing (including bank loans, overdraft and credit lines) available to your firm
 5 For each of the following items, could you please indicate whether they were increased, remained unchanged or were decreased over the past 6 months
 5 Other, e.g. loan covenants, required guarantees, information requirements, procedures, time required for loan approval
 5

	Enterprise characteristic										Sector	Turnover	Active since	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	TOTAL EU27	Up to euro 2 million				More than euro 2 million and up to euro 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company/s listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business	Only one owner, who is a male	Only one owner, who is a female	Other
	Autonomous	Industry			Construction	Trade																			
5	%	29.3	30.4	29.9	27.3	29.3	29.1	18	30.3	26.5	37.4	26.8	29.7	29.5	29.8	30.8	31.4	28.8	25.7	32.7	22	32.4	25.4	20.1	
5	%	55.7	51.4	56.6	60.4	55.7	61.7	57.7	55.5	64.2	49.9	57.6	54	53.2	57.5	59.8	78.2	47.4	53	53.6	56.7	48.8	60.1	51.5	64.2
5	%	3	3.3	3.3	3.4	3.4	4.2	4.2	2.8	2.2	2.2	2.8	7.6	3.9	3.8	2.7	1.1	2.7	6	6	6	2.2	5.1	0.6	
5	%	26.4	27.1	26.9	25	26.4	25.7	13.8	27.5	24.3	32.7	24.2	26.7	26.1	25.5	26.9	27.7	26.2	30	16	32.4	23.2	22.5	19.5	
5	%	4.9	6.2	4.6	3.6	4.9	3	11	4.4	2.8	1.7	4.3	6.8	5.8	4.7	2.3	1.5	10.8	4.1	4.6	4.9	5.6	5.6	7.1	
5	%	7.1	8.7	5.8	6.4	7.1	2.9	9.1	6.9	7.3	6.3	8.8	6.4	8.2	11.1	8.2	6.6	7	18.8	6.4	7.2	4	6.8	10.7	7.9

5 Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation
 5 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?
 5 a) General economic outlook, insofar as it affects the availability of external financing
 5

	Enterprise characteristic										Sector	Turnover	Active since	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	TOTAL EU27	Up to euro 2 million				More than euro 2 million and up to euro 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company/s listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business	Only one owner, who is a male	Only one owner, who is a female	Other			
	Autonomous	Industry			Construction	Trade																				Services		
5	%	12.3	9.7	14.3	14.5	12.3	12.6	13.2	12.1	16.1	9.3	10.3	10.7	14.9	14.1	15.7	21.5	13.8	13.3	11.7	19.1	10.4	14	20.2	15.2	10.9	10.1	
5	%	38.5	38.2	38	39.6	38.5	40.2	38.5	38.5	39.4	35	36.6	38.1	38.9	40.2	36.2	37.1	35	39	36.5	38.5	38.9	37.6	38.8	35.1	41.5		
5	%	42.5	44.4	44.2	42.5	42.2	40.3	42.8	42.8	39	48.9	44.4	41.7	43.8	40.8	41.3	44.1	39.2	43.6	44	42.7	33.8	44.4	40.4	40.2	39.7	45.6	41.8
5	%	-30.3	-34.5	-27.1	-26.2	-30.3	-29.6	-27.1	-30.7	-22.9	-39.6	-34	-29.4	-33.1	-25.9	-27.1	-28.4	-17.7	-29.8	-30.7	-31	-14.7	-34	-26.4	-20	-24.5	-34.7	-31.7
5	%	6.8	7.9	6.3	5.2	6.8	5	8	6.6	5.5	6.7	6.7	7.2	7.4	5.4	4.4	4	8.8	5.4	7.7	6.6	10.5	6.6	6.6	2	6.3	8.5	6.6

5 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?
 5 b) Access to public financial support including guarantees
 5

	Enterprise characteristic										Sector	Turnover	Active since	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	TOTAL EU27	Up to euro 2 million				More than euro 2 million and up to euro 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders - company/s listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital firms or business	Only one owner, who is a male	Only one owner, who is a female	Other			
	Autonomous	Industry			Construction	Trade																				Services		
5	%	27	21	27.2	27.2	27	27.2	27.2	26.6	29.1	30.6	25.6	26.2	25.2	28.7	32.8	28	30.1	29.7	25.5	27.1	27.4	26.5	28.6	35.9	27.1	20.7	3.4
5	%	22.3	22	22.8	22.4	22.3	19.8	19.9	22.6	21.2	25.5	23	22.8	23	22.8	18.3	21	25.4	23.8	24.5	22.1	17.4	23	20.4	24.5	21.2	26.4	24.7
5	%	-19.6	-19.9	-19.9	-18.5	-19.6	-18.5	-14.4	-17.7	-19.8	-20	-22.6	-18.8	-20	-19.1	-15.1	-19.7	-20	-20.4	-21.3	-19.5	-13.4	-20.6	-17.3	-20.9	-18.2	-24	-19.7
5	%	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9	4.9
5	%	4.9	5.1	4.7	4.6	4.9	4.2	4.7	4.9	4.8	4.8	5.8	4.8	5.1	4.6	3.9	3.3	6.6	6.6	5.2	4.4	5.1	7.4	5	6.1	0.5	3.9	5.7

5 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?
 5 c) Your firm's specific outlook with respect to your sales and profitability
 5 or business plan, insofar as it affects the availability of external financing for you
 5

