

**Documentation of
the Bundesbank Online Panel
Firms (BOP-F)**

Questionnaire 14

Waves 30, 31, 32

July, August, September 2023

Deutsche Bundesbank
Research Centre

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1 Notes

a General coding

For all questions, the following codes apply.

| Code | Output |
|-------|--|
| -9999 | Dropout: The respondent did not answer the question due to dropout. |
| -9998 | No answer: The respondent clicked "No answer" instead of answering the question. |
| -9997 | Don't know: The respondent clicked "Don't know" instead of answering the question. |
| -9996 | Does not apply: The respondent clicked "Does not apply to my enterprise" instead of answering the question. |
| -6666 | Does not apply: The question or response option was not shown to the respondent due to filters or prior item non-response. |
| -5555 | Recoded by BBk: A coding or data error that was recoded by the Bundesbank. |

b Legend for question header

Each question header includes information on the name of the question, whether it was part of the core questionnaire ("Core"), included for a specific project ("Pro"), or part of descriptive statistics ("Descript"), the broad topic and the variable name(s).

| Legend | Question name | Question source | Topic | Variable name |
|-----------|---------------|-----------------|---------------------------|------------------|
| Example 1 | 003 | Core | Perceived problems | percprob_[a-j] |
| Example 2 | 103 | Pro | Supply chains qualitative | suppchains_[a-b] |

c Question filtering and coding

Coding details, filters and conditional redirects are highlighted using [Courier](#). If questions are posed to all respondents, this is not explicitly stated. For filtered questions, the filter is listed at the top and refers to the question name, e.g.:

103 | Pro | Supply chain problems domestic or foreign | suppchain_[a-b]

Input filter: 001_d = 6 | 7 | 8 | 9 | 10

d Variable names

Variable **names** are indicated in the top right corner. If the question has multiple items, the items are indicated by underscores and a **letter**. Enumeration letters correspond to variable names. The **coding** of the variables is numeric and indicates the scale.

X01 | Core | Perceptions qualitative | percmacro_[a-i]

Question: Please consider the period from **end-June 2022** to **end-June 2023**. How did the following metrics develop in your enterprise during this period?

Note: Please select one answer for each row.

- 1 = Decreased significantly
- 2 = Decreased
- 3 = Stayed roughly the same
- 4 = Increased
- 5 = Increased significantly
- 9996 = Does not apply to my enterprise

- a = Access to intermediate inputs <i>:
- b = Current trade receivables:
- c = Current trade payables:
- d = Short-term liquidity:
- e = Need for credit financing:
- f = Access to financing sources <i>:
- g = Inventories (stock of intermediate products and finished goods):
- h = Sales <i>:
- i = Expenditure on energy and fuels:

2 List of questions

| Variable name | Topic | Number of question | Origin |
|-----------------------|---|--------------------|-----------|
| percmacro_[a-g] | Perceptions qualitative | X01 | Core |
| expmacro_[a-g] | Expectations qualitative | X02 | Core |
| percprob_[a-h] | Perceived problems | X03 | BiQ Core |
| keyrateprob_[f-r] | Development key rate probabilistic | X04A | Core |
| inflexpoint | Inflation expectations quantitative | X04B | Core |
| inflexpoint_3y | Inflation expectations quantitative – 3 years | 811A | Pro 6 |
| inflexpoint_5y | Inflation expectations quantitative – 5 years | 811B | Pro 6 |
| salespast | Sales past quarter quantitative | X05A | Core |
| salesfuture_[a-e] | Sales comparable quarter prediction | X05B | Core |
| salesprob_[a-e] | Sales comparable quarter probabilistic | X05C | Core |
| pricepast | Price change past year quantitative | X06A | Core |
| pricefuture | Price change next year quantitative | X06B | Core |
| priceunc | Price change uncertainty | X06C | Core |
| creduse1 | Microfinance credit negotiations | X07A | Core |
| creduse2_[a-f] | Microfinance negotiations result | X07B | Core |
| financingpast_[a-g] | Financing sources past | X08A | Core |
| financingfuture_[a-g] | Financing sources future | X08B | Core |
| remainliqui | Liquidity buffer | 812 | Pro F 11 |
| reg_sign_old_[a-g] | Regional significance old | 1401A | Pro Vo 31 |
| reg_ranking_old_[a-f] | Ranking regional significance | 1401B | Pro Vo 31 |
| measures_[a-g] | Reliability supply chains | 1402 | Pro Vo 31 |
| prod_costs | Cost change supply chains | 1403 | Pro Vo 31 |
| reg_sign_new_[a-g] | Regional significance new chains | 1404A | Pro Vo 31 |
| reg_ranking_new_[a-g] | Ranking new regional significance | 1404B | Pro Vo 31 |
| wageavg_[a-c] | Expected changes in wages in 2024 | 1004 | Pro 6 |
| consent | Firm characteristics implicit | D01 | Descript |
| firmemploy_[a-b] | Firm characteristics explicit employment | D02 | Descript |
| firmturnover_[a-b] | Firm characteristics explicit turnover | D03 | Descript |
| firmsector | Firm characteristics explicit economic sector | D04 | Descript |
| firmtype | Firm characteristics explicit ownership | D05 | Descript |
| firmregion | Firm characteristics explicit region | D06 | Descript |
| respondenttype_[a-k] | Characteristics of respondent | D07 | Descript |
| feedback_[a-b] | Feedback questions | F01 | Core |
| feedbackopen | Open feedback question | F02 | Core |
| panel | Panel participation | P01 | Core |
| contact | Contact | P02 | Core |

