

VARIABLE LABEL	VARIABLE TYPE	QUESTION / DESCRIPTION	VALUES	NOTES
MARK	SINGLE	Individual firm random identification code	40 to 14911	
COUNTRY	SINGLE	Country of incorporation	1 "Austria" 2 "Germany" 3 "France" 4 "Hungary" 5 "Italy" 6 "Spain" 7 "UK"	
REGION	SINGLE	Regions (NUTS1 or NUTS2)	Varying by country	Randomized regional identifier for every country
SECTOR	SINGLE	Industries (aggregates from NACE_Clio)	1 to 11	Randomized industry identifier for every country. Note that weights have been calculated on the basis of this classification
PAVITT	SINGLE	Pavitt classification on the basis of original NACE code of firm (3-digits)	"Traditional" - "High Tech" - "Specialized" - "Economies of Scale"	See Pavitt (1989)
A1	QUANTITY	Year of establishment	< 6 years; 6-20 years; >20 years	Young Innovative Companies: < 6 years
A2A	SINGLE	Which is the core business/product of your firm?	998 "Specify" 999 "DK/DA"	Verbatim (N/A to public)
A2B	QUANTITY	And which percentage of the 2008 turnover does it represent?	Percentage: 1 to 100 999 "DK/DA"	
A3	SINGLE	In which of the following ranges falls the annual turnover in 2008 of your firm?	1 "less than 1 million euro" 2 "1-2 million euro" 3 "2-10 million euro" 4 "10-15 million euro" 5 "15-50 million euro" 6 "50-250 million euro" 7 "more than 250 million euro" 8 "DK/DA"	
A6	SINGLE	Did you experience a reduction of your turnover during 2009 in comparison with 2008?	1 "Yes, a reduction up to 10%" 2 "Yes, a reduction between 10-30%" 3 "Yes, a reduction of more than 30%" 4 "No" 5 "DK/DA"	ALL "Do not Know / Does not Answer" responses HAVE BEEN CODED AS 999999999
A8	SINGLE	Does your firm belong to a group?	1 "Yes, National" 2 "Yes, Foreign" 3 "No"	AAA question (minimum required response rate 90%)
A12	SINGLE	And your firm is ...	1 "head of the group" 2 "both controlled and controlling" 3 "controlled by another firm of the group" 4 "DK/DA"	
A13	SINGLE	Has the firm acquired (totally or partially) or incorporated other firms in the last three years (2007-2009)?	1 "Yes, national firms" 2 "Yes, foreign firms" 3 "Both" 4 "No" 5 "DK/DA"	
A14	SINGLE	Has the firm been acquired or incorporated by other firms over the same period (2007-2009)?	1 "Yes, national firms" 2 "Yes, foreign firms" 3 "Both" 4 "No" 5 "DK/DA"	
A15	SINGLE	Has the firm any affiliates, i.e. firms of which you own a share of at least 10%?	1 "Yes, national ones" 2 "Yes, foreign ones" 3 "Both" 4 "No" 5 "DK/DA"	
A15A	QUANTITY	How many foreign affiliates does your firm have?	Number of affiliates: 1 to 999 000 "DK/DA"	

A16_1	QUANTITY	First shareholder: share of capital	Percentage: 0 to 100 999 "DK/DA"	
A18_1	SINGLE	First shareholder: type	1 "Individual/Group of individuals" 2 "Industrial firm" 3 "Holding firm" 4 "Bank or insurance company" 5 "Other independent financial corporation not included in the group (private equity and venture capital)" 6 "Public entity" 7 "Other (Specify)" 8 "DK/DA"	
A19_1	SINGLE	First shareholder: nationality	1 "Domestic" 2 "Foreign" 3 "DK/DA"	
A16_2	QUANTITY	Second shareholder: share of capital	Percentage: 0 to 100 999 "DK/DA"	
A18_2	SINGLE	Second shareholder: type	1 "Individual/Group of individuals" 2 "Industrial firm" 3 "Holding firm" 4 "Bank or insurance company" 5 "Other independent financial corporation not included in the group (private equity and venture capital)" 6 "Public entity" 7 "Other (Specify)" 8 "DK/DA"	
A19_2	SINGLE	Second shareholder: nationality	1 "Domestic" 2 "Foreign" 3 "DK/DA"	
A16_3	QUANTITY	Third shareholder: share of capital	Percentage: 0 to 100 999 "DK/DA"	
A18_3	SINGLE	Third shareholder: type	1 "Individual/Group of individuals" 2 "Industrial firm" 3 "Holding firm" 4 "Bank or insurance company" 5 "Other independent financial corporation not included in the group (private equity and venture capital)" 6 "Public entity" 7 "Other (Specify)" 8 "DK/DA"	
A19_3	SINGLE	Third shareholder: nationality	1 "Domestic" 2 "Foreign" 3 "DK/DA"	
A16_4	QUANTITY	Share of capital of other shareholders	Percentage: 0 to 100 999 "DK/DA"	To fill in if the sum of shares of capital of the three main shareholders is less than 100%
A20	SINGLE	Is your firm directly or indirectly controlled by an individual or family-owned entity?	1 "Yes" 2 "No" 3 "DK/DA"	
A21	SINGLE	Is the chief executive officer (CEO)/ Company Head of your firm...?	1 "the individual who owns or controls the firm or a member of the family that owns /controls it" 2 "a manager recruited from outside the firm" 3 "a manager appointed within the firm" 4 "other"	AAA
A23	SINGLE	With reference to strategic decisions which of the following statements better describe your firm situation? Decisions in your firm are ...	1 "centralised: the CEO/owner takes most decisions in every area" 2 "decentralised: managers can take autonomous decisions in some business areas"	AAA
A23A	SINGLE	During 2009, has strategic decision making become...	1 "more centralised" 2 "more decentralised" 3 "nothing changed" 4 "DK/DA"	
A25_m_c1		Executives/managers rewards: financial benefits	1 "Yes" 0 "No"	A25 is a multiple choice concerning Codes 1 and

A25	A25_m_c2	MULTIPLE	Executives/managers rewards: non- financial benefits	1 "Yes" 0 "No"	A25 is a multiple choice concerning codes 1 and 2. Code 3 is a single choice. Assign a single column for each answer code.
	A25_m_c3		Executives/managers rewards: no rewards	1 "Yes" 0 "No"	
A28		QUANTITY	On average, in a normal year, what percentage of the annual individual gross salary represents the bonus based on individual performance?	Percentage: 1 to 100 999 "DK/DA"	
B3		QUANTITY	Please indicate the total number of employees of your firm in your home country in 2008.	1 to 99999 000000 "DK/DA"	
B4_1_1		QUANTITY	Entrepreneurs/executives (included middle management) who are not related to the family who owns the company - Percentage	Percentage: 0 to 100 999 "DK/DA"	
B4_2_1		QUANTITY	Entrepreneurs/executives (included middle management) who are not related to the family who owns the company - Absolute	Absolute: 0 to 999999 000000 "DK/DA"	
B4_1_2		QUANTITY	Entrepreneurs/Executives (included middle management) who are related to the family who owns the company - Percentage	Percentage: 0 to 100 999 "DK/DA"	
B4_2_2		QUANTITY	Entrepreneurs/Executives (included middle management) who are related to the family who owns the company - Absolute	Absolute: 0 to 999999 000000 "DK/DA"	
B4_1_3		QUANTITY	White collars - Percentage	Percentage: 0 to 100 999 "DK/DA"	
B4_2_3		QUANTITY	White collars - Absolute	Absolute: 0 to 999999 000000 "DK/DA"	
B4_1_4		QUANTITY	Skilled blue collars - Percentage	Percentage: 0 to 100 999 "DK/DA"	
B4_2_4		QUANTITY	Skilled blue collars - Absolute	Absolute: 0 to 999999 000000 "DK/DA"	
B4_1_5		QUANTITY	Unskilled blue collars and apprentices - Percentage	Percentage: 0 to 100 999 "DK/DA"	
B4_2_5		QUANTITY	Unskilled blue collars and apprentices - Absolute	Absolute: 0 to 999999 000000 "DK/DA"	
B5_1		QUANTITY	In 2008 what percentage/number of employees have been involved in R&D activities? - Percentage	0 to 100	AAA
B5_2		QUANTITY	In 2008 what percentage/number of employees have been involved in R&D activities? - Absolute	0 to 999999	AAA
B6_1		QUANTITY	What is the percentage/number of university graduates in your workforce in your home country? - Percentage	0 to 100	AAA
B6_2		QUANTITY	What is the percentage/number of university graduates in your workforce in your home country? - Absolute	0 to 999999	AAA
B7_1		QUANTITY	What is the percentage/number of foreign (both EU and Non-EU citizens) employees in your workforce in your home country? - Percentage	0 to 100	AAA
B7_2		QUANTITY	What is the percentage/number of foreign (both EU and Non-EU citizens) employees in your workforce in your home country? - Absolute	0 to 999999	AAA
B9_1		QUANTITY	What is the percentage/number of foreign employee (both EU and Non-EU citizens) amongst your executives (included middle management)? - Percentage	Percentage: 0 to 100 999 "DK/DA"	
B9_2		QUANTITY	What is the percentage/number of foreign employee (both EU and Non-EU citizens) amongst your executives (included middle management)? - Absolute	Absolute: 0 to 999999 000000 "DK/DA"	
B18		QUANTITY	In 2008 which percentage of employees have worked for the firm with a fixed-term contract?	Percentage: 0 to 100 999 "DK/DA"	
B17		QUANTITY	In 2008 which percentage of employees have worked for the firm on a part-time basis?	Percentage: 0 to 100 999 "DK/DA"	