	TOTAL - EU27				Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	SMEs (combined)	Size				Sector	Active since	Turnover	Enterprise characteristic	Shareholders - listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female				
	1-9 employees	10-49 employees	50-249 employees	250+ employees				1-9 employees	10-49 employees	50-249 employees	250+ employees														
S	Improved	163	215	274	206	262	204	26.2	15	19.1	17.7	24.4	28.8	33.8	21.1	19.3	18.2	25.5	26.1	23.1	19.1	19.5			
S	Remained unchanged	45.6	46.1	43.8	45.6	46.2	43.6	45.6	44.3	43.6	45.8	45.1	46	47.7	38.6	40.1	43.9	46.2	44.2	39.7	45.6	42.9	45.4		
S	Deteriorated	26.3	28.6	25.3	23.2	23.7	26.6	23.4	34.2	27.7	25.2	28.4	24.1	20.8	23.6	18.7	23.9	27.1	27.4	24.8	25.5	29.1	27.2		
S	Net Improved	-5.7	-12.3	-3.7	4.2	-5.7	-6.2	2.8	-19.2	-9.6	-4.7	-10.6	0.3	8	1.2	15.1	4.9	-6.2	-7.9	9.4	-9.1	2.1	1.2	-2.5	-10
S	NOT APPLICABLE TO MY FIRM																								
S	DK/NA	7.4	8.7	7.1	5.6	7.4	6.1	7.2	7.4	7.9	8.1	6.4	4.5	3.9	8.9	7.1	7.7	7.4	7.9	6.9	9.4	5.8	8.8	7.9	

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to you 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?

d) Your firm's own capital

	TOTAL - EU27				Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	SMEs (combined)	Size				Sector	Active since	Turnover	Enterprise characteristic	Shareholders - listed on the company's stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female				
	1-9 employees	10-49 employees	50-249 employees	250+ employees				1-9 employees	10-49 employees	50-249 employees	250+ employees														
S	Improved	25.3	19.2	28.4	32.8	25.3	24.8	38.5	17.1	24.7	26	21.4	30	36.4	29.1	27.5	24.1	23.4	27.1	18.5	29	18.7	25.7		
S	Remained unchanged	52.1	52.6	52	51.1	52.1	52.4	51.9	55.1	50.2	51.7	51.6	53.8	50.3	52.3	49.6	49.7	52.8	53.8	56.1	47.7	47.6	50.2	48.3	
S	Deteriorated	20.6	25.6	17.9	14.6	20.6	20.8	18.3	25.4	22.7	20.2	24.7	14.9	12.3	10.8	20.1	20.9	21.2	20.7	16.6	13.4	21.9	28	25.2	
S	Net Improved	4.7	-6.4	10.5	18.2	4.7	2.6	11	4	12.2	-8.2	2	5.7	-3.3	15.1	24.1	2.5	13.5	9.1	6.6	3	17.7	2.6	10.5	25.1
S	NOT APPLICABLE TO MY FIRM																								
S	DK/NA	2.1	2.6	1.7	1.6	2.1	1.9	1.4	2.4	2.3	2.1	1.4	1	1.1	4	3.1	3.1	1.9	1.9	0.4	1.6	3.1	0.8		

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to you 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?

e) Your firm's credit history

	TOTAL - EU27				Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	SMEs (combined)	Size				Sector	Active since	Turnover	Enterprise characteristic	Shareholders - listed on the company's stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female			
	1-9 employees	10-49 employees	50-249 employees	250+ employees				1-9 employees	10-49 employees	50-249 employees	250+ employees													
S	Improved	21.6	29.4	37	32.8	26	24.5	37	17.1	23.7	26.3	21.4	30	36.4	29.1	27.5	24.1	23.4	27.1	18.5	29	18.7	25.7	
S	Remained unchanged	58.2	60.4	57.1	56	58.7	59.4	56	59.4	56.5	60.3	59.6	56.2	62.2	55.3	55.3	57.2	60	60.7	59.9	56.5	57.5	50.8	
S	Deteriorated	13.1	14.4	12.8	11	13.1	13.4	13.1	18.9	14	11.7	14.4	12	9.8	10.7	12.8	14.2	13.8	9.4	13.5	12	15.7	22.2	
S	Net Improved	8.5	3.5	10.3	15.3	8.5	7.9	11.7	-2.5	9.6	8.9	4.2	14.2	16.3	18	22.1	17.5	10	5.8	15	6.7	11	13.1	13.3
S	NOT APPLICABLE TO MY FIRM																							
S	DK/NA	6.7	7.3	6.1	6.2	6.7	6	5.4	5.8	7.5	7.3	5.5	3.9	5.1	11.6	8.1	7.3	5.9	10.2	5.7	8.6	0.7	6.6	10.2

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to you 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?

f) Willingness of banks to provide a loan

	TOTAL - EU27				Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	SMEs (combined)	Size				Sector	Active since	Turnover	Enterprise characteristic	Shareholders - listed on the company's stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female			
	1-9 employees	10-49 employees	50-249 employees	250+ employees				1-9 employees	10-49 employees	50-249 employees	250+ employees													
S	Improved	12.8	9.7	14	17	13.5	12.7	17.6	9.9	13.3	11.5	10.8	15.7	17.6	12.3	17	12.9	11.9	13	13.6	11.7	12.6	14.2	11.7
S	Remained unchanged	32.8	29.7	33.7	37.5	32.8	30.1	32.4	36.1	32.3	32.9	31.8	30	35.8	40.4	44.2	21.9	26.3	38.9	34.8	26.8	36.1	32.8	29.8
S	Deteriorated	14.4	19.8	12.9	6.3	14.4	14.3	14.3	21.4	18.2	17.4	18.2	10.4	9.9	7.8	7.7	16.8	17.8	14	14	16.9	12.6	13.1	15.9
S	Net Improved	-1.4	-10.1	-8.8	11.2	-1.4	-1.1	3.2	-25.2	-14	-15	-18.2	-10.4	-3.9	7.8	-7.7	-18.8	-17.8	-14	-14	-17.1	-9.9	-12.9	-13.1
S	NOT APPLICABLE TO MY FIRM	21.7	24.2	20.4	18.6	21.7	17.9	27.6	21.2	23.8	23.6	18.4	17.4	20.2	25.7	24.5	23.6	20.1	31.3	20	22.3	15.8	23.5	22.6
S	DK/NA	5.6	7	5.1	3.7	5.6	4.3	4.1	5.4	6.3	6.6	4	3.1	3.1	10.7	6.6	5.9	5.1	7.8	5.3	6.6	0.6	5.2	9.3