3 Introduction

000 | Core | OPENING 1

Welcome to the survey of firms conducted on behalf of the Deutsche Bundesbank.

Important information concerning the survey:

- To navigate through the survey, please only use the “Continue” button at the bottom of the screen. Please do **not** use the buttons in your browser or the back button on your phone or tablet.
- To ensure that the individual questions are displayed correctly, use an up-to-date browser such as Google Chrome, Mozilla Firefox (version 12 or later), Apple Safari (version 6 or later), Opera (version 20 or later) or Microsoft Edge. Using older browsers, particularly Internet Explorer 8 and earlier, can result in limited functionality in terms of design and ease of use.
- During the survey, there is **no** option to go back to questions previously answered. If you would like an overview of the full questionnaire, please send a request to unternehmensbefragung@bundesbank.de.
- If you have any questions, problems or comments about navigating this questionnaire, you can contact the forsa support team from Monday to Friday between 09:00 and 18:00 on the free telephone number 0800 3677202 or by email at bundesbank-unternehmensbefragung@forsa.de. If you have any questions or comments on the content of the survey, please contact the Bundesbank’s project team by telephone at +49 (0)69 9566 32080 or by email at unternehmensbefragung@bundesbank.de.

000 | Core | OPENING 2

Thank you for taking the time to complete this survey. The Deutsche Bundesbank would like to know how the economic situation in your firm has changed over time and what you are currently expecting for the future.

The survey will take roughly 15 to 20 minutes to complete. Your answers will be treated confidentially. It would be a great help to us if you answer the questions as carefully as possible.

000 | Core | OPENING 3

The Deutsche Bundesbank attaches particular importance to protecting your data. All of the information you provide will be treated confidentially in accordance with legal provisions. Only a few employees at a Bundesbank data trustee will see your survey data after pseudonymisation. Bundesbank employees will receive your data only after they have been further anonymised. Published results are completely anonymous and therefore cannot be traced back to your enterprise. Your answers will help the Deutsche Bundesbank to fulfil its statutory tasks (to learn more about the Bundesbank’s tasks, please click [here](#)).

Only effectively anonymised data can be passed on to research institutions for research purposes that are related to the Bundesbank’s tasks. You will find more information, details of how to contact the project team, and selected results of the survey on the Bundesbank’s website: www.bundesbank.de/unternehmensstudie.

Your participation in our survey is of course voluntary. By participating in this survey, you give your consent for your data to be stored, processed and shared for the purposes of the Deutsche Bundesbank fulfilling its tasks. You may withdraw your consent at any time. However, withdrawal of your consent shall not affect the lawfulness of any processing that took place on the basis of this declaration of consent before it was withdrawn.

`Input filter: if newcomer = 1`

During the survey, there will be two further requests for consent to link the survey data to business statistics and for another survey (if you would like to know more about this, please click [here](#)). Of course, you can choose not to consent to the above, though we would ask you to take part in the survey and fill in the other information. Your data will help the Deutsche Bundesbank fulfil its statutory tasks.