B10	SINGLE	Age of current CEO/Company Head	1 "Less than 25" 2 "25-34 y.o." 3 "35-44 y.o." 4 "45-54 y.o." 5 "55-64 y.o." 6 "65-74 y.o." 7 "75 or over" 8 "DK/DA"	
B11	SINGLE	Gender of current CEO/Company Head	1 "Male" 2 "Female" 3 "DK/DA"	
B12	SINGLE	Has any of your executives worked abroad for at least 1 year?	1 "Yes" 2 "No" 3 "DK/DA"	
B22	QUANTITY	In 2008 what percentage of employees have participated to formal training programs?	Percentage: 0 to 100 999 "DK/DA"	
B23	SINGLE	Were the training courses mainly ...?	1 "in-house" 2 "outside the firm" 3 "DK/DA"	
PREB21	SINGLE	During the last year did you experienced a reduction or an increase of your workforce in comparison with 2008?	1 "yes, a reduction of ..." 2 "yes, an increase of ..." 3 "no, we did not experience any change"	AAA
B21RID	QUANTITY	Experienced reduction	Percentage: 1 to 100	AAA
B21AUM	QUANTITY	Experienced increase	Percentage: 1 to 100	AAA
B21A	SINGLE	And this reduction was mainly on a temporary or on a permanent basis?	1 "on a temporary basis" 2 "on a permanent basis" 3 "DK/DA"	
B21B	SINGLE	And this reduction which of the following job categories mainly involved?	1 "blue collars employees" 2 "white collars employees" 3 "executives" 4 "DK/DA"	
B21C	SINGLE	And this increase was mainly on a temporary or on a permanent basis?	1 "on a temporary basis" 2 "on a permanent basis" 3 "DK/DA"	
B21D	SINGLE	And this increase which of the following job categories mainly involved?	1 "blue collars employees" 2 "white collars employees" 3 "executives" 4 "DK/DA"	
C2	SINGLE	Has the firm access to a broadband connection (high-speed transmission of digital content)?	1 "Yes" 2 "No" 3 "DK/DA"	
C4	C4_m_c1	MULTIPLE	IT systems/solutions for internal information management (e.g. SAP / CMS)	C4 is a multiple choice concerning Codes 1, 2 and 3. Code 4 is a single choice. Assign a single column for each answer code.
	C4_m_c2		IT systems/solutions for E-commerce (online purchasing / online sales)	
	C4_m_c3		IT systems/solutions for management of the sales/purchase network (suppliers' orders, customer service)	
	C4_m_c4		The firm does not have an access to an Internet connection	
C5	QUANTITY	What percentage of the annual turnover do the overall investments in plants, machines, equipment and ICT represent on average in the last three years (2007-2009)?	Percentage: 0 to 100	AAA
C10_1	QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Self-financing (use of internal sources)	Percentage: 0 to 100 999 "DK/DA"	
C10_2	QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Intra-group financing	Percentage: 0 to 100 999 "DK/DA"	

C10_3		QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Venture capital	Percentage: 0 to 100 999 "DK/DA"	
C10_4		QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Bank credit (short/long)	Percentage: 0 to 100 999 "DK/DA"	
C10_5		QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Public funding	Percentage: 0 to 100 999 "DK/DA"	
C10_6		QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Leasing and factoring	Percentage: 0 to 100 999 "DK/DA"	
C10_7		QUANTITY	How were these investments in plants, machines, equipment and ICT financed on average in the last three years (2007-2009)? - Other	Percentage: 0 to 100 999 "DK/DA"	
C13		SINGLE	During 2009 has the firm benefitted from special tax allowances and/or financial incentives supporting its investments?	1 "Yes" 2 "No" 3 "DK/DA"	
C13A		SINGLE	During 2009 has your firm reduced its planned investments in machinery, equipment or ICT?	1 "Yes" 2 "No" 3 "DK/DA"	
C13APERC		QUANTITY	Reduction in planned investments in machinery, equipment or ICT	Percentage: 1 to 100 999 "DK/DA"	
C14	C14_m_c1	MULTIPLE	On average in the last three years (2007-2009), did the firm carry out any product innovation?	1 "Yes" 0 "No"	AAA C14 is a multiple choice concerning Codes 1 and 2. Code 3 is a single choice. Assign a single column for each answer code.
	C14_m_c2		On average in the last three years (2007-2009), did the firm carry out any process innovation?	1 "Yes" 0 "No"	
	C14_m_c3		In the last three years (2007-2009) the firm didn't carry out any process/process innovation.	1 "Yes" 0 "No"	
C14A		SINGLE	Did this product/process innovation also prompt any organisational innovation?	1 "Yes" 2 "No" 3 "DK/DA"	
C15		QUANTITY	Indicate the average percentage of turnover from innovative products sales on average in the last three years (2007-2009)	Percentage: 0 to 100 999 "DK/DA"	
C16		SINGLE	Are the corresponding products innovative also with respect to the market?	1 "Yes" 2 "No" 3 "DK/DA"	
C17	C17_m_c1	MULTIPLE	In the last three years (2007-2009) the firm applied for a patent	1 "Yes" 0 "No"	Assign a single column for each answer code.
	C17_m_c2		In the last three years (2007-2009) the firm registered an industrial design	1 "Yes" 0 "No"	
	C17_m_c3		In the last three years (2007-2009) the firm registered a trade mark	1 "Yes" 0 "No"	
	C17_m_c4		In the last three years (2007-2009) the firm claimed copyright	1 "Yes" 0 "No"	
C18	C18_m_c1	MULTIPLE	The firm sold the rights to use any patent, industrial design, trademark or copyright in the same period: in home country	1 "Yes" 0 "No"	C18 is a multiple choice concerning Codes 1, 2 and 3. Code 4 is a single choice. Assign a single column for each answer code.
	C18_m_c2		The firm sold the rights to use any patent, industrial design, trademark or copyright in the same period: in foreign EU countries	1 "Yes" 0 "No"	
	C18_m_c3		The firm sold the rights to use any patent, industrial design, trademark or copyright in the same period: in foreign non-EU countries	1 "Yes" 0 "No"	
	C18_m_c4		The firm didn't sell any rights to use any patent, industrial design, trademark or copyright in the same period	1 "Yes" 0 "No"	
C20	C20_m_c1	MULTIPLE	In the last three years (2007-2009), the firm has undertaken R&D activities carried out in-house	1 "Yes" 0 "No"	C20 is a multiple choice concerning Codes 1, 2 and 3. Code 4 is a single choice.
	C20_m_c2		In the last three years (2007-2009), the firm has undertaken R&D activities acquired from another firm in the Group	1 "Yes" 0 "No"	

	C20_m_c3		In the last three years (2007-2009), the firm has undertaken R&D activities acquired from external sources	1 "Yes" 0 "No"	Assign a single column for each answer code.
	C20_m_c4		In the last three years (2007-2009), the firm hasn't undertaken R&D activities	1 "Yes" 0 "No"	
C21		QUANTITY	Which percentage of the total turnover has the firm invested in R&D on average in the last three years (2007-2009)?	Percentage: 1 to 100	AAA
C22_1		QUANTITY	If we assume that the total R&D investments equals to 100% which percentage on average in the last three years (2007-2009) has been carried out in-house?	Percentage: 0 to 100 999 "DK/DA"	
C22_2		QUANTITY	If we assume that the total R&D investments equals to 100% which percentage on average in the last three years (2007-2009) has been acquired from another firm in the group in the home country?	Percentage: 0 to 100 999 "DK/DA"	
C22_3		QUANTITY	If we assume that the total R&D investments equals to 100% which percentage on average in the last three years (2007-2009) has been acquired from another firm in the group abroad?	Percentage: 0 to 100 999 "DK/DA"	
C22_4		QUANTITY	If we assume that the total R&D investments equals to 100% which percentage on average in the last three years (2007-2009) has been acquired from external sources in the home country?	Percentage: 0 to 100 999 "DK/DA"	
C22_5		QUANTITY	If we assume that the total R&D investments equals to 100% which percentage on average in the last three years (2007-2009) has been acquired from external sources abroad?	Percentage: 0 to 100 999 "DK/DA"	
C23_1		QUANTITY	If we assume that the R&D acquired from external sources equals to 100% which percentage has been supplied by Universities and R&D centres?	Percentage: 0 to 100 999 "DK/DA"	
C23_2		QUANTITY	If we assume that the R&D acquired from external sources equals to 100% which percentage has been supplied by other firms / consultants?	Percentage: 0 to 100 999 "DK/DA"	
C24		SINGLE	Were the R&D activities carried out in the period financed in the same way as the investments in plants, machines, equipment and ICT?	1 "Yes" 2 "No" 3 "DK/DA"	
C24A_1		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Self-financing (use of internal sources)	Percentage: 0 to 100 999 "DK/DA"	
C24A_2		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Intra-group financing	Percentage: 0 to 100 999 "DK/DA"	
C24A_3		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Venture capital	Percentage: 0 to 100 999 "DK/DA"	
C24A_4		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Bank credit (short/long)	Percentage: 0 to 100 999 "DK/DA"	
C24A_5		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Public funding	Percentage: 0 to 100 999 "DK/DA"	
C24A_6		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Leasing and factoring	Percentage: 0 to 100 999 "DK/DA"	
C24A_7		QUANTITY	How have R&D activities been financed on average in the last three years (2007-2009)? - Other	Percentage: 0 to 100 999 "DK/DA"	
C27		SINGLE	Did the firm benefit from tax allowances and financial incentives for these R&D activities?	1 "Yes" 2 "No" 3 "DK/DA"	
C28	C28_msf_1	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 1		
	C28_msf_2	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 2		
	C28_msf_3	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 3		
	C28_msf_4	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 4		
	C28_msf_5	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 5		