Q11 The availability of external financing depends on various factors, which are in part related to the general economic situation, to you 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?

g) Willingness of business partners to provide trade credit

	TOTAL - EU27				Part of enterprise (e.g. subsidiary or branch)	250+ employees (LSE)	SMEs (combined)	Size				Sector	Active since	Turnover	Enterprise characteristic	Shareholders - listed on the company's stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female			
	1-9 employees	10-49 employees	50-249 employees	250+ employees				1-9 employees	10-49 employees	50-249 employees	250+ employees													
S	Improved	7.3	6.6	7.4	8.3	7.3	8.1	9	8.2	7.2	9.5	6.1	6.8	7.8	8.5	8.6	18.8	11.7	8.1	6.5	8.6	6.9	7.5	11.2
S	Remained unchanged	33.1	31	33.5	36.1	33.1	39.5	37.5	32.7	35.7	31	30.9	35	40.2	41.9	31	30.2	31.4	34.2	36.7	34.7	35.4	33.4	29.3

	Enterprise characteristic										Sector	Turnover	Active since					Owner of the company							
	TOTAL EU27	1-9 employees	10-49 employees	50-249 employees	250+ employees (combined) (LSE)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female
S Deteriorated	%	14	14.1	13.7	14.3	14	14.1	17.8	15.5	12.7	13.7	13.9	14.7	14.5	12.6	16.7	14.2	14.3	11.9	14.4	14.6	17.7	12.7	13	16.9
S Not improved	%	-6.8	-7.5	-6.3	-6	-6.8	-5.9	-10.6	-6	-6.7	-6.9	-6.1	-5.9	6.2	-5	-6.2	-7.8	-3.3	-7.5	-7.1	-6.5	-4.8	-6.5	-9.1	
S NET APPLICABLE TO MY FIRM	%	41.4	43.7	41.3	37.4	41.4	34	34.4	42.3	36.9	38	34.7	46.2	44.2	39.2	33	32.9	41.1	36.1	40.1	37	37.1	46.3	51.3	41
S DK/NA	%	4.2	4.5	4.1	3.9	4.2	4.8	4.1	4.6	4.3	4.5	4	4.4	4	2.8	2.1	4.5	4.6	5.3	4	5.4	0.7	3.7	6.3	2.5

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

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

	Enterprise characteristic										Sector	Turnover	Active since					Owner of the company								
	TOTAL EU27	1-9 employees	10-49 employees	50-249 employees	250+ employees (combined) (LSE)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female	Other
S Improved	%	11.8	1.3	11.6	13.3	11.8	16.9	19.2	12.2	17.7	13.8	14.4	12.9	13.4	15.8	14.8	14	13.2	11.5	17.4	10.8	15.4	29.5	10.9	8.8	13.7
S Remained unchanged	%	4.3	4.4	4.5	4.3	5.5	6	4.1	4.6	4.3	4.2	4.3	4.6	4	3	2.9	3.8	4.6	4.5	7.5	4.1	4.1	4.6	-3.9	3.7	9.1
S Deteriorated	%	-2.5	-3.1	-2	-2.1	-2.5	-3.6	-2.4	-3.1	-2.6	-2.4	-1.8	-4	-3	-2.1	-1.6	-2	-3	-4.1	-2.5	-2.4	-0.9	-1.9	-2.7	-7.3	-4.1
S NET APPLICABLE TO MY FIRM	%	79	80.1	79.1	76.9	79.1	76.8	80.3	78.7	80.5	79.4	78.7	80	77.9	78.8	73.8	71.4	77.1	75.9	79.5	80.4	75.3	58.1	81.1	81.2	72.6
S DK/NA	%	3.1	3.1	3.2	3	3.1	3.5	3	3.5	3.1	3.1	3.2	3.1	2.2	0.7	5.9	2.8	3.7	3	3.1	3.5	0.2	2.1	5.3	2.7	

Q13 Who provided you with this last loan?

	Enterprise characteristic										Sector	Turnover	Active since					Owner of the company								
	TOTAL EU27	1-9 employees	10-49 employees	50-249 employees	250+ employees (combined) (LSE)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female	Other
S We did not take a loan	%	47.7	54	44.4	40.3	47.7	35.2	51.9	42	48.6	39.3	40.2	48.6	49	47.9	46.8	54.1	46.7	46.3	47.7	48.2	50.3	47.7	48.3	47.7	
S From a bank (€250,000 euros)	%	11.6	17.5	13.4	13.5	11.6	12.2	12.8	12.2	12.9	12.2	12.2	12.8	12.2	12.2	12.2	12.2	12.2	12.2	12.2	12.2	12.2	12.2	12.2	12.2	12.2
S From a bank (<€250,000 euros)	%	17.7	18.4	17.2	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7	18.4	17.7
S From 100,000-1 million euros	%	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8	17.6	16.8
S From 1-10 million euros	%	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9	6.9	5.9
S No answer	%	0.8	0.4	0.7	0.4	0.9	0.6	0.7	0.8	0.7	0.6	0.7	0.4	0.1	1.3	1.8	0.5	0.6	0.5	0.7	0.4	0.1	0.9	0.7	1	
S DK/NA	%	1.4	1.3	1.3	1.9	1.4	3.2	1.9	1.4	0.9	2.2	1.9	1.3	1.1	1.6	1.5	3.6	2.5	1.3	1.6	1.2	3.8	1.2	1.2	1.4	
S Did take a loan	%	50.2	43.9	53.9	57.1	50.2	61.2	45.2	50.8	59.1	54.9	47	46.3	57.3	59.1	49.3	49.9	51.3	41.7	51.4	51.1	50.2	49.9	41.5	50.8	

Q14 What did you use this last loan for?