4 Questions

| X01 Core Perceptions qualitative percmacro_[a-i] |
|--|
| "Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue". |
| After the term "Access to intermediate inputs", an info box <i> with the following text is shown: "If access to intermediate inputs has deteriorated, please state "decreased" or "decreased significantly"." |
| After the term "Access to financing sources", an info box <i> with the following text is shown: "Access to financing sources describes the possibility of using various forms of external financing to finance your business activities, e.g. bank loans, trade credits, equity, debt securities or other financing instruments. If the possibilities of using these financing sources have deteriorated, please state "decreased" or "decreased significantly"." |
| After the term "sales", an info box <i> with the following text is shown: "Please consider your sales in the second quarter of 2023 (April to June 2023) and compare them with sales in the second quarter of 2022 (April to June 2022). In place of sales growth, banks/credit institutions should consider the development of their gross interest and commission income and their net trading income. Insurers should consider the development of their gross premiums written." |
| <p>QUESTION: Please consider the period from end-June 2022 to end-June 2023. How did the following metrics develop in your enterprise during this period?</p> <p><i>Note: Please select one answer for each row.</i></p> <p>1 = Decreased significantly 2 = Decreased 3 = Stayed roughly the same 4 = Increased 5 = Increased significantly -9996 = Does not apply to my enterprise</p> <p>a = Access to intermediate inputs <i>: b = Current trade receivables: c = Current trade payables: d = Short-term liquidity: e = Need for credit financing: f = Access to financing sources <i>: g = Inventories (stock of intermediate products and finished goods): h = Sales <i>: i = Expenditure on energy and fuels:</p> |
| X02 Core Expectations qualitative expmacro_[a-i] |
| "Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue". |
| After the term "Access to intermediate inputs", an info box <i> with the following text is shown: "If you expect access to intermediate inputs to deteriorate, please state "decrease" or "decrease significantly"." |
| After the term "Access to financing sources", an info box <i> with the following text is shown: "Access to financing sources describes the possibility of using various forms of external financing to finance your business activities, e.g. bank loans, trade credits, equity, debt securities or other financing instruments. If you expect the possibilities of using these financing sources to deteriorate, please state "decrease" or "decrease significantly"." |
| After the term "sales", an info box <i> with the following text is shown: "Please consider your expected sales in the second quarter of 2024 (April to June 2024) and compare them with sales in the second quarter of 2023 (April to June 2023). In place of sales growth, banks/credit institutions should consider the development of their gross interest and commission income and their net trading income. Insurers should consider the development of their gross premiums written." |
| <p>QUESTION: How do you expect the following metrics to develop in your enterprise from end-June 2023 to end-June 2024?</p> |

Note: Please select one answer for each row.

- 1 = Decrease significantly
- 2 = Decrease
- 3 = Stay roughly the same
- 4 = Increase
- 5 = Increase significantly
- 9996 = Does not apply to my enterprise

- a = Access to intermediate inputs <i>:
- b = Current trade receivables:
- c = Current trade payables:
- d = Short-term liquidity:
- e = Need for credit financing:
- f = Access to financing sources <i>:
- g = Inventories (stock of intermediate products and finished goods):
- h = Sales <i>:
- i = Expenditure on energy and fuels:

X03 | BiQ Core | Perceived problems | percprob_[a-h]

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

The order of the eight categories is generated randomly for each respondent.

After the term "Access to financing sources", an info box <i> with the following text is shown: "Access to financing sources describes the possibility of using various forms of external financing to finance your business activities, e.g. bank loans, trade credits, equity, debt securities or other financing instruments."

QUESTION: How problematic do you expect the following aspects will be for your enterprise over the next six months?

Note: Please select one answer for each row.

- 1 = No problem at all
- 2->4 [no label]
- 5 = An extremely pressing problem
- 9996 = Does not apply to my enterprise

- a = Lack of customer demand:
- b = High competitive pressure:
- c = Access to financing sources <i>:
- d = Access to intermediate inputs:
- e = High production/labour costs:
- f = Availability of skilled workers and experienced managers:
- g = High level of regulation/government rules (excluding coronavirus-related restrictions/closures):
- h = Closures or work restrictions due to the coronavirus pandemic:

--- | SPLIT SAMPLE 1 - OVERVIEW | RANDOMISATION 1

Randomisation dummy: *draterandom1*

The dummy *draterandom1* splits the sample into three groups of roughly equal size (1, 2, 3). This split is linked to the randomisation in waves 27-29. Firms that were assigned to one of the three randomisation groups in waves 27-29 (irrespective of whether they responded or not in the end) should be assigned to the same group in waves 30-32.

draterandom1 = 1 (firms that were in group 1 in waves 27-29 + one-third of newcomers)
draterandom1 = 2 (firms that were in group 2 in waves 27-29 + one-third of newcomers)

draterandom1 = 3 (firms that were in group 3 in waves 27-29 + one-third of newcomers)