	C28_msf_6	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 6		
	C28_msf_7	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 7		
	C28_msf_8	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 8		
	C28_msf_9	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 9		
	C28_msf_10	MULTIPLE	Which are in your opinion the main factors that hamper innovation? - Mentioned reason 10		
C29		SINGLE	During 2009, has your firm decided to postpone investments in product or process innovation?	1 "Yes" 2 "No" 3 "DK/DA"	
D1	D1_m_c1	MULTIPLE	Has the firm sold abroad some or all of its own products/services in 2008? - - Yes directly from home country	1 "Yes" 0 "No"	D1 is a multiple choice concerning Codes 1, 2 and 3. Code 4 is a single choice. Assign a single column for each answer code.
	D1_m_c2		Has the firm sold abroad some or all of its own products/services in 2008? - - Yes directly from third countries where the firm produces (through affiliates or contracts and arms length agreements)	1 "Yes" 0 "No"	
	D1_m_c3		Has the firm sold abroad some or all of its own products/services in 2008? - Yes through an intermediary based in home country	1 "Yes" 0 "No"	
	D1_m_c4		Has the firm sold abroad some or all of its own products/services in 2008? - No	1 "Yes" 0 "No"	
D4		QUANTITY	Which percentage of your 2008 annual turnover did the export activities represent?	Percentage: 1 to 100	AAA
D5		SINGLE	Before 2008, has the firm exported any of its products?	1 "Regularly/Always" 2 "Sometimes" 3 "Never" 4 "DK/DA"	
D6		QUANTITY	Indicate to how many countries in total the firm exported its products in 2008?	Quantity: 1 to 999 000 "DK/DA"	
D13_1		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to 15 UE countries	Percentage: 0 to 100 999 "DK/DA"	
D13_2		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to Other UE countries	Percentage: 0 to 100 999 "DK/DA"	
D13_3		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to Other European countries not UE	Percentage: 0 to 100 999 "DK/DA"	
D13_4		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes China and India	Percentage: 0 to 100 999 "DK/DA"	
D13_5		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to Other Asian countries (excluded China and India)	Percentage: 0 to 100 999 "DK/DA"	
D13_6		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to USA and Canada	Percentage: 0 to 100 999 "DK/DA"	
D13_7		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to Central and South America	Percentage: 0 to 100 999 "DK/DA"	
D13_8		QUANTITY	If we assume that the total export activities equal to 100 which percentage goes to other countries	Percentage: 0 to 100 999 "DK/DA"	
D7_1		SINGLE	Export activities - Destination 1	Use "Country codes MP.xls"	AAA
D7_2		SINGLE	Export activities - Destination 2	Use "Country codes MP.xls"	
D7_3		SINGLE	Export activities - Destination 3	Use "Country codes MP.xls"	
	D7_RIC_m_c1		Export destination Area - 15 UE countries area	1 "Yes" 0 "No"	
	D7_RIC_m_c2		Export destination Area - Other UE countries	1 "Yes" 0 "No"	
	D7_RIC_m_c3		Export destination Area - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	1 "Yes" 0 "No"	

D7_RIC	D7_RIC_m_c4	MULTIPLE	Export destination Area - China and India	1 "Yes" 0 "No"	Each destination in D7 has to be associated to its AREA. Country codes are reported in Annex 2
	D7_RIC_m_c5		Export destination Area - Other Asian countries (excluded China and India)	1 "Yes" 0 "No"	
	D7_RIC_m_c6		Export destination Area - USA and Canada	1 "Yes" 0 "No"	
	D7_RIC_m_c7		Export destination Area - Central and South America	1 "Yes" 0 "No"	
	D7_RIC_m_c8		Export destination Area - Other areas	1 "Yes" 0 "No"	
D9_1		SINGLE	Destination 1 - N. of product lines exported	1 "1" 2 "2-5" 3 "6-10" 4 "more than 10" 5 "DK/DA"	
D10_1		SINGLE	Destination 1 - Activity started before 2004	1 "Yes" 2 "No" 3 "DK/DA"	
D11_1		QUANTITY	Destinarian 1 - Percentage of total export	Percentage: 1 to 100	AAA
D12_1		SINGLE	Destination 1 - intermediary based in the home country	1 "Yes" 2 "No" 3 "DK/DA"	
D9_2		SINGLE	Destination 2 - N. of product lines exported	1 "1" 2 "2-5" 3 "6-10" 4 "more than 10" 5 "DK/DA"	
D10_2		SINGLE	Destination 2 - Activity started before 2004	1 "Yes" 2 "No" 3 "DK/DA"	
D11_2		QUANTITY	Destinarian 2 - Percentage of total export	Percentage: 1 to 100	AAA
D12_2		SINGLE	Destination 2 - intermediary based in the home country	1 "Yes" 2 "No" 3 "DK/DA"	
D9_3		SINGLE	Destination 3 - N. of product lines exported	1 "1" 2 "2-5" 3 "6-10" 4 "more than 10" 5 "DK/DA"	
D10_3		SINGLE	Destination 3 - Activity started before 2004	1 "Yes" 2 "No" 3 "DK/DA"	
D11_3		QUANTITY	Destinarian 3 - Percentage of total export	Percentage: 1 to 100	AAA
D12_3		SINGLE	Destination 3 - intermediary based in the home country	1 "Yes" 2 "No" 3 "DK/DA"	
D9A_PRE		SINGLE	Export outside the UE countries - Register country	Use "Country codes MP.xls"	
D9A		SINGLE	Export outside the UE countries - N. of product lines exported	1 "1" 2 "2-5" 3 "6-10" 4 "more than 10" 5 "DK/DA"	
D10A		SINGLE	Export outside the UE countries - Activity started before 2004	1 "Yes" 2 "No" 3 "DK/DA"	
D11A		QUANTITY	Export outside the UE countries - Percentage of total export	Percentage: 1 to 100	AAA
D12A		SINGLE	Export outside the UE countries - Intermediary based in the home country	1 "Yes" 2 "No" 3 "DK/DA"	

D16	SINGLE	The main product line you sell to foreign markets ...	1 " is also the main product line in your domestic market " 2 " is also sold in your domestic market but it is not the main product line" 3 " is not sold in your domestic market " 4 "DK/DA"	
D20	SINGLE	Has your firm benefitted/purchased a trade/export insurance coverage?	1 "Yes" 2 "No" 3 "DK/DA"	
D20A	SINGLE	Has a significant share of your exports been financed by export credit?	1 "Yes" 2 "No" 3 "DK/DA"	
D19	SINGLE	Has your firm benefitted from any kind of tax allowances and financial incentives on export?	1 "Yes" 2 "No" 3 "DK/DA"	
PRED17	SINGLE	During 2009, did you experience a reduction or an increase in terms of value of your export activities in comparison with 2008?	1 "yes, a reduction of ..." 2 "yes, an increase of ..." 3 "no, we did not experience any change"	AAA
D17RID	QUANTITY	Experienced reduction	Percentage: 1 to 100	AAA
D17AUM	QUANTITY	Experienced increase	Percentage: 1 to 100	AAA
D17A	D17A_m_c1	MULTIPLE	Reduction - 15 UE countries area	1 "Yes" 0 "No"
	D17A_m_c2		Reduction - Other UE countries	1 "Yes" 0 "No"
	D17A_m_c3		Reduction - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	1 "Yes" 0 "No"
	D17A_m_c4		Reduction - China and India	1 "Yes" 0 "No"
	D17A_m_c5		Reduction - Other Asian countries (excluded China and India)	1 "Yes" 0 "No"
	D17A_m_c6		Reduction - USA and Canada	1 "Yes" 0 "No"
	D17A_m_c7		Reduction - Central and South America	1 "Yes" 0 "No"
	D17A_m_c8		Reduction - Other areas	1 "Yes" 0 "No"
D17B	D17b_m_c1	MULTIPLE	Increase - 15 UE countries area	1 "Yes" 0 "No"
	D17b_m_c2		Increase - Other UE countries	1 "Yes" 0 "No"
	D17b_m_c3		Increase - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	1 "Yes" 0 "No"
	D17b_m_c4		Increase - China and India	1 "Yes" 0 "No"
	D17b_m_c5		Increase - Other Asian countries (excluded China and India)	1 "Yes" 0 "No"
	D17b_m_c6		Increase - USA and Canada	1 "Yes" 0 "No"
	D17b_m_c7		Increase - Central and South America	1 "Yes" 0 "No"
	D17b_m_c8		Increase - Other areas	1 "Yes" 0 "No"
D23	D23_m_c1	MULTIPLE	In 2008 has the firm purchased any services for its domestic production? - Yes, in home country	1 "Yes" 0 "No"
	D23_m_c2		In 2008 has the firm purchased any services for its domestic production? - Yes, from abroad	1 "Yes" 0 "No"
	D23_m_c3		In 2008 has the firm purchased any services for its domestic production? - No	1 "Yes" 0 "No"
D23C	QUANTITY	What percentage of the 2008 annual turnover did the total purchased services (from anywhere) represent?	Percentage: 1 to 100	AAA

A25 is a multiple choice concerning Codes 1 and 2. Code 3 is a single choice.
Assign a single column for each answer code.