	Enterprise characteristic										Sector	Turnover	Active since					Owner of the company							
	TOTAL EU27	1-9 employees	10-49 employees	50-249 employees	250+ employees (combined) (LSE)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female
S Bank	%	86.8	86.5	87.5	86.4	86.8	82.7	75.9	88	85.7	89.9	88.1	88.6	87	83.2	69.8	83.7	88.4	73.1	88.9	80.1	84.6	87.3	89.3	82.1
S Private individual - family or friend	%	4.2	5.9	3.6	2.4	4.2	1.9	4.2	4.2	3.1	3.7	4.9	5.6	2.8	2	0.3	18.2	5.7	5.1	3.5	3.9	4	5.7	4.6	5.7
S Other sources (e.g. microfinance institutions, government, etc.)	%	8.8	7.5	8.6	10.7	8.8	14.7	18.9	7.7	10.4	6.5	7.6	9.1	8.2	10.8	16	11.6	30	11.3	7.8	22.3	7.1	15.1	9.8	7.9
S No answer	%	0	0	0.1	0	0	0.2	0.5	0	0.1	0.5	0	0	0	0.1	0.5	0	0	0.3	0	0.2	0	0.2	0	0.2
S DK/NA	%	0.2	0.1	0.5	0.4	0.2	0.4	0.5	0.2	0.5	0.4	0.2	0.3	0.1	0.4	0.2	0.2	0.2	0.8	0.1	0.5	0.2	0.2	0.2	0.4

Q15 Over the last three years, how much did your firm grow on average per year (LSE)?

	Enterprise characteristic										Sector	Turnover	Active since					Owner of the company							
	TOTAL EU27	1-9 employees	10-49 employees	50-249 employees	250+ employees (combined) (LSE)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital or business firms	Only one owner, who is a male	Only one owner, who is a female
S Working capital	%	45.6	47.3	42.7	46.5	45.6	45.8	45.9	45.6	48.7	48.7	46.3	46.3	46.3	45.9	43.9	50.9	48.3	45	54.7	44.1	37.9	28	44	40
S Land/buildings or Equipment/vehicles	%	4.6	4.7	3.7	5.4	4.6	7	5.3	4.5	7.5	2.2	3.7	4.3	4.4	4.7	4.9	6.7	4.9	6.2	4.3	4.5	3.9	5.8	3.6	5.7
S Research and development or intellectual property	%	3.1	3.6	3.2	2.2	3.1	2.8	3.1	2.7	3.6	3.3	3	3.7	2.2	1.8	1.8	2.6	2.3	2.5	3.5	2.6	2.2	1.5	3.1	0.4
S Staff training	%	2.6	2.6	2.8	2.5	2.6	3.4	2.5	2.7	2.4	1.9	4.5	4.7	3.8	4	4.4	8.2	11.4	3.4	4.5	3.7	4.2	2.8	4.1	4
S Buying another business	%	13	13.6	12.3	12.9	13	12.6	15.4	12.7	12.3	10.7	14.6	13.1	13.1	11.9	13.4	15.2	23.7	14.2	13.8	12.6	10.6	14.6	13.7	18.1
S No answer	%	0.1	0	0.3	0.1	0.1	0.2	0.1	0.2	0.2	0.1	0.1	0.4	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
S DK/NA	%	0.3	0.4	0.3	0.3	0.3	0.3	0.4	0.2	0.5	0.1	0.5	0.2	0.4	0.1	0.6	0.3	0.7	0.3	0.3	0.2	0.2	0.2	0.2	1.6

Q16 In terms of employment regarding the number of full-time or full-time equivalent employee

	Enterprise characteristic										Sector	Turnover	Active since					Owner of the company					
	TOTAL EU27	1-9 employees	10-49 employees	50-249 employees	250+ employees (combined) (LSE)	Part of enterprise (e.g. subsidiary or branch)	Autonomous	Industry	Construction	Trade			Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or associates	Venture capital or business firms