X04A | Core | Development key rate probabilistic | keyrateprob_[a-r]

| | | | | | | | | | | | | | | | | | | | | | | | | |
|--|------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------------------|---------------|------------------|---------------|
| Input filter: <code>draterandom1 = 1 2 3</code> | | | | | | | | | | | | | | | | | | | | | | | | |
| "Don't know" and "No answer" shown as soft prompts if no value is entered and the participant clicked "Continue". | | | | | | | | | | | | | | | | | | | | | | | | |
| If no values are entered, the following error message is shown: "Please enter a value in the fields or select one of the possible responses below." | | | | | | | | | | | | | | | | | | | | | | | | |
| Values between 0 and 100 are supported. No decimals are allowed. | | | | | | | | | | | | | | | | | | | | | | | | |
| The programming of the question requires the sum of the ten variables to be 100. The current sum of all entered points is shown to the respondent when answering the question. If the sum is not equal to 100, the following error message is shown: "Please note that your answers to all scenarios have to add up to 100." | | | | | | | | | | | | | | | | | | | | | | | | |
| Fields that were left empty should be assigned 0 after moving to the next question. | | | | | | | | | | | | | | | | | | | | | | | | |
| After the term "policy rate of the European Central Bank", an info box <i> with the following text is shown: "The European Central Bank sets three different policy rates. The one currently referred to is the deposit facility rate at which commercial banks can deposit their money with the ECB in the short term." | | | | | | | | | | | | | | | | | | | | | | | | |
| QUESTION: We would now like to ask you some questions about macroeconomic developments. In your opinion, how likely is it that the <u>policy rate</u> of the European Central Bank (ECB) <i> will fluctuate within the following bands at the end of June 2024 ? | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>Note: The aim of this question is to determine how likely you think it is that something specific will happen in the future. You can rate the likelihood on a scale from 0 to 100, with 0 meaning you are certain that an event will not happen and 100 meaning that you are absolutely certain it will happen. Use values between the two extremes to moderate the strength of your opinion. Please note that your answers to the categories have to add up to 100. You can also leave fields empty; these will be saved as a 0.</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| <table> <tr> <td>r = Below 0.00%:</td> <td>[Input field]</td> </tr> <tr> <td>f = Between 0.00% and 0.50%:</td> <td>[Input field]</td> </tr> <tr> <td>g = Between 0.51% and 1.00%:</td> <td>[Input field]</td> </tr> <tr> <td>h = Between 1.01% and 1.50%:</td> <td>[Input field]</td> </tr> <tr> <td>i = Between 1.51% and 2.00%:</td> <td>[Input field]</td> </tr> <tr> <td>j = Between 2.01% and 2.50%:</td> <td>[Input field]</td> </tr> <tr> <td>k = Between 2.51% and 3.00%:</td> <td>[Input field]</td> </tr> <tr> <td>m = Between 3.01% and 3.50%:</td> <td>[Input field]</td> </tr> <tr> <td>n = Between 3.51% and 4.00%:</td> <td>[Input field]</td> </tr> <tr> <td>o = Between 4.01% and 4.50%:</td> <td>[Input field]</td> </tr> <tr> <td>p = Between 4.51% and 5.00%:</td> <td>[Input field]</td> </tr> <tr> <td>q = Above 5.00%:</td> <td>[Input field]</td> </tr> </table> | r = Below 0.00%: | [Input field] | f = Between 0.00% and 0.50%: | [Input field] | g = Between 0.51% and 1.00%: | [Input field] | h = Between 1.01% and 1.50%: | [Input field] | i = Between 1.51% and 2.00%: | [Input field] | j = Between 2.01% and 2.50%: | [Input field] | k = Between 2.51% and 3.00%: | [Input field] | m = Between 3.01% and 3.50%: | [Input field] | n = Between 3.51% and 4.00%: | [Input field] | o = Between 4.01% and 4.50%: | [Input field] | p = Between 4.51% and 5.00%: | [Input field] | q = Above 5.00%: | [Input field] |
| r = Below 0.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| f = Between 0.00% and 0.50%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| g = Between 0.51% and 1.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| h = Between 1.01% and 1.50%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| i = Between 1.51% and 2.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| j = Between 2.01% and 2.50%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| k = Between 2.51% and 3.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| m = Between 3.01% and 3.50%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| n = Between 3.51% and 4.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| o = Between 4.01% and 4.50%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| p = Between 4.51% and 5.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |
| q = Above 5.00%: | [Input field] | | | | | | | | | | | | | | | | | | | | | | | |