D26		QUANTITY	What percentage of the total purchased services (from anywhere) did the services purchased FROM ABROAD represent?	Percentage: 1 to 100	AAA
D27		SINGLE	Before 2008, did the firm purchase any services from abroad?	1 "Regularly/Always" 2 "Sometimes" 3 "Never" 4 "DK/DA"	
D28	D28_m_c1	MULTIPLE	Purchased services from - 15 UE countries area	1 "Yes" 0 "No"	
	D28_m_c2		Purchased services from - Other UE countries	1 "Yes" 0 "No"	
	D28_m_c3		Purchased services from - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	1 "Yes" 0 "No"	
	D28_m_c4		Purchased services from - China and India	1 "Yes" 0 "No"	
	D28_m_c5		Purchased services from - Other Asian countries (excluded China and India)	1 "Yes" 0 "No"	
	D28_m_c6		Purchased services from - USA and Canada	1 "Yes" 0 "No"	
	D28_m_c7		Purchased services from - Central and South America	1 "Yes" 0 "No"	
	D28_m_c8		Purchased services from - Other areas	1 "Yes" 0 "No"	
D29	D29_m_c1	MULTIPLE	Purchased services - Transport Logistic and Insurance Services	1 "Yes" 0 "No"	Assign a single column for each answer code.
	D29_m_c2		Purchased services - Communications and IT services	1 "Yes" 0 "No"	
	D29_m_c3		Purchased services - Financial services	1 "Yes" 0 "No"	
	D29_m_c4		Purchased services - R&D and Engineering services	1 "Yes" 0 "No"	
	D29_m_c5		Purchased services - Other services (e.g. consultants)	1 "Yes" 0 "No"	
D30A	D30A_m_c1	MULTIPLE	In 2008 has the firm purchased raw material or any intermediate goods for its domestic production? - Yes, in home country	1 "Yes" 0 "No"	A25 is a multiple choice concerning Codes 1 and 2. Code 3 is a single choice. Assign a single column for each answer code.
	D30A_m_c2		In 2008 has the firm purchased raw material or any intermediate goods for its domestic production? - Yes, from abroad	1 "Yes" 0 "No"	
	D30A_m_c3		In 2008 has the firm purchased raw material or any intermediate goods for its domestic production? - No	1 "Yes" 0 "No"	
D30D		QUANTITY	What percentage of the 2008 annual turnover did the total purchased intermediate goods (from anywhere) represent?	Percentage: 1 to 100	AAA
D32		QUANTITY	What percentage of the total purchased intermediate goods (from anywhere) did the intermediate goods purchased FROM ABROAD represent?	Percentage: 1 to 100	AAA
D33		SINGLE	Before 2008, has the firm purchased any intermediate goods from abroad?	1 "Regularly/Always" 2 "Sometimes" 3 "Never" 4 "DK/DA"	
D34	D34_m_c1	MULTIPLE	Purchased intermediate goods - 15 UE countries area	1 "Yes" 0 "No"	
	D34_m_c2		Purchased intermediate goods - Other UE countries	1 "Yes" 0 "No"	
	D34_m_c3		Purchased intermediate goods - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	1 "Yes" 0 "No"	
	D34_m_c4		Purchased intermediate goods - China and India	1 "Yes" 0 "No"	

	D34_m_c5		Purchased intermediate goods - Other Asian countries (excluded China and India)	1 "Yes" 0 "No"	
	D34_m_c6		Purchased intermediate goods - USA and Canada	1 "Yes" 0 "No"	
	D34_m_c7		Purchased intermediate goods - Central and South America	1 "Yes" 0 "No"	
	D34_m_c8		Purchased intermediate goods - Other areas	1 "Yes" 0 "No"	
D36	D36_m_c1	MULTIPLE	Purchased intermediate goods - Raw materials	1 "Yes" 0 "No"	
	D36_m_c2		Purchased intermediate goods - Standardized intermediates	1 "Yes" 0 "No"	
	D36_m_c3		Purchased intermediate goods - Customized intermediates	1 "Yes" 0 "No"	
D36A		SINGLE	During 2009, did you experience a reduction in terms of value of inputs purchased from abroad in comparison with 2008?	1 "yes, a reduction of ..." 2 "No" 3 "DK/DA"	
D36APERC		QUANTITY	Percentage of reduction	Percentage: 1 to 100 999 "DK/DA"	
D37	D37_m_c1	MULTIPLE	Does the firm currently run at least part of its production activity in another country? - Yes, direct investments	1 "Yes" 0 "No"	
	D37_m_c2		Does the firm currently run at least part of its production activity in another country? - Yes, contracts and arms length agreements* with local firms	1 "Yes" 0 "No"	
	D37_m_c3		Does the firm currently run at least part of its production activity in another country? - No	1 "Yes" 0 "No"	
D38		QUANTITY	Which percentage of 2008 turnover did the production activities through direct investment (foreign affiliates/controlled firms) represent?	Percentage: 1 to 100	AAA
D39_1		QUANTITY	Direct investments - 15 UE countries area	Percentage: 0 to 100 999 "DK/DA"	
D39_2		QUANTITY	Direct investments - Other UE countries	Percentage: 0 to 100 999 "DK/DA"	
D39_3		QUANTITY	Direct investments - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	Percentage: 0 to 100 999 "DK/DA"	
D39_4		QUANTITY	Direct investments - China and India	Percentage: 0 to 100 999 "DK/DA"	
D39_5		QUANTITY	Direct investments - Other Asian countries (excluded China and India)	Percentage: 0 to 100 999 "DK/DA"	
D39_6		QUANTITY	Direct investments - USA and Canada	Percentage: 0 to 100 999 "DK/DA"	
D39_7		QUANTITY	Direct investments - Central and South America	Percentage: 0 to 100 999 "DK/DA"	
D39_8		QUANTITY	Direct investments - Other areas	Percentage: 0 to 100 999 "DK/DA"	
D48	D48_m_c1	MULTIPLE	Destination of production activity - sold in the foreign country where the production facility is located	1 "Yes" 0 "No"	AAA Assign a single column for each answer code.
	D48_m_c2		Destination of production activity -- imported into your firms home country for use in production	1 "Yes" 0 "No"	
	D48_m_c3		Destination of production activity - imported into your firm's home country to be directly sold in the domestic market	1 "Yes" 0 "No"	
	D48_m_c4		Destination of production activity -- imported into your firms' home own country to be re-exported to third countries	1 "Yes" 0 "No"	
	D48_m_c5		Destination of production activity -- sold directly in third countries where the firm does not produce	1 "Yes" 0 "No"	
	D48_m_c6		Destination of production activity -- sold directly in third countries where other production facilities are located	1 "Yes" 0 "No"	
D46_m_c1			Type of production - Finished products	1 "Yes" 0 "No"	

D46	D46_m_c2	MULTIPLE	Type of production - Semi-finished products/ components	1 "Yes" 0 "No"	Assign a single column for each answer code.
	D46_m_c3		Type of production - R&D, engineering and design services	1 "Yes" 0 "No"	
	D46_m_c4		Type of production - Other	1 "Yes" 0 "No"	
D46A		SINGLE	During 2009 has your firm experienced a reduction in the total turnover coming from production activities abroad? If yes, please specify in which countries.	1 "Yes" 2 "No" 3 "DK/DA"	
D46A_SPE	D46A_SPE_msf_1	MULTIPLE	Reduction in total turnover - Specify Country 1	Country codes are reported in Annex 2	
	D46A_SPE_msf_2	MULTIPLE	Reduction in total turnover - Specify Country 2	Country codes are reported in Annex 2	
	D46A_SPE_msf_3	MULTIPLE	Reduction in total turnover - Specify Country 3	Country codes are reported in Annex 2	
	D46A_SPE_msf_4	MULTIPLE	Reduction in total turnover - Specify Country 4	Country codes are reported in Annex 2	
	D46A_SPE_msf_5	MULTIPLE	Reduction in total turnover - Specify Country 5	Country codes are reported in Annex 2	
	D46A_SPE_msf_6	MULTIPLE	Reduction in total turnover - Specify Country 6	Country codes are reported in Annex 2	
	D46A_SPE_msf_7	MULTIPLE	Reduction in total turnover - Specify Country 7	Country codes are reported in Annex 2	
	D46A_SPE_msf_8	MULTIPLE	Reduction in total turnover - Specify Country 8	Country codes are reported in Annex 2	
	D46A_SPE_msf_9	MULTIPLE	Reduction in total turnover - Specify Country 9	Country codes are reported in Annex 2	
	D46A_SPE_msf_10	MULTIPLE	Reduction in total turnover - Specify Country 10	Country codes are reported in Annex 2	
	D46A_SPE_msf_11	MULTIPLE	Reduction in total turnover - Specify Country 11	Country codes are reported in Annex 2	
	D46A_SPE_msf_12	MULTIPLE	Reduction in total turnover - Specify Country 12	Country codes are reported in Annex 2	
	D46A_SPE_msf_13	MULTIPLE	Reduction in total turnover - Specify Country 13	Country codes are reported in Annex 2	
	D46A_SPE_msf_14	MULTIPLE	Reduction in total turnover - Specify Country 14	Country codes are reported in Annex 2	
	D46A_SPE_msf_15	MULTIPLE	Reduction in total turnover - Specify Country 15	Country codes are reported in Annex 2	
	D46A_SPE_msf_16	MULTIPLE	Reduction in total turnover - Specify Country 16	Country codes are reported in Annex 2	
	D46A_SPE_msf_17	MULTIPLE	Reduction in total turnover - Specify Country 17	Country codes are reported in Annex 2	
	D46A_SPE_msf_18	MULTIPLE	Reduction in total turnover - Specify Country 18	Country codes are reported in Annex 2	
	D46A_SPE_msf_19	MULTIPLE	Reduction in total turnover - Specify Country 19	Country codes are reported in Annex 2	
	D46A_SPE_msf_20	MULTIPLE	Reduction in total turnover - Specify Country 20	Country codes are reported in Annex 2	
D46B		SINGLE	During 2009 has your firm closed any production unit abroad? ? If yes, please specify in which countries.	1 "Yes" 2 "No" 3 "DK/DA"	
D46B_SPE	D46B_SPE_msf_1	MULTIPLE	Close of production unit - Specify Country 1	Country codes are reported in Annex 2	
	D46B_SPE_msf_2	MULTIPLE	Close of production unit - Specify Country 2	Country codes are reported in Annex 2	
	D46B_SPE_msf_3	MULTIPLE	Close of production unit - Specify Country 3	Country codes are reported in Annex 2	
	D46B_SPE_msf_4	MULTIPLE	Close of production unit - Specify Country 4	Country codes are reported in Annex 2	
	D46B_SPE_msf_5	MULTIPLE	Close of production unit - Specify Country 5	Country codes are reported in Annex 2	
	D46B_SPE_msf_6	MULTIPLE	Close of production unit - Specify Country 6	Country codes are reported in Annex 2	
	D46B_SPE_msf_7	MULTIPLE	Close of production unit - Specify Country 7	Country codes are reported in Annex 2	
	D46B_SPE_msf_8	MULTIPLE	Close of production unit - Specify Country 8	Country codes are reported in Annex 2	
	D46B_SPE_msf_9	MULTIPLE	Close of production unit - Specify Country 9	Country codes are reported in Annex 2	
	D46B_SPE_msf_10	MULTIPLE	Close of production unit - Specify Country 10	Country codes are reported in Annex 2	
	D46B_SPE_msf_11	MULTIPLE	Close of production unit - Specify Country 11	Country codes are reported in Annex 2	
	D46B_SPE_msf_12	MULTIPLE	Close of production unit - Specify Country 12	Country codes are reported in Annex 2	
	D46B_SPE_msf_13	MULTIPLE	Close of production unit - Specify Country 13	Country codes are reported in Annex 2	
	D46B_SPE_msf_14	MULTIPLE	Close of production unit - Specify Country 14	Country codes are reported in Annex 2	