	Size										Enterprise characteristic										Sector										Turnover										Active since										Owner of the company									
	TOTAL - EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSE)	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 euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, male	Only one owner, female	Only one owner, who is a sole proprietor	Only one owner, who is a partner	Only one owner, who is a spouse	Other																													
S	%	10.9	10.1	12	11	10.9	12.5	10.7	9.6	16.7	9.2	11.4	10.4	9.4	11.1	15.4	16.7	7.8	13.5	10	11.1	11.1	11.1	11.1	11.1	13.6	13.3	9.1	8.2																															
S	%	25.6	14.8	31.5	38.4	25.6	40.8	25.2	29.3	20	24	26.1	35.1	38.4	39.8	12.1	22.7	24.6	26.9	33.8	24.6	21	32.2	25.4	26.9	33.8	24.6	21	32.2																															
S	%	38.6	48.1	33.5	27.3	38.6	20.9	33.2	39.2	34.8	42.4	38.9	44	31	29.1	26.7	23.7	34.8	36.1	39.4	30.8	39.1	36.5	37.6	39.5	47.8	47.8	33.9	33.9																															
S	%	22.7	23.8	21.7	22	22.7	23.1	23.4	22.6	24.8	34	21.8	20.4	23.2	22.1	20.9	12.4	20.8	24.9	23.9	23.9	23.6	23.9	23.6	23.9	19.6	17.6	24.6	24.6																															
S	%	1.5	2.5	0.7	0.6	1.5	0.3	1	1.6	0.8	1.4	1.8	0.6	0.3	0.2	35.2	3.2	1	0.4	0.1	0.1	1.3	0.9	1.1	2.3	3.5	0.8	0.8																																
S	%	0.1	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1																															
S	%	0.6	0.6	0.5	0.7	0.6	2.2	0.7	0.4	0.6	0.8	0.6	0.5	0.5	1.2	1.2	1.2	0.6	0.5	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.5	0.5	0.3																															

Q15 Over the last three years, how much did your firm grow on average per year (in %)?

Q16 Over the last three years, how much did your firm grow on average per year (in terms of turnover)?

	Size										Enterprise characteristic										Sector										Turnover										Active since										Owner of the company									
	TOTAL - EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSE)	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 euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, male	Only one owner, female	Only one owner, who is a sole proprietor	Only one owner, who is a partner	Only one owner, who is a spouse	Other																													
S	%	15	14.4	15.3	15.8	15.3	14.8	15.7	15.2	13.8	16.2	14.8	15.8	14.8	15.8	14.1	15.8	14.1	15.8	14.1	15.8	14.1	15.8	14.1	15.8	14.1	15.8	14.1	15.8	14.1	15.8																													
S	%	36.5	28.5	40.6	46.2	36.5	55.4	40.6	37.6	25	37.1	32.7	43.8	46.9	49.9	15	29.8	34.9	38.4	46.1	35.4	35.4	35.4	35.4	35.4	35.4	35.4	35.4	35.4	35.4	35.4																													
S	%	20.3	23.6	18.8	16.1	20.3	12.5	18.8	20.6	19.3	20.6	22.2	17.2	17.7	15.6	15.3	18.5	20.9	16.1	21.4	18.8	12.9	18.4	24.4	21.1	21.1	21.1	21.1	21.1	21.1	21.1																													
S	%	25.9	30.9	22.8	20.4	25.9	15.3	22.8	26.3	25.4	38.4	27.6	21.2	12.8	12.4	16.8	23.9	28	23.7	27.4	24.9	28.2	24.3	23.3	17.7	17.7	17.7	17.7	17.7	17.7	17.7																													
S	%	1.1	1.6	0.8	0.5	1.1	0.3	0.9	1.1	0.7	0.6	0.9	1.4	1.2	0.5	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1																													
S	%	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1																													
S	%	1.1	1.2	1.1	0.8	1.1	1.2	0.9	1.1	0.8	1.1	1.2	1.2	1.1	0.5	0.6	2	1.5	1.6	1.5	0.9	1.7	1	1.1	1.1	4.3	1	0.6	1.9	1.9																														

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

	Size										Enterprise characteristic										Sector										Turnover										Active since										Owner of the company									
	TOTAL - EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSE)	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 euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, male	Only one owner, female	Only one owner, who is a sole proprietor	Only one owner, who is a partner	Only one owner, who is a spouse	Other																													
S	%	11.2	11	11.8	10.9	11.2	12.3	11.1	12.7	10.6	8.9	11.8	11.5	11.1	9.6	12.5	27.1	23.7	14.5	8.8	18.2	10.1	10.7	16.5	13	12.4	9.9	9.9	9.9	9.9	9.9																													
S	%	44.7	37.4	46.2	56.3	44.7	62.1	44	49.9	33.9	44.8	45	39.4	51	59	58.1	44.1	42.2	44.5	45	47.2	43.5	48.6	56.3	45	42.1	47.1	47.1	47.1	47.1	47.1																													
S	%	27.5	31	26.5	22.4	27.5	17.9	24.1	27.9	23.8	30.9	28.5	27.7	30	25.1	21.5	16.5	13.4	21.8	24.8	29	21.8	28.8	25.4	16.6	26.4	28.6	28.7	28.7	28.7	28.7																													
S	%	3	16.2	12.1	8.3	3	5.8	10.2	14.4	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2	14.2																												
S	%	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1																												
S	%	3.4	4.3	3.3	2	3.4	1.8	2.2	3.6	3.7	3.4	3.3	4	2.5	1.5	2.1	5.6	4.6	3.5	3.2	2.8	3.6	3.1	3.8	3.1	3.8	3.1	3.8	3.1	3.8	3.1																													

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

	Size										Enterprise characteristic										Sector										Turnover										Active since										Owner of the company									
	TOTAL - EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSE)	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 euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, male	Only one owner, female	Only one owner, who is a sole proprietor	Only one owner, who is a partner	Only one owner, who is a spouse	Other																													
S	%	6.3	54.4	66.8	74.4	6.3	75.9	62	63.2	67.7	59.2	62.2	57.7	70.8	76.1	71.3	65.8	56.9	59.6	64.7	62.7	62.9	63	71.9	64.6	56.4	63.2	63.2	63.2	63.2																														
S	%	24.8	31	23.2	15.3	24.8	11.6	18.9	25.5	22.1	30.9	25.2	24.3	29.3	18.8	14.9	15.8	22.8	32.2	27.1	23.6	17.1	26.3	19.4	23.4	24.8	29.9	19.6	19.6	19.6	19.6																													
S	%	10.3	12.2	8.6	8.8	10.3	11.4	18.2	9.3	8.6	8	9.8	11.5	11	8.6	8.2	11.2	10.8	8.9	11.1	9.9	17.7	8.9	15.4	4.4	9.2	11.3	15.4	15.4	15.4	15.4																													
S	%	1.9	2.4	1.5	1.4	1.9	1.1	0.9	2	1.6	1.9	1.9	2	2	1.8	0.9	1.6	0.7	2	2.2	1.8	2.4	1.9	2.3	0.3	1.4	2.4	1.8	1.8	1.8	1.8																													

Q19 And how about equity investors/venture capital firms?

