

Thank you for considering to take part in this important survey on the impact of COVID-19, climate change and digitalisation on behalf of the European Investment Bank (EIB Group).

Below are some of the questions the interviewer will ask over the phone. Other participants have told us it is helpful to see these questions in advance, so they can **talk to relevant colleagues and get the answers ready before the call**. This helps **make the interview shorter and easier for you**. We will **discuss your answers when we call you**. You do not need to send them to us.

When answering the questions, please use your finalised accounts from the last financial year (i.e. 2020), even if your accounts are not yet filed. If you are unsure of any of the information, please give your best estimate.

It does not matter if you have not invested in the past year. We need to talk to a wide range of organisations in the survey and you will not be asked irrelevant questions.

We can assure you that everything you say will be treated in the **strictest confidence** and we'll combine your responses with those from other participating businesses in a way which will ensure that the EIB Group won't be able to identify you.

<p>1. How many people does your company employ either full or part-time at all its locations, including yourself?</p> <p><i>Please include freelancers working regularly for your company. Full-time and part-time employees should each count as one employee. Employees working less than 12 hours per week should be excluded.</i></p> <p><i>Please tell us the number of people employed on the 1st January 2021.</i></p>	<p>_____ employees</p>
<p>2. In the last financial year, what was the approximate turnover of your business?</p> <p><i>Turnover is the total amount received in respect of sales of goods and services.</i></p>	<p>€ _____</p> <p>in last financial year</p>
<p>3. In the last financial year, how much did your business invest in <u>each</u> of the following with the intention of maintaining or increasing your company's future earnings?</p> <p>a. Land, business buildings and infrastructure</p> <p>b. Machinery and equipment</p> <p>c. Research and Development (including the acquisition of intellectual property)</p> <p>d. Software, data, IT networks and website activities</p> <p>e. Training of employees</p> <p>f. Organisation and business process improvements</p> <p><i>For those which do not apply, please write in zero.</i></p>	<p>a. € _____</p> <p>b. € _____</p> <p>c. € _____</p> <p>d. € _____</p> <p>e. € _____</p> <p>f. € _____</p> <p>Total € _____</p> <p>in last financial year</p>

<p><i>The following questions are to understand the economic value added (EVA) of your company, i.e. the difference between the value of all inputs and the price at which the products/ services of your company are sold.</i></p> <p>4. In the last financial year, what was the value of the business' total fixed assets? <i>Please include tangible and intangible assets (e.g. buildings, equipment, vehicles, patents, trademarks and copyright) but exclude financial assets such as cash or bank accounts.</i></p>	<p>€ _____ total fixed assets</p>
<p>5. Approximately how much profit or loss before tax did the company make as a percent of turnover in the last financial year? <i>(Please refer to earnings before interest and tax)</i> <i>Please indicate if the figure refers to a profit or loss.</i></p>	<p>Under 2% profit 2% to 4% OR 5% to 9% loss 10% to 14% 15% or more</p>