	D46B_SPE_msf_15	MULTIPLE	Close of production unit - Specify Country 15	Country codes are reported in Annex 2	
	D46B_SPE_msf_16	MULTIPLE	Close of production unit - Specify Country 16	Country codes are reported in Annex 2	
	D46B_SPE_msf_17	MULTIPLE	Close of production unit - Specify Country 17	Country codes are reported in Annex 2	
	D46B_SPE_msf_18	MULTIPLE	Close of production unit - Specify Country 18	Country codes are reported in Annex 2	
	D46B_SPE_msf_19	MULTIPLE	Close of production unit - Specify Country 19	Country codes are reported in Annex 2	
	D46B_SPE_msf_20	MULTIPLE	Close of production unit - Specify Country 20	Country codes are reported in Annex 2	
D49		QUANTITY	Which percentage of 2008 turnover did the production activities through contracts and agreements represent?	Percentage: 1 to 100	AAA
D50_1		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - 15 UE countries area	Percentage: 0 to 100 999 "DK/DA"	
D50_2		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - Other UE countries	Percentage: 0 to 100 999 "DK/DA"	
D50_3		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	Percentage: 0 to 100 999 "DK/DA"	
D50_4		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - China and India	Percentage: 0 to 100 999 "DK/DA"	
D50_5		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - Other Asian countries (excluded China and India)	Percentage: 0 to 100 999 "DK/DA"	
D50_6		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - USA and Canada	Percentage: 0 to 100 999 "DK/DA"	
D50_7		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - Central and South America	Percentage: 0 to 100 999 "DK/DA"	
D50_8		QUANTITY	Production activities carried out abroad through contracts and arms length agreements with local firms - Other areas	Percentage: 0 to 100 999 "DK/DA"	
D53_1		SINGLE	Contracts and arms length agreements with local firms before 2004 - 15 UE countries area	1 "Yes" 2 "No" 3 "DK/DA"	
D53_2		SINGLE	Contracts and arms length agreements with local firms before 2004 - Other UE countries	1 "Yes" 2 "No" 3 "DK/DA"	
D53_3		SINGLE	Contracts and arms length agreements with local firms before 2004 - Other European countries not UE (Switzerland, Norway, Russia, Turkey, Byelorussia, Ukraine, ...)	1 "Yes" 2 "No" 3 "DK/DA"	
D53_4		SINGLE	Contracts and arms length agreements with local firms before 2004 - China and India	1 "Yes" 2 "No" 3 "DK/DA"	
D53_5		SINGLE	Contracts and arms length agreements with local firms before 2004 - Other Asian countries (excluded China and India)	1 "Yes" 2 "No" 3 "DK/DA"	
D53_6		SINGLE	Contracts and arms length agreements with local firms before 2004 - USA and Canada	1 "Yes" 2 "No" 3 "DK/DA"	
D53_7		SINGLE	Contracts and arms length agreements with local firms before 2004 - Central and South America	1 "Yes" 2 "No" 3 "DK/DA"	

D53_8		SINGLE	Contracts and arms length agreements with local firms before 2004 - Other areas	1 "Yes" 2 "No" 3 "DK/DA"	
D56	D56_m_c1	MULTIPLE	Destination of production activity - sold in the foreign country where the production facility is located	1 "Yes" 0 "No"	AAA Assign a single column for each answer code.
	D56_m_c2		Destination of production activity -- imported into your firms home country for use in production	1 "Yes" 0 "No"	
	D56_m_c3		Destination of production activity - imported into your firm's home country to be directly sold in the domestic market	1 "Yes" 0 "No"	
	D56_m_c4		Destination of production activity -- imported into your firms' home own country to be re-exported to third countries	1 "Yes" 0 "No"	
	D56_m_c5		Destination of production activity -- sold directly in third countries where the firm does not produce	1 "Yes" 0 "No"	
	D56_m_c6		Destination of production activity -- sold directly in third countries where other production facilities are located	1 "Yes" 0 "No"	
D55	D55_m_c1	MULTIPLE	Type of production - Finished products	1 "Yes" 0 "No"	
	D55_m_c2		Type of production - Semi-finished products/ components	1 "Yes" 0 "No"	
	D55_m_c3		Type of production - R&D, engineering and design services	1 "Yes" 0 "No"	
	D55_m_c4		Type of production - Other	1 "Yes" 0 "No"	
	D57	SINGLE	Has the firm received assistance from public or private Institutions for its internationalisation activities?	1 "Yes, mainly from national institutions (either based in the home country or elsewhere)" 2 "Yes, mainly from foreign institutions(either based in the destination country or elsewhere)" 3 "No" 4 "DK/DA"	
	D67	SINGLE	During 2009 has the firm experienced a reduction in the total turnover coming from production activities run through contracts and arms length agreements in comparison with 2008?	1 "Yes" 2 "No" 3 "DK/DA"	
D67_SPE	D67_SPE_msf_1	MULTIPLE	Reduction in the total turnover - Specify Country 1	Country codes are reported in Annex 2	
	D67_SPE_msf_2	MULTIPLE	Reduction in the total turnover - Specify Country 2	Country codes are reported in Annex 2	
	D67_SPE_msf_3	MULTIPLE	Reduction in the total turnover - Specify Country 3	Country codes are reported in Annex 2	
	D67_SPE_msf_4	MULTIPLE	Reduction in the total turnover - Specify Country 4	Country codes are reported in Annex 2	
	D67_SPE_msf_5	MULTIPLE	Reduction in the total turnover - Specify Country 5	Country codes are reported in Annex 2	
	D67_SPE_msf_6	MULTIPLE	Reduction in the total turnover - Specify Country 6	Country codes are reported in Annex 2	
	D67_SPE_msf_7	MULTIPLE	Reduction in the total turnover - Specify Country 7	Country codes are reported in Annex 2	
	D67_SPE_msf_8	MULTIPLE	Reduction in the total turnover - Specify Country 8	Country codes are reported in Annex 2	
	D67_SPE_msf_9	MULTIPLE	Reduction in the total turnover - Specify Country 9	Country codes are reported in Annex 2	
	D67_SPE_msf_10	MULTIPLE	Reduction in the total turnover - Specify Country 10	Country codes are reported in Annex 2	
	D67_SPE_msf_11	MULTIPLE	Reduction in the total turnover - Specify Country 11	Country codes are reported in Annex 2	
	D67_SPE_msf_12	MULTIPLE	Reduction in the total turnover - Specify Country 12	Country codes are reported in Annex 2	
	D67_SPE_msf_13	MULTIPLE	Reduction in the total turnover - Specify Country 13	Country codes are reported in Annex 2	
	D67_SPE_msf_14	MULTIPLE	Reduction in the total turnover - Specify Country 14	Country codes are reported in Annex 2	
	D67_SPE_msf_15	MULTIPLE	Reduction in the total turnover - Specify Country 15	Country codes are reported in Annex 2	
	D67_SPE_msf_16	MULTIPLE	Reduction in the total turnover - Specify Country 16	Country codes are reported in Annex 2	
	D67_SPE_msf_17	MULTIPLE	Reduction in the total turnover - Specify Country 17	Country codes are reported in Annex 2	
	D67_SPE_msf_18	MULTIPLE	Reduction in the total turnover - Specify Country 18	Country codes are reported in Annex 2	
	D67_SPE_msf_19	MULTIPLE	Reduction in the total turnover - Specify Country 19	Country codes are reported in Annex 2	
	D67_SPE_msf_20	MULTIPLE	Reduction in the total turnover - Specify Country 20	Country codes are reported in Annex 2	
F0		SINGLE	Did your firm recur to external financing in the period 2008-2009? By external financing we mean funds not generated internally (not self financing)	1 "Yes" 2 "No" 3 "DK/DA"	
F1_1		QUANTITY	- Short term bank debt	Percentage: 0 to 100	AAA
F1_2		QUANTITY	- Medium to long term bank debt	Percentage: 0 to 100	AAA
F1_3		QUANTITY	- Short-term securities	Percentage: 0 to 100	AAA
F1_4		QUANTITY	- Medium and long-term securities	Percentage: 0 to 100	AAA
F1_5		QUANTITY	- Other financial instruments	Percentage: 0 to 100	AAA