--- | SAMPLE SPLIT 1 – End | ---

| |
|---|
| X04B Core Inflation expectations quantitative inflexpoint |
| "Don't know" and "No answer" shown as soft prompts if no value is entered and the participant clicked "Continue". |
| Values between -100.0 and 999.0 are supported. If an invalid number is entered, the following error message is shown: "Please enter a value between -100.0 and 999.0. Only one decimal place is permitted." |
| After the term "rate of inflation", an info box <i> with the following text is shown: "Inflation is the percentage increase in the general price level. It is mostly measured using the consumer price index. A decrease in the price level is generally described as deflation." |
| QUESTION: What do you expect the <u>rate of inflation</u> <i> to be over the next twelve months ? |
| <i>Note: If you expect the price level to increase, please enter a positive percentage value. If you expect the price level to decrease, please enter a negative percentage value. Please enter a value with a maximum of one decimal place.</i> |
| [Input field]% |

--- | SPLIT SAMPLE 2 – OVERVIEW | RANDOMISATION 2

Randomisation dummy: *dsalesrandom1*

The dummy *dsalesrandom1* splits the sample into two groups of roughly equal size. Firms that were assigned to one of the two randomisation groups in the waves listed below (irrespective of whether they responded or not in the end) should be assigned to the same group again this time.

dsalesrandom1 = 1 (firms that were in group 1 in waves 27-29 + one-half of newcomers)

dsalesrandom1 = 2 (firms that were in group 2 in waves 27-29 + one-half of newcomers)

| | <i>dsalesrandom1</i> = 1 | <i>dsalesrandom1</i> = 2 |
|----------------|--------------------------|--------------------------|
| Inflexpoint_3y | X | |
| Inflexpoint_5y | | X |
| Sales | X | |

811A | Pro 6 | Inflation expectations quantitative – 3 years | inflexpoint_3y

Input filter: *dsalesrandom1* = 1

"Don't know" and "No answer" are shown as soft prompts if no value is entered and the participant clicked "Continue".

Values between -100.0 and 999.0 are supported. If an invalid number is entered, the following error message is shown: "Please enter a value between -100.0 and 999.0. Only one decimal place is permitted."

After the term "rate of inflation", an info box <i> with the following text is shown: "Inflation is the percentage increase in the general price level. It is mostly measured using the consumer price index. A decrease in the price level is generally described as deflation."

QUESTION: What do you expect the rate of inflation <i> to be on average over the next **three years**?

Note: If you expect the price level to increase on average, please enter a positive percentage value. If you expect the price level to decrease on average, please enter a negative percentage value. Please enter a value with a maximum of one decimal place.

[Input field]%

811B | Pro 6 | Inflation expectations quantitative – 5 years | inflexpoint_5y

Input filter: *dsalesrandom1* = 2

"Don't know" and "No answer" are shown as soft prompts if no value is entered and the participant clicked "Continue".

Values between -100.0 and 999.0 are supported. If an invalid number is entered, the following error message is shown: "Please enter a value between -100.0 and 999.0. Only one decimal place is permitted."

After the term "rate of inflation", an info box <i> with the following text is shown: "Inflation is the percentage increase in the general price level. It is mostly measured using the consumer price index. A decrease in the price level is generally described as deflation."

QUESTION: What do you expect the rate of inflation <i> to be on average over the next **five years**?

Note: If you expect the price level to increase on average, please enter a positive percentage value. If you expect the price level to decrease on average, please enter a negative percentage value. Please enter a value with a maximum of one decimal place.

[Input field]%

X05A | Core | Sales past quarter quantitative | salespast

Input filter: *dsalesrandom1* = 1

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

If an invalid number (negative or including a comma or period) is entered, the following error message is shown: "Please enter a positive value, without a comma or period (possible input values are 0 to 999999999)."

After the term "sales", an info box <i> with the following text is shown: "In place of sales, banks/credit institutions should state their gross interest and commission

income and their net trading income, whilst insurers should enter their gross premiums written."

QUESTION: We would now like to ask you some more questions about your enterprise. What were your enterprise's sales <i> in the **second quarter of 2023** (April to June 2023)?

Note: Please enter an amount in full thousands of euro. If your sales were €123,500, please enter only 123 in the field. If your sales were €1,234,500, please enter only 1234 in the field.

Sales (excluding VAT): [Input field],000 euro

X05B | Core | Sales comparable quarter prediction | salesfuture_[a-e]

Input filter: `dsalesrandom1 = 1`

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

Values between -100.0 and 999.9 are supported. If an invalid number is entered, the following error message is shown: "Please enter a value between -100.0 and 999.9."

Firms are expected to provide at least one number. Firms may not be forced to provide all five values.