	Size										Enterprise characteristic										Sector										Turnover										Active since										Owner of the company									
	TOTAL - EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	250+ employees (LSE)	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 euro 10 million	More than euro 10 million	Up to euro 50 million	More than euro 50 million	2 years or more but less than 5 years	5 years or more but less than 10 years	10 years or more	Shareholders listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital or business firms	Only one owner, male	Only one owner, female	Only one owner, who is a sole proprietor	Only one owner, who is a partner	Only one owner, who is a spouse	Other																													
S	%	16.1	13.3	16.7	20.4	16.1	26.6	21.3	15.5	17.6	12.5	14.1	17.1	14	18.8	20.7	24.5	24.7	17.9	18.8	35.2	23.2	14.9	17.5	41.7	16.7	13.4	16.9	16.9	16.9																														
S	%	21.9	24.6	21.4	17.6	21.9	14	22.2	21.9	20	25.1	23.3	24.3	24.3	19.2	16	16.4	16.7	27	24.9	21.4	20.5	21.5	20.7	21.5	23	25.3	22.5	22.5	22.5	22.5																													
S	%	60	60.2	60.1	59.6	60	57.4	54.1	60.7	60.3	59.8	60.6	59.7	60	59.6	61.5	58.2	55.9	52.8	54.1	61.5	51.6	62	58.6	34.7	58.5	59	57.6	57.6	57.6	57.6																													
S	%	2	1.9	1.8	2.3	2	1.9	2.4	1.9	2.1	2.6	1.8	1.9	1.8	2.4	1.8	0.9	2.7	2.3	2.1	1.9	4.7	1.5	3.2	2.1	1.8	2.3	3.1	3.1	3.1																														

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

S	TOTAL - EU27	Size				SMEs (combined) (LSE)	50-249 employees	10-49 employees	1-9 employees	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since				Shareholders - company is listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business	Only one owner, who's a male	Only one owner, who's a female	
		250+ employees (LSE)	250-499 employees	50-249 employees	10-49 employees									More than euro 2 million	More than euro 1 million	More than euro 500 thousand	More than euro 100 thousand							2 years or more but less than 5 years
5	9 %	1.8	4.3	3.5	3.8	4	5.1	2.4	3.9	4.5	4.3	4.1	3.7	4.5	3.9	4.9	4.1	3.3	2.7	4.4	3	2.4	1.7	1.7
5	8 %	1.6	4.7	1.5	2.4	1.8	2.2	1.3	1.5	2.1	1.9	2.6	1.8	2.5	1.6	1.8	2.8	1.8	2.1	0.8	1.3	2	1.7	1.7
5	7 %	5.7	5.5	6.3	5.7	7.2	5.5	4.3	4.9	6.6	7.1	6.4	4.1	6.4	5.5	5.9	7.1	4.9	5.8	6.1	9.4	5.3	3.8	4.9
5	6 %	3.4	2.9	3.2	4.5	3.4	3.9	3.4	3.9	3.4	3.9	3.1	3.7	2.6	3.6	3.5	3.6	3.7	3.4	2.9	1.6	2.6	3.6	
5	5 %	10.3	10	10.5	10.6	10.3	9.4	10.8	10.2	14.1	10.4	9.5	9.4	10.1	10.6	11.5	11.1	10.3	10.2	12	10	11.9	10	10.4
5	4 %	2.7	2.3	3.1	2.7	3.1	2.7	2.5	2.2	3.4	3.2	2.2	2.2	2.2	2.2	4.2	2.8	2.9	2.5	2.5	1.6	1.6	1.6	
5	3 %	4.3	3.9	3.9	4.3	4.8	5.2	4.1	3.8	4.1	3.8	4.1	4.1	4.1	4.1	4.2	4.2	4.1	3.6	3.9	3.8	3.4	4.8	4.8
5	2 %	43.7	45.2	43.9	40.8	43.7	44.4	43.7	41.7	44.4	43.7	41.4	40.8	46.5	43.9	43.7	39.9	42.3	43.7	43.3	48.7	46.5	43.3	48.7
5	N	3.29	3.21	3.2	3.52	3.29	3.42	3.26	3.11	3.45	3.55	3.27	3.46	3.25	3.33	3.23	3.35	3.38	3.62	3.1	2.83	3.19	2.83	3.19
5	N	1	1	1	2	1	4	1	1	1	2	2	1	1	1	2	1	1	2	1	1	1	1	1
5	N	8.3	9.2	8.5	6.3	8.3	6.9	6.9	9.1	9	9	9	9	9.1	8.5	8.2	4.5	9.1	6.2	1.1	8.2	6.8	10.7	8.2
5	N	6.2	7.2	6.3	4.2	6.2	4.3	6.5	6.8	6.5	7.2	4.6	3.3	2	9.4	7.1	6.1	6.1	6.1	6.1	1.3	4.5	7.8	6.3
5	%	5.7	5.8	5.1	6.3	5.2	5.8	10.1	6.1	7.1	3.7	5.4	6	6.5	6.9	5.8	6.2	6	5.9	5.4	3.5	5.7	4.9	4.1