F3		SINGLE	In the industry your firm works, how dependant are companies on external financing?	1 "1 = not dependent at all" 2 "2" 3 "3" 4 "4" 5 "5 = extremely dependent" 6 "DK/DA"	
F4		SINGLE	Has the firm increased the total amount of external financing (i.e. access to financial funds not generated internally) during the last year?	1 "Yes" 2 "No" 3 "DK/DA"	
F5		SINGLE	What is the main purpose of the use of external finance?	1 " Increase production scale through investments " 2 " Participation or share in other firms related with the main business activity " 3 " Participation or share in other firms not directly related with the main business activity " 4 " Working capital/liquidity needs " 5 " Optimizing financial structure (i.e. debt /equity ratio)" 6 "Other" 7 "DK/DA"	
F6	F6_m_c1	MULTIPLE	Financial intruments - Equity	1 "Yes" 0 "No"	AAA
	F6_m_c2		Financial intruments - Venture capital and private equity	1 "Yes" 0 "No"	AAA
	F6_m_c3		Financial intruments - Short-term bank credit	1 "Yes" 0 "No"	AAA
	F6_m_c4		Financial intruments - Medium or long term bank credit	1 "Yes" 0 "No"	AAA
	F6_m_c5		Financial intruments - Securities	1 "Yes" 0 "No"	AAA
	F6_m_c6		Financial intruments - Public funds	1 "Yes" 0 "No"	AAA
	F6_m_c7		Financial intruments - Tax incentives	1 "Yes" 0 "No"	AAA
	F6_m_c8		Financial intruments - Leasing or factoring	1 "Yes" 0 "No"	AAA
	F6_m_c9		Financial intruments - Other financing methods	2 "Yes" 0 "No"	AAA
	F7	SINGLE	. During the last year did your firm use any kind of derivatives products (e.g. forward operations, futures, swaps) for external financing needs or treasury management or foreign exchange risk protection?	1 "Yes" 2 "No" 3 "DK/DA"	
	MASK_F8	MULTIPLE		Blank	
F8A	F8A_m_c1	MULTIPLE	Domestic activities - Domestic local banks	1 "Yes" 0 "No"	Assign a single column for each answer code.
	F8A_m_c2		Domestic activities -Domestic national banks	1 "Yes" 0 "No"	
	F8A_m_c3		Domestic activities -Foreign banks	1 "Yes" 0 "No"	
F8B	F8B_m_c1	MULTIPLE	Foreign activities -Domestic local banks	1 "Yes" 0 "No"	Assign a single column for each answer code.
F8B	F8B_m_c2		Foreign activities - Domestic national banks	1 "Yes" 0 "No"	
F8B	F8B_m_c3		Foreign activities - Foreign banks	1 "Yes" 0 "No"	
F9		QUANTITY	Number of banks	Quantity: 1 to 99 00 "DK/DA"	
F10		QUANTITY	What % of your firm's total bank debit is held at your main bank?	Percentage: 1 to 100	AAA
F11		QUANTITY	For how many years has this bank been the firm's main bank?	Quantity: 1 to 99 00 "DK/DA"	
	F12_m_c1		The bank offers competitive services and funding	1 "Yes" 0 "No"	

F12	F12_m_c2	MULTIPLE	The bank offers efficient internet services	1 "Yes" 0 "No"	
	F12_m_c3		The bank's lending criteria is clear and transparent	1 "Yes" 0 "No"	
	F12_m_c4		The bank is conveniently located	1 "Yes" 0 "No"	
	F12_m_c5		The bank has an extensive international network	1 "Yes" 0 "No"	
	F12_m_c6		The bank offers also a consultancy on strategic financial decisions	1 "Yes" 0 "No"	
	F12_m_c7		The bank has a long-lasting relationship with the firm	1 "Yes" 0 "No"	
	F12_m_c8		The bank has flexible procedures/not constrained by red tape	1 "Yes" 0 "No"	
	F12_m_c9		It was the group's main bank	1 "Yes" 0 "No"	
	F12_m_c10		Other	1 "Yes" 0 "No"	
F13		SINGLE	During the last year, was the firm willing to increase its borrowing at the same interest	1 "Yes" 2 "No" 3 "DK/DA"	
F14		SINGLE	During the last year, did the firm apply for more credit?	1 "Yes applied for it and was successful" 2 " Yes, applied for it but was not successful" 3 " No, did not apply for it " 4 "DK/DA"	
F15		SINGLE	To increase its borrowing, would the firm have been prepared to pay a higher rate of interest?	1 "Yes" 2 "No" 3 "DK/DA"	
F16	F16_m_c1	MULTIPLE	Information required - Collateral	1 "Yes" 0 "No"	
	F16_m_c2	MULTIPLE	Information required - Balance sheet information	1 "Yes" 0 "No"	
	F16_m_c3	MULTIPLE	Information required - Interviews with management on firm's policy and prospects	1 "Yes" 0 "No"	
	F16_m_c4	MULTIPLE	Information required - Business plan and firms' targets	1 "Yes" 0 "No"	
	F16_m_c5	MULTIPLE	Information required - Historical records of payments and debt service	1 "Yes" 0 "No"	
	F16_m_c6	MULTIPLE	Information required - Brand recognition	1 "Yes" 0 "No"	
	F16_m_c7	MULTIPLE	Information required - Other	1 "Yes" 0 "No"	
F17	F17_m_c1	MULTIPLE	Personal guarantees from the person who manages or owns the firm	1 "Yes" 0 "No"	
	F17_m_c2		Guarantees on assets belonging to the firm	1 "Yes" 0 "No"	
	F17_m_c3		Guarantees on assets of the Group the firm belongs to	1 "Yes" 0 "No"	
	F17_m_c4		Third party collateral (i.e. by a consortium, ...)	1 "Yes" 0 "No"	
	F17_m_c5		Other collaterals	1 "Yes" 0 "No"	
F18		SINGLE	With reference to the last year has your firm experienced an increase of the cost of debt charged?	1 "Yes" 2 "No" 3 "DK/DA"	
F23		SINGLE	During the last year did the firm benefit from financial incentives provided by the public sector?	1 "Yes" 2 "No" 3 "DK/DA"	
F24_1		QUANTITY	Please indicate the distribution of the financial incentives received in percentage terms between ... European	Percentage: 0 to 100 999 "DK/DA"	
F24_2		QUANTITY	Please indicate the distribution of the financial incentives received in percentage terms between ... National	Percentage: 0 to 100 999 "DK/DA"	

F25		SINGLE	In the same period, did the firm benefit from tax incentives?	1 "Yes" 2 "No" 3 "DK/DA"	
F26_1		QUANTITY	Please indicate the distribution of the total tax incentives received in percentage terms between ... European	Percentage: 0 to 100 999 "DK/DA"	
F26_2		QUANTITY	Please indicate the distribution of the total tax incentives received in percentage terms between ... National	Percentage: 0 to 100 999 "DK/DA"	
TEMPO_SEZ_F		QUANTITY	The time Section D ends	0 to 999999	
DURA_SEZ_F		QUANTITY	Duration of Section D	0 to 999999	
E1		QUANTITY	Can you please indicate which percentage (on average) of your firm's turnover was made up by sales of produced-to-order goods	Percentage: 0 to 100	AAA
E2	E2_m_c1	MULTIPLE	Clients - Intra-group	1 "Yes" 0 "No"	Assign a single column for each answer code.
	E2_m_c2		Clients - Other firms, in the same region.	1 "Yes" 0 "No"	
	E2_m_c3		Clients - Other firms, in the rest of the country	1 "Yes" 0 "No"	
	E2_m_c4		Clients - Other firms, abroad	1 "Yes" 0 "No"	
	E2_m_c5		Clients - Public administration	1 "Yes" 0 "No"	
	E2_m_c6		Clients - Private customers	1 "Yes" 0 "No"	
E3	E3_m_c1	MULTIPLE	Competitors - In your home country	1 "Yes" 0 "No"	Code 9 is a single choice Assign a single column for each answer code.
	E3_m_c2		Competitors - In other UE countries	1 "Yes" 0 "No"	
	E3_m_c3		Competitors - In other European countries not members of the UE (Switzerland, Norway, Russia, Turkey ...)	1 "Yes" 0 "No"	
	E3_m_c4		Competitors - China and India	1 "Yes" 0 "No"	
	E3_m_c5		Competitors - Other Asian countries (excluding China and India)	1 "Yes" 0 "No"	
	E3_m_c6		Competitors - USA and Canada	1 "Yes" 0 "No"	
	E3_m_c7		Competitors - Centre and South America	1 "Yes" 0 "No"	
	E3_m_c8		Competitors - Other areas	1 "Yes" 0 "No"	
	E3_m_c9		We haven't any competitor	1 "Yes" 0 "No"	
E5		SINGLE	Compared to your competitors, do you think that your firm's scale of production is adequate?	1 "Yes" 2 "No" 3 "DK/DA"	
E6	E6_m_c1	MULTIPLE	Factors preventing growth - Financial constraints	1 "Yes" 0 "No"	Code 7 is a single choice Assign a single column for each answer code.
	E6_m_c2		Factors preventing growth - Labour market regulations	1 "Yes" 0 "No"	
	E6_m_c3		Factors preventing growth - Legislative or bureaucratic restrictions	1 "Yes" 0 "No"	
	E6_m_c4		Factors preventing growth - Lack of management and/or organisational resources	1 "Yes" 0 "No"	
	E6_m_c5		Factors preventing growth - Lack of demand	1 "Yes" 0 "No"	
	E6_m_c6		Factors preventing growth - Other	1 "Yes" 0 "No"	
	E6_m_c7		None	1 "Yes" 0 "No"	
	E7_m_c1		Success of your firm is based on: Lowering production costs	1 "Yes" 0 "No"	