Supported values should be monotonically non-decreasing, e.g. $a \leq b \leq c \leq d \leq e$ when all five values are non-missing. If values are NOT monotonically non-decreasing, the following message should be shown: "Please make sure your answers are ordered from the lowest value to the highest."

When programming the questionnaire, please be mindful of scenarios in which firms provide, for instance, only three values (e.g. 1, 2, 4, NA, NA; or 1, NA, 2, NA, 3) or only two values (e.g. 1, NA, NA, NA, 2; or NA, 1, 2, NA, NA).

After the term "sales", an info box <i> with the following text is shown: "In place of sales, banks/credit institutions should state their gross interest and commission income and their net trading income, whilst insurers should enter their gross premiums written."

QUESTION: What changes in your sales <i> do you consider possible from the **second quarter of 2023** (April to June 2023) to the **second quarter of 2024** (April to June 2024)? Please indicate what percentage change in your sales you would expect in the following scenarios.

Note: If you expect sales to increase, please enter a positive percentage value. If you expect sales to decrease, please enter a negative percentage value. Please make sure your answers are ordered from the lowest percentage value to the highest.

- a = The **lowest** potential percentage change would be: [Input field]%
- b = A **low** potential percentage change would be: [Input field]%
- c = A **medium** potential percentage change would be: [Input field]%
- d = A **high** potential percentage change would be: [Input field]%
- e = The **highest** potential percentage change would be: [Input field]%

X05C | Core | Sales comparable quarter probabilistic | salesprob_[a-e]

Input filter: `dsalesrandom1 = 1`

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

Values between 0 and 100 are supported. No decimals are allowed.

The programming of the question requires the sum of the five variables to be 100. The current sum of all entered points is shown to the respondent when answering the question. If the sum is not equal to 100, the following error message is shown: "Please note that your answers to all scenarios have to add up to 100."

Only those fields should be active for which a value has been provided in `sales_future_[a-e]`. If only one value has been provided, this question should not be shown.

After the term "sales", an info box <i> with the following text is shown: "In place of sales, banks/credit institutions should state their gross interest and commission income and their net trading income, whilst insurers should enter their gross premiums written."

QUESTION: How likely do you think it is that the individual scenarios for the changes in your sales <|> from the **second quarter of 2023** (April to June 2023) to the **second quarter of 2024** (April to June 2024) will materialise?

Note: The aim of this question is to determine how likely you think it is that something will happen in the future. You can rate the likelihood on a scale from 0 to 100, with 0 meaning you are certain that an event will not happen and 100 meaning that you are absolutely certain it will happen. Use values between the two extremes to moderate the strength of your opinion. Please note that your answers to the scenarios have to add up to 100.

- a = The likelihood of a change of around {salesfuture[a]}% is: [Input field]
- b = The likelihood of a change of around {salesfuture[b]}% is: [Input field]
- c = The likelihood of a change of around {salesfuture[c]}% is: [Input field]
- d = The likelihood of a change of around {salesfuture[d]}% is: [Input field]
- e = The likelihood of a change of around {salesfuture[e]}% is: [Input field]

X06A | Core | Price change past year quantitative | pricepast

Input filter: `dsalesrandom1 = 1 | 2`

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

Values between -100.0 and 999.9 are supported. Only one decimal place is permitted. If an invalid number is entered, the following error message is shown: "Please enter a value between -100.0 and 999.9. Only one decimal place is permitted."

Input filter: `dsalesrandom1 = 2`

QUESTION: We would now like to ask you some more questions about your enterprise. Please consider the period from **end-June 2022** to **end-June 2023**. Please enter the average percentage change in the prices charged for your products and services in this period.

Input filter: `dsalesrandom1 = 1`

QUESTION: Please consider the period from **end-June 2022** to **end-June 2023**. Please enter the average percentage change in the prices charged for your products and services in this period.

Note: If prices increased, please enter a positive percentage value. If prices decreased, please enter a negative percentage value. Please enter a value with a maximum of one decimal place.

[Input field]%

--- | SAMPLE SPLIT 2 – END | ---

X06B | Core | Price change next year quantitative | pricefuture

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

Values between -100.0 and 999.9 are supported. Only one decimal place is permitted. If an invalid number is entered, the following error message is shown: "Please enter a value between -100.0 and 999.9. Only one decimal place is permitted."

QUESTION: Please consider the period from **end-June 2023** to **end-June 2024**. What average percentage change in the prices charged for your products and services do you expect in this period?