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?
 1 Tax incentives

S	TOTAL - EU27	Size				SMEs (combined) (LSE)	50-249 employees	10-49 employees	1-9 employees	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since				Shareholders - company is listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business	Only one owner, who's a male	Only one owner, who's a female	
		250+ employees (LSE)	250-499 employees	50-249 employees	10-49 employees									More than euro 2 million	More than euro 1 million	More than euro 500 thousand	More than euro 100 thousand							2 years or more but less than 5 years
5	9 %	1.6	4.7	1.5	2.4	1.8	2.2	1.3	1.5	2.1	1.9	2.6	1.8	2.5	1.6	1.8	2.8	1.8	2.1	0.8	1.3	2	1.7	
5	8 %	1.6	4.7	1.5	2.4	1.8	2.2	1.3	1.5	2.1	1.9	2.6	1.8	2.5	1.6	1.8	2.8	1.8	2.1	0.8	1.3	2	1.7	
5	7 %	5.7	5.5	6.3	5.7	7.2	5.5	4.3	4.9	6.6	7.1	6.4	4.1	6.4	5.5	5.9	7.1	4.9	5.8	6.1	9.4	5.3	3.8	4.9
5	6 %	3.4	2.9	3.2	4.5	3.4	3.9	3.4	3.9	3.4	3.9	3.1	3.7	2.6	3.6	3.5	3.6	3.7	3.4	2.9	1.6	2.6	3.6	
5	5 %	13.5	12.7	13.2	13.4	13.5	13.2	14.7	12.4	13.8	12.7	14.1	16.5	17.2	11.1	14.6	12.1	13.5	13.4	15.8	14.9	13.3	12.1	16.6
5	4 %	2.7	2.5	2.7	3	2.7	4.3	3.9	2.2	2.9	2.4	3	3.2	5.8	3.3	2.6	2.4	2.7	3.5	2.6	2.3	6.5	3.2	1.5
5	3 %	3.4	2.8	3	5.1	3.4	4.9	4.6	3.3	3.4	2.8	3.6	2.9	3.4	2.6	3.8	3.7	3.1	4.1	2.2	3.6	2.2	5.4	2.6
5	2 %	2.5	2.1	2.4	3.3	2.5	2.8	2.1	2.1	2.4	2.6	2.1	2.1	2.8	2.5	3.3	2.6	2	3	8.7	3	3.1	1.7	1.7
5	N	10.6	11	10.3	10.3	10.6	12.3	12.2	10.4	9.6	9.2	10.6	10.8	11.2	10.8	10.9	8.5	11.5	10.4	14	9.1	11.8	9.9	12.2
5	N	6.72	6.88	6.77	6.38	6.72	5.93	6.25	6.04	6.85	6.64	6.87	6.68	6.14	5.71	7	6.91	6.86	6.69	6.17	6.91	6.38	6.14	6.59
5	N	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	
5	N	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	
5	N	3.2	3.2	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	3.2	2.1	
5	%	3.1	3.49	3.08	2.46	3.11	18.5	24.1	31.9	31.8	30.6	32.3	30.4	33.9	30.6	19.8	11.7	35.6	34.9	30.2	26.6	25.2	31.8	28.3

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?
 1 Business support services (EGADVISORY SERVICES; TRAINING; BUSINESS NETWORKS; CREDIT MEDIATION; MATCH-MAKING SERVICES ETC)

S	TOTAL - EU27	Size				SMEs (combined) (LSE)	50-249 employees	10-49 employees	1-9 employees	Part of enterprise (e.g. subsidiary or branch)	Enterprise characteristic	Sector	Turnover	Active since				Shareholders - company is listed on the stock market	Family or entrepreneurs	Other firms or business associates	Venture capital firms or business	Only one owner, who's a male	Only one owner, who's a female	
		250+ employees (LSE)	250-499 employees	50-249 employees	10-49 employees									More than euro 2 million	More than euro 1 million	More than euro 500 thousand	More than euro 100 thousand							2 years or more but less than 5 years
5	9 %	1.28	16.7	11.4	7.5	12.8	3.9	7.7	13.2	12.9	13.7	13.2	12.9	15.6	9.9	5	3.6	21.5	13.8	15.8	11.8	13.4	9	6.7
5	8 %	1.55	16.6	15.5	13.4	15.5	9.7	14.3	16.6	15.5	16.6	14.4	16.6	15.5	15.6	14.2	12.1	10.1	13.2	17.4	15.7	15.6	11.6	13.3
5	7 %	11.8	10.6	13	12.5	11.8	11.2	11.7	11.8	12.2	11.6	12	11.6	11	13.2	13.9	9.8	13.9	13.7	12.2	11.3	10	12	15
5	6 %	8.2	7.3	9.9	8.2	9.8	8.6	9.1	8	7.7	7.5	9	10.7	10.3	8.6	7.9	7.7	8.4	7.8	8	9	20	7.9	9
5	5 %	16.3	15.1	16.2	18.7	16.3	20.1	19.8	15.9	16.5	17.3	16.9	15.9	15.5	16.8	20.2	18.3	13.1	16.9	14.8	17	17.5	16.4	16.9
5	3 %	5.5	4.3	5.2	7.9	5.5	10.5	6.9	5.2	5.2	5.1	5.2	5.2	4.5	6.3	9.7	5.4	4.7	4.5	5.7	4.6	4.3	3.6	
5	2 %	4.4	3.4	4.5	5.9	4.4	6.8	4.7	4.4	3.5	4.4	3.6	4.9	6.5	7.9	3.8	3.7	4	4.5	6	4.9	4.8	7.3	4.2
5	N	12.5	12.4	13	12.2	12.5	14.1	13.7	12.4	10.8	10.8	13	13.2	12.6	17.7	10.4	10.2	11.1	12.8	14.3	11.6	13.2	7.8	14.6
5	N	5.85	6.14	5.79	5.42	5.85	4.85	5.42	5.9	5.84	6.11	5.18	5.61	6.29	6.15	6.14	5.77	5.36	5.97	5.97	5.6	5.7	6.24	5.94
5	N	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
5	N	1.1	1.2	1.3	0.8	1.1	0.9	0.9	1.2	0.5	1.8	1.3	1.1	1.2	0.2	0.9	1.8	1	1.1	1	1.1	1	0.8	1.2
5	%	2.2	3.2	1.4	2.2	2	1.2	2.4	1.9	2.1	2.6	2.6	1.3	1.2	0.9	2.6	3.5	1.8	2.2	2.4	2.2	2.4	2.2	4.3
5	%	17.6	21.7	16.4	11.6	17.6	6.6	12	18.3	15.8	17.9	18.2	17.8	20.8	14.5	8.2	6.6	24	18.7	21.3	16.6	18.5	12.8	8