E7	E7_m_c2	MULTIPLE	Improving product quality	1 "Yes" 0 "No"	
	E7_m_c3		Broadening the range of products	1 "Yes" 0 "No"	
	E7_m_c4		Increasing brand recognition	1 "Yes" 0 "No"	
	E7_m_c5		Expanding the distribution network	1 "Yes" 0 "No"	
	E7_m_c6		Expanding the after-sales support network	1 "Yes" 0 "No"	
	E7_m_c7		Other	1 "Yes" 0 "No"	
E8		SINGLE	Has the firm gone through any form of quality certification (e.g. ISO9000) during last year?	1 " yes for products " 2 " yes for process " 3 " yes, both for products and process " 4 " No, the firm already had a quality certification " 5 " No, the firm has not gone through any quality certification " 6 "DK/DA"	
E9		SINGLE	Was the quality certification mandatory (because of international or national regulations)?	1 "Yes" 2 "No" 3 "DK/DA"	
EA		SINGLE	Always referring to the last year the product range offered by your firm has...	1 " Been widened" 2 " Remained the same" 3 " Been reduced" 4 "DK/DA"	
EB		QUANTITY	Now please think of the product category your main product belongs to. If we rank the maximum quality available in the market for this product equals to 100, how would you rate the quality of your own product?	Percentage: 0 to 100	AAA
E10		SINGLE	How do you mainly set your prices in your domestic market?	1 " prices are set as a margin over total costs" 2 " prices are set as a margin over variable costs" 3 " prices are fixed by the market" 4 " prices are regulated" 5 " other" 6 "DK/DA"	
E10A		SINGLE	Does the Head of the Group influence the pricing policy of your firm?	1 "Yes" 2 "No" 3 "DK/DA"	
E11		SINGLE	During the last year, the size of your margin has...	1 "Increased" 2 "Decreased" 3 "Remained constant" 4 "DK/DA"	
E12		SINGLE	Among the following which is the most important factor in determining the size of the margin over your costs?	1 "Responsiveness of demand for the product to variation in prices" 2 "Average margin in the industry" 3 "Macroeconomic factors (GDP, exchange rates, inflation, etc)" 4 "DK/DA"	
E15		SINGLE	Within your domestic market, the price (net of trade cost)...	1 " is the same for all customers " 2 " depends on the volume or distribution channel " 3 " is set case by case " 4 "other" 5 "DK/DA"	
E13		SINGLE	For a given good, the prices net of trade costs (declared as free-on-board price in the custom survey) are the same over all destination countries?	1 "Yes" 2 "No" 3 "DK/DA"	
	E14_m_c1		Different prices because of competition	1 "Yes" 0 "No"	
	E14_m_c2		Different prices because of demand-related factors (local tastes/ marketing / advertising costs)	1 "Yes" 0 "No"	
	E14_m_c3		Different prices because of sold quantity	1 "Yes" 0 "No"	

E14	E14_m_c4	MULTIPLE	Different prices because of trade costs	1 "Yes" 0 "No"	
	E14_m_c5		Different prices because of quality differentiation	1 "Yes" 0 "No"	
	E14_m_c6		Different prices because of differences in the tax-system	1 "Yes" 0 "No"	
	E14_m_c7		Different prices because of tariffs	1 "Yes" 0 "No"	
	E14_m_c8		Other reasons	1 "Yes" 0 "No"	
E16		SINGLE	In which currency do you set your prices in foreign countries?	1 "Euro" 2 "Domestic" 98 "Other" 99 "DK/DA"	
E17A		SINGLE	How do you deal with the exchange rate risk? Which of the following statements is similar to what your firm do?	1 "I use a foreign exchange risk protection" 2 "I do not normally hedge against exchange rate risk" 3 "The question is not applicable, as I only sell to countries with the same currency of my domestic market" 4 "DK/DA"	
E17		SINGLE	If the currency of your destination country is different than your domestic currency, how do you react to an appreciation of your domestic currency with respect to the currency of the destination country?	1 "I exit the market" 2 "I lower my prices (in domestic currency) to remain competitive" 3 "I increase the product quality" 4 "I do not change anything" 5 "Other" 6 "DK/DA"	
	rel_weight		Relative Weight		See the Users'Manual for their use
	abs_weight		Absolute Weight		See the Users'Manual for their use

ADDITIONAL VARIABLES on firms' characteristics as of the EFIGE Cross-Country Report (Altomonte, Aquilante & Ottaviano, 2012)			
Exporter		Dummy for exporter - wide definition: firm is direct exporter in 2008 or has been actively exporting in years before 2008.	
Importer of materials		Dummy for importer of intermediate goods in 2008 or before.	
Importer of services		Dummy for importer of services in 2008 or before.	
Active outsourcer		Dummy for the firm that has production activity contracts and agreements abroad.	
Passive outsourcer		Dummy for the firm that has sold some produced-to-order goods to foreign clients.	
FDI		Dummy for firm running at least part of its production activity in another country via direct investments.	
Global exporter		Dummy for firm exporting to China or India or Other Asian countries or USA or Canada or Central or South America.	
Active abroad		At least one of the above variables takes value 1.	
Total Factor Productivity		Solow residual of a Cobb-Douglas production function estimated following the semi-parametric algorithm proposed by Levinsohn and Petrin (2003), at the firm level, 2002-2008	Available on request from Bruegel previous submission of a research proposal
Labour productivity		Value added per employee, at the firm level, 2002-2008 (Amadeus)	
Unit labour cost		Labour compensation over value added, at the firm level, 2002-2008 (Amadeus)	
r_d		Dummy for R&D: firm employs more than 0 employees to R&D activities	
product_innov		Dummy for firms that carried out any product innovation in years 2007-2009	
process_innov		Dummy for firms that carried out any process innovation in years 2007-2009	
mkt_innov		Dummy for firms that carried out new to the market innovation	
organizational_innov		Dummy for firms where product/process innovation implied organizational innovation	
ln_k_l		Capital intensity as natural logarithm of capital labour ratio	
hk		Dummy for Human capital: firm has a higher share of graduate employees with respect to the national average share of graduates	
labour_flex		Dummy for Labour flexibility: firm uses part-time employment or fixed-term contracts	
credit_req		Dummy for Credit request: firm requested some more credit in the last year	
credit_obt		Dummy for Credit obtained: firm requested and obtained extra credit in the last year	
fam_managed		Dummy for family managed: firm share of managers related to the controlling family is higher than the national average	
fam_ceo		Dummy for family ceo: the ceo is the individual who controls the firm or a member of the controlling family	
for_group		Dummy for Foreign group: firm belongs to a foreign group	
decentr_management		Dummy for decentralized management: managers can take autonomous decisions in some business areas	
bonus		Dummy for bonus: the managers are rewarded also with bonus	
qual_cert		Dummy for Quality certification: the firm has gone through any quality certification during last year	
comp		Dummy for Competition from abroad: the firm has competitors abroad	

Appendix 2

Country Codes

COUNTRY CODE	COUNTRY	AREA DESCRIPTION	AREA CODE
1	Afghanistan	OTHER ASIAN COUNTRIES	5
3	Albania	OTHER EUROPEAN COUNTRIES NOT EU	3
4	Algeria	OTHER AREAS	8
5	Andorra	OTHER EUROPEAN COUNTRIES NOT EU	3
6	Angola	OTHER AREAS	8
9	Antigua	CENTRAL AND SOUTH AMERICA	7
11	Argentina	CENTRAL AND SOUTH AMERICA	7
12	Armenia	OTHER EUROPEAN COUNTRIES NOT EU	3
14	Australia	OTHER AREAS	8
15	Austria	15 UE COUNTRIES	1
16	Azerbaijan	OTHER EUROPEAN COUNTRIES NOT EU	3
18	Bahamas	CENTRAL AND SOUTH AMERICA	7
19	Bahrain	OTHER ASIAN COUNTRIES	5
20	Bangladesh	OTHER ASIAN COUNTRIES	5
21	Barbados	CENTRAL AND SOUTH AMERICA	7
22	Belgium	15 UE COUNTRIES	1
23	Belize	CENTRAL AND SOUTH AMERICA	7
24	Benin	OTHER AREAS	8
26	Bhutan	OTHER ASIAN COUNTRIES	5
27	Belarus	OTHER EUROPEAN COUNTRIES NOT EU	3
28	Bolivia	CENTRAL AND SOUTH AMERICA	7
29	Bosnia Herzegovina	OTHER EUROPEAN COUNTRIES NOT EU	3
30	Botswana	OTHER AREAS	8
31	Brazil	CENTRAL AND SOUTH AMERICA	7
32	Brunei	OTHER ASIAN COUNTRIES	5
33	Bulgaria	OTHER UE COUNTRIES	2
34	Burkina Faso	OTHER AREAS	8
35	Myanmar	OTHER ASIAN COUNTRIES	5
36	Burundi	OTHER AREAS	8
37	Cameroon	OTHER AREAS	8
38	Canada	USA AND CANADA	6
40	Cape Verde	OTHER AREAS	8
42	Chad	OTHER AREAS	8
46	Chile	CENTRAL AND SOUTH AMERICA	7
47	China	CHINA AND INDIA	4
48	Cyprus	OTHER UE COUNTRIES	2
50	Colombia	CENTRAL AND SOUTH AMERICA	7
51	Comoros	OTHER AREAS	8
52	Congo	OTHER AREAS	8
54	Cote d' Ivoire*	OTHER AREAS	8
55	Costa Rica	CENTRAL AND SOUTH AMERICA	7
56	Croatia	OTHER EUROPEAN COUNTRIES NOT EU	3
57	Cuba	CENTRAL AND SOUTH AMERICA	7
58	Denmark	15 UE COUNTRIES	1
60	Djibouti	OTHER AREAS	8
61	Dominica	CENTRAL AND SOUTH AMERICA	7
62	Ecuador	CENTRAL AND SOUTH AMERICA	7
63	Egypt	OTHER AREAS	8
65	El Salvador	CENTRAL AND SOUTH AMERICA	7
66	United Arab Emirates	OTHER ASIAN COUNTRIES	5
67	Eritrea	OTHER AREAS	8
68	Estonia	OTHER UE COUNTRIES	2