Note: If you expect prices to increase, please enter a positive percentage value. If you expect prices to decrease, please enter a negative percentage value. Please enter a value with a maximum of one decimal place.

[Input field]%

X06C | Core | Price change uncertainty | priceunc

Input filter: a number provided in *pricefuture* (Question X06B)

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

Input filter: *pricefuture* > 0

QUESTION: How certain are you that the prices charged for your products and services will increase by around {*pricefuture*}% on average in the period from **end-June 2023** to **end-June 2024**?

- 1 = Very uncertain
- 2 = Rather uncertain
- 3 = Neither certain nor uncertain
- 4 = Rather certain
- 5 = Very certain

Input filter: *pricefuture* < 0

QUESTION: How certain are you that the prices charged for your products and services will decrease by around {*pricefuture*}% on average in the period from **end-June 2023** to **end-June 2024**?

- 1 = Very uncertain
- 2 = Rather uncertain
- 3 = Neither certain nor uncertain
- 4 = Rather certain
- 5 = Very certain

Input filter: *pricefuture* = 0

QUESTION: How certain are you that the prices charged for your products and services will remain roughly the same on average in the period from **end-June 2023** to **end-June 2024**?

- a = Very uncertain
- b = Rather uncertain
- c = Neither certain nor uncertain
- d = Rather certain
- e = Very certain

X07A | Core | Microfinance credit negotiations | creduse1

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "government-sponsored loans", an info box <i> with the following text is shown: "Government-sponsored loans include, for example, public sector support in the form of guarantees, reduced interest rates or funding grants."

QUESTION: In the **second quarter of 2023** (April to June 2023), did your enterprise negotiate with one or more banks with a view to taking out a loan or establishing a credit line?

Note: This does not include any government-sponsored loans <i>.

- 1 = Yes
- 2 = No

X07B | Core | Microfinance negotiations result | creduse2_[a-f]

Input filter: `creduse1 = 1`

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

QUESTION: What was the outcome of these negotiations?

Note: Please select all options that apply.

0 = Category not selected

1 = Category selected

- a = Loan/credit line was approved for the desired amount at the desired conditions (interest, collateral, etc.)
- b = Loan/credit line was approved for the desired amount but at less favourable conditions (interest, collateral, etc.)
- c = Loan/credit line was approved for a smaller amount but at the desired conditions (interest, collateral, etc.)
- d = Loan/credit line was approved for a smaller amount and at less favourable conditions (interest, collateral, etc.)
- e = No decision has yet been made regarding the loan application
- f = Loan negotiations were concluded without a deal

X08A | Core | Financing sources past | financingpast_[a-g]

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "government-sponsored loans", an info box <i> with the following text is shown: "Government-sponsored loans include, for example, public sector support in the form of guarantees, reduced interest rates or funding grants."

QUESTION: Has your enterprise used the following financing sources over the past **three months**?

Note: Please select an answer for each row. Please consider the last three full calendar months when answering this question.

1 = Yes

2 = No, but used prior to this period

3 = No, never used to date

- a = Retained earnings:
- b = Bank loans (excluding overdrafts):
- c = Overdrafts:
- d = Government-sponsored loans <i>:
- e = Trade credits (including advances and trade payables):
- f = Equity:
- g = Other instruments (debt securities, other loans (including to affiliated enterprises), leases/hire purchase and factoring):

X08B | Core | Financing sources future | financingfuture_[a-g]

Input filter: only show items with *financingpast_[a-g] = 2 | 3*

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "government-sponsored loans", an info box <i> with the following text is shown: "Government-sponsored loans include, for example, public sector support in the form of guarantees, reduced interest rates or funding grants."

QUESTION: Is your enterprise planning to use the following financing sources over the next **three months**?

Note: Please select an answer for each row. Please consider the next three calendar months when answering this question.

1 = Yes

2 = No, but there are plans to use them at a later point in time

3 = No, no use at all planned

a = Retained earnings:

b = Bank loans (excluding overdrafts):

c = Overdrafts:

d = Government-sponsored loans <i>:

e = Trade credits (including advances and trade payables):

f = Equity:

g = Other instruments (debt securities, other loans (including to affiliated enterprises), leases/hire purchase and factoring):

812 | Pro F11 | Liquidity buffer | remainliqui

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "liquidity", an info box <i> with the following text is shown: "Liquid funds comprise funds - such as cash, bank balances, cheques, etc. - that are used in particular to settle day-to-day business payments. If an enterprise no longer has enough liquid funds to cover its running costs, it may experience payment difficulties or even insolvency."

