

Thank you for considering to take part in this important survey on businesses' investment and investment finance decisions 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. 2019), 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.

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| <p>1. 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>2. In the past four years has your business had an energy audit?</p> <p><i>Energy audit refers to an assessment of the energy needs and efficiency of your company's building or buildings.</i></p> | <p>Yes No</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> |

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| <p><i>Please answer Q4 to Q6 if you invested in the last financial year</i></p> <p>4. What proportion of the business' <u>total</u> investment spend in the last financial year was for each of these? <i>The total should add up to 100%</i></p> <p>a. Developing or introducing new products, processes or services b. Replacing capacity (including existing buildings, machinery, equipment and IT) c. Expanding capacity for existing products/services d. Other</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>5. What proportion of the total investment in the last financial year was primarily for measures to improve energy efficiency in your organisation?</p> | <p>_____%</p> |
| <p>6. Approximately what proportion of your investment in the last financial year was financed by each of the following? <i>The total should add up to 100%</i></p> <p>a. Internal funds or retained earnings (e.g. cash, profits) b. External Finance (e.g. financing from banks, private or public equity) c. Intra-group Funding e.g. Loan from parent company (if applicable)</p> | <p>a. _____%</p> <p>b. _____%</p> <p>c. _____%</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>7. 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>8. How much did the company spend on wages in the last financial year? Please note we are referring to gross wages including all benefits and benefits in kind (i.e. including various types of non-wages compensation provided to employees in addition to their normal wages or salaries)</p> | <p>€ _____ on wages</p> |
| <p>9. Approximately how much profit or loss before tax did the company make as a percent of turnover in the last financial year? (Please refer to earnings before interest and tax) <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> |