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

	TOTAL - EU27	1-9 employees	10-49 employees	50-249 employees	SMEs (combined)	25%+ employees (LSE)	Part of enterprise (subsidiary or branch)	Autonomous	Industry	Construction	Trade	Services	Up to euro 2 million	More than euro 2 million and up to 10 million	More than euro 10 million	2 years or 5 years or more but less than 10 years	Shareholders - more than 10 years stock market listed	Family or entrepreneurs	Other firms or business associates	Venture financing business	Only one partner, who's male	Only one partner, who's female	Other						
\$	251	293	247	177	251	127	165	261	26.3	26.3	26.1	24.7	288	225	14.5	10.3	27.6	23.4	28.2	24.8	16.3	6	26.1	10.4	15.4	26.2	31.2	25.1	
\$	7.6	7.7	7.5	7.4	7.6	5.4	5.5	7.8	7.3	7.5	7.3	7.8	8	7.2	7	4	6.5	8.4	7.7	7.6	7.6	6	8.1	6.8	7.2	6.6	9.4	7	
\$	18	17	19.2	18.6	18	17.9	17.3	18.1	17.9	17.7	18.2	18.1	17.5	20.3	16.4	18	20.6	20.2	16.1	18.2	15.7	15.7	19.2	19.8	16	15.4	15.4	16.5	
\$	12.1	10.2	12.3	15.2	12.1	14.3	15.1	11.7	12.6	12.3	11.4	12.2	10.7	13	17.5	16.1	18.4	12.4	11.7	11.9	16.4	16.4	12.2	13.3	18.3	11.1	7.7	13.1	
\$	6.5	5.1	6.7	8.8	6.5	7.9	7.5	6.4	7.9	7.5	5.2	6.4	5.6	7	9.2	12.6	4.6	6	6.3	6.6	7.5	6.8	6.8	6.8	7.8	5.6	5.9	6.5	
\$	11.8	11.3	11.6	12.9	11.8	16.3	15.2	11.4	13.1	12.4	12.2	11.1	11.3	11.4	14.2	14.9	10.7	11.8	11.2	11.9	14	11	12.2	14.5	13.3	9.9	13.6		
\$	2.7	2.4	2.3	3.5	2.7	5.5	3.6	2.5	3	2	2.1	2.9	3	3	3.4	3.7	1.1	2	3.6	2.6	3.1	2.3	3.4	1.6	3.3	2.9	2.4		
\$	3	2.8	2.5	3.8	3	4.8	4.3	2.8	3.4	3.2	3.5	2.8	2.6	3.4	4.1	3.5	3.3	2.7	2.8	3	4.7	2.6	3.4	5.8	3.6	3.2	2.1	2.8	
\$	2.1	2.1	2.1	2.1	2.1	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7	1.7
\$	7.8	8.1	7.8	7.3	7.8	7.1	7.1	7.5	7.7	7.6	8.5	8.5	7.1	7.7	7.8	12.8	4.2	5.5	6.6	8.1	10.2	10.2	6.5	10	3.8	9.1	9.4	8.1	
\$	7.01	7.48	7.04	6.69	7.01	6.23	6.37	7.09	7.03	7.16	7	6.98	7.21	6.9	6.45	5.98	7.47	7.38	7.17	6.98	6.38	6.38	7.21	6.66	6.6	6.82	7.32	6.95	
\$	7	7	7	7	7	6	6	7	7	7	7	7	7	7	6	6	7	7	7	7	6	6	7	7	7	7	6	7	
\$	1	1.1	1.1	0.7	1	1.3	0.8	1	0.3	0.8	1.4	1.1	1	0.6	1.3	1.4	0.5	1.5	1.6	0.8	0.4	0.4	1.4	1	0.7	1	1.2	1.1	
\$	2.4	3.2	2	1.5	2.4	2.3	1.3	2.5	2.1	2.4	2.2	2.6	2.9	1.3	1.5	0.2	2	3.8	2.3	2.2	3.3	2.2	2.6	2.5	4.3	1.8	1.6	2.2	
\$	32.6	37.1	32.2	25.1	32.6	18.1	2.2	33.9	31.7	33.9	33.3	32.4	36.8	29.7	21.4	14.3	34.1	31.8	35.9	32.4	22.4	22.4	34.2	26.1	22.6	32.8	40.6	32.1	

\$ 10 - Extremely important
 \$ MEDIAN
 \$ No answer
 \$ DK/NA
 \$ TOP 2 BOX