69	Ethiopia	OTHER AREAS	8
72	Fiji	OTHER AREAS	8
73	Philippines	OTHER ASIAN COUNTRIES	5
74	Finland	15 UE COUNTRIES	1
75	France	15 UE COUNTRIES	1
76	Gabon	OTHER AREAS	8
78	Gambia	OTHER AREAS	8
80	Georgia	OTHER EUROPEAN COUNTRIES NOT EU	3
81	Germany	15 UE COUNTRIES	1
82	Ghana	OTHER AREAS	8
83	Japan	OTHER ASIAN COUNTRIES	5
85	Jordan	OTHER ASIAN COUNTRIES	5
86	United Kingdom	15 UE COUNTRIES	1
87	Greece	15 UE COUNTRIES	1
88	Grenada	CENTRAL AND SOUTH AMERICA	7
91	Guatemala	CENTRAL AND SOUTH AMERICA	7
92	Guayana	CENTRAL AND SOUTH AMERICA	7
94	Guinea	OTHER AREAS	8
95	Guinea Bissau	OTHER AREAS	8
96	Equatorial Guinea	OTHER AREAS	8
97	Haiti	CENTRAL AND SOUTH AMERICA	7
99	Honduras	CENTRAL AND SOUTH AMERICA	7
101	Ireland	15 UE COUNTRIES	1
102	India	CHINA AND INDIA	4
103	Indonesia	OTHER ASIAN COUNTRIES	5
104	Iran	OTHER ASIAN COUNTRIES	5
105	Iraq	OTHER ASIAN COUNTRIES	5
106	Iceland	OTHER EUROPEAN COUNTRIES NOT EU	3
107	Israel	OTHER ASIAN COUNTRIES	5
108	Italy	15 UE COUNTRIES	1
109	Jamaica	CENTRAL AND SOUTH AMERICA	7
111	Cambodia	OTHER ASIAN COUNTRIES	5
112	Kazakhstan	OTHER ASIAN COUNTRIES	5
113	Kenya	OTHER AREAS	8
114	Kiribati	OTHER AREAS	8
115	Korea DPR	OTHER ASIAN COUNTRIES	5
116	Korea Rep. (South)	OTHER ASIAN COUNTRIES	5
117	Kuwait	OTHER ASIAN COUNTRIES	5
118	Kyrgyzstan	OTHER ASIAN COUNTRIES	5
119	Laos	OTHER ASIAN COUNTRIES	5
120	Lebanon*	OTHER ASIAN COUNTRIES	5
121	Lesotho	OTHER AREAS	8
122	Latvia	OTHER UE COUNTRIES	2
123	Liberia	OTHER AREAS	8
124	Libya*	OTHER AREAS	8
125	Liechtenstein	OTHER EUROPEAN COUNTRIES NOT EU	3
126	Lithuania	OTHER UE COUNTRIES	2
127	Luxembourg	15 UE COUNTRIES	1
129	Macedonia	OTHER EUROPEAN COUNTRIES NOT EU	3
130	Madagascar	OTHER AREAS	8
132	Malawi	OTHER AREAS	8
133	Maldives	OTHER ASIAN COUNTRIES	5
134	Malaysia	OTHER ASIAN COUNTRIES	5
135	Mali	OTHER AREAS	8
136	Malta	OTHER UE COUNTRIES	2
138	Marshall	OTHER AREAS	8
140	Mauritania	OTHER AREAS	8
141	Mauritius	OTHER AREAS	8
143	Mexico	CENTRAL AND SOUTH AMERICA	7
144	Micronesia	OTHER AREAS	8
146	Moldova	OTHER EUROPEAN COUNTRIES NOT EU	3
147	Monaco	OTHER EUROPEAN COUNTRIES NOT EU	3
148	Mongolia	OTHER ASIAN COUNTRIES	5

149	Montenegro	OTHER EUROPEAN COUNTRIES NOT EU	3
150	Morocco	OTHER AREAS	8
151	Mozambique	OTHER AREAS	8
152	Namibia	OTHER AREAS	8
153	Nepal	OTHER ASIAN COUNTRIES	5
154	Nicaragua	CENTRAL AND SOUTH AMERICA	7
155	Niger	OTHER AREAS	8
156	Nigeria	OTHER AREAS	8
157	Norway	OTHER EUROPEAN COUNTRIES NOT EU	3
159	New Zealand	OTHER AREAS	8
160	Netherlands	15 UE COUNTRIES	1
161	Oman	OTHER ASIAN COUNTRIES	5
162	Pakistan	OTHER ASIAN COUNTRIES	5
163	Palau	OTHER ASIAN COUNTRIES	5
165	Panama	CENTRAL AND SOUTH AMERICA	7
166	Papua New Guinea	OTHER AREAS	8
167	Paraguay	CENTRAL AND SOUTH AMERICA	7
168	Peru	CENTRAL AND SOUTH AMERICA	7
170	Poland	OTHER UE COUNTRIES	2
173	Portugal	15 UE COUNTRIES	1
174	Qatar	OTHER ASIAN COUNTRIES	5
176	Central African Republic	OTHER AREAS	8
177	Czech Republic	OTHER UE COUNTRIES	2
178	Yemen Rep.*	OTHER ASIAN COUNTRIES	5
181	Dominican Rep.	CENTRAL AND SOUTH AMERICA	7
183	Romania	OTHER UE COUNTRIES	2
184	Russia	OTHER EUROPEAN COUNTRIES NOT EU	3
185	Rwanda	OTHER AREAS	8
187	Samoa (West)	OTHER AREAS	8
188	San Marino	OTHER EUROPEAN COUNTRIES NOT EU	3
189	Sao Tome+Principe	OTHER AREAS	8
190	Saudi Arabia	OTHER ASIAN COUNTRIES	5
191	Senegal	OTHER AREAS	8
192	Serbia	OTHER EUROPEAN COUNTRIES NOT EU	3
193	Seychelles	OTHER AREAS	8
194	Sierra Leone	OTHER AREAS	8
195	Singapore	OTHER ASIAN COUNTRIES	5
196	Slovakia	OTHER UE COUNTRIES	2
197	Slovenia	OTHER UE COUNTRIES	2
198	Solomon	OTHER AREAS	8
199	Somalia	OTHER AREAS	8
200	Spain	15 UE COUNTRIES	1
201	Sri Lanka	OTHER ASIAN COUNTRIES	5
203	St. Kitts-Nevis	CENTRAL AND SOUTH AMERICA	7
204	St. Lucia*	CENTRAL AND SOUTH AMERICA	7
206	St. Vincent*	CENTRAL AND SOUTH AMERICA	7
207	South Africa	OTHER AREAS	8
208	Sudan	OTHER AREAS	8
209	Suriname	CENTRAL AND SOUTH AMERICA	7
211	Sweden	15 UE COUNTRIES	1
212	Switzerland	OTHER EUROPEAN COUNTRIES NOT EU	3
213	Swaziland	OTHER AREAS	8
214	Syria	OTHER ASIAN COUNTRIES	5
215	Thailand	OTHER ASIAN COUNTRIES	5
216	Taiwan	OTHER ASIAN COUNTRIES	5
217	Tajikistan	OTHER ASIAN COUNTRIES	5
218	Tanzania	OTHER AREAS	8
219	Timor - Leste	OTHER ASIAN COUNTRIES	5
221	Togo	OTHER AREAS	8
222	Tonga	OTHER AREAS	8
223	Trinidad Tobago*	CENTRAL AND SOUTH AMERICA	7
224	Tunisia	OTHER AREAS	8
225	Turkey	OTHER EUROPEAN COUNTRIES NOT EU	3

226	Turkmenistan	OTHER ASIAN COUNTRIES	5
228	Tuvalu	OTHER AREAS	8
229	Ukraine	OTHER EUROPEAN COUNTRIES NOT EU	3
230	Uganda	OTHER AREAS	8
231	Hungary	OTHER UE COUNTRIES	2
232	Uruguay	CENTRAL AND SOUTH AMERICA	7
233	USA	USA AND CANADA	6
234	Uzbekistan	OTHER ASIAN COUNTRIES	5
235	Vanuatu	OTHER AREAS	8
236	Vatican	OTHER EUROPEAN COUNTRIES NOT EU	3
237	Venezuela	CENTRAL AND SOUTH AMERICA	7
238	Vietnam	OTHER ASIAN COUNTRIES	5
242	Democratic Republic of the Congo	OTHER AREAS	8
243	Zambia	OTHER AREAS	8
244	Zimbabwe	OTHER AREAS	8
999	Do not know		9999999999