QUESTION: Based on the situation today and the most plausible scenario, for how long a period will your enterprise continue to have sufficient liquidity <i> before having to discontinue or abandon its business activities?

Note: Please select the answer that is most applicable.

1 = Up to one month

2 = Up to two months

3 = Up to six months

4 = Up to twelve months

5 = We generally have sufficient liquidity

-9996 = Does not apply to my enterprise

1401A | Pro Vo 31 | Regional significance old | reg_sign_old_[a-g]

"Don't know" and "No answer" are shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "supply chains", an info box <i> with the following text is shown: "Supply chains here comprise all suppliers of intermediate inputs and commercial goods from inside and outside Germany. In the case of international supply chains, it is irrelevant whether the products are purchased directly or indirectly via (domestic or foreign) intermediaries outside Germany."

QUESTION: Which of the following regions have been of importance to your enterprise's international supply chains <i> over the past **two years**?

Note: Please select up to three regions.

0 = Category not selected

1 = Category selected

a = EU (excluding Germany):

b = Rest of Europe (excluding EU):

c = China:

d = Asia (excluding China):

e = North America:

f = Other regions:

g = No international supply chains:

1401B | Pro Vo 31 | Ranking regional significance | reg_ranking_old_[a-f]

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "supply chains", an info box <i> with the following text is shown: "Supply chains here comprise all suppliers of intermediate inputs and commercial goods from inside and outside Germany. In the case of international supply chains, it is irrelevant whether the products are purchased directly or indirectly via (domestic or foreign) intermediaries outside Germany."

Input filter: only show regions selected in reg_sign_old (if two or three items are selected). The initial order of the selected regions is generated randomly.

QUESTION: How important have the regions you selected been for your enterprise's international supply chains <i> over the past **two years**?

Note: Please rank the regions in descending order of importance.

a = EU (excluding Germany):

b = Rest of Europe (excluding EU):

c = China:

d = Asia (excluding China):

e = North America:

f = Other regions:

1402 | Pro Vo 31 | Reliability supply chains | measures_[a-g]

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

Input filter: if reg_sign_old_[a-f]=1

QUESTION: Has your enterprise implemented one or more of the following **measures** to improve the reliability of its supply chains, or is it planning to do so?

Note: Please select one answer for each row.

1 = Implemented in 2021, 2022 or 2023

2 = Planned for 2023 or 2024

3 = Neither implemented nor planned

-9996 = Does not apply to my enterprise

- a = Expansion of storage capacity:
- b = Improved monitoring of supply chains:
- c = Expansion of supply network to include additional suppliers:
- d = Replacement of former suppliers with new suppliers:
- e = Replacement of former suppliers with own production:
- f = Shift of regional focus among current suppliers:
- g = Shortening of delivery routes:

1403 | Pro Vo 31 | Cost change supply chains | prod_costs

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

Input filter: if measures = 1 | 2

After the term "production costs", an info box an info box <i> with the following text is shown: "Production costs comprise the costs incurred through the production of goods or the provision of services. Aside from procurement costs, these also include manufacturing costs, inventory costs and sales costs, for example."

QUESTION: What impact do you expect the supply chain improvement measures you selected to have on your enterprise's **production costs** <i>? Production costs are likely to:

Note: Please select one answer.

- 1 = decrease sharply [by 10% or more]
- 2 = decrease significantly [by 5% to 9 %]
- 3 = decrease markedly [by 2% to 4%]
- 4 = remain largely unchanged [change of +/- 1%]
- 5 = increase markedly [by 2% to 4%]
- 6 = increase significantly [by 5% to 9%]
- 7 = increase sharply [by 10% or more]?

1404A | Pro Vo 31 | Regional significance new chains | reg_sign_new_[a-g]

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

Input filter: if measures_[c-f] = 1 | 2

QUESTION: With regard to restructuring supply chains, which of the following regions is your company focusing its attention on?

Note: Please select up to three regions.

- 0 = Category not selected
- 1 = Category selected

- a = Germany:
- b = EU (excluding Germany):
- c = Rest of Europe (excluding EU):
- d = China:
- e = Asia (excluding China):
- f = North America:
- g = Other regions:

1404B | Pro Vo 31 | Ranking new regional significance | reg_ranking_new_[a-g]

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

Input filter: only show regions selected in reg_sign_new (if two or three items are selected). The initial order of the selected regions is generated randomly.

QUESTION: How important were the regions you selected with regard to restructuring supply chains?

Note: Please rank the regions in descending order of importance.

a = Germany:
b = EU (excluding Germany):
c = Rest of Europe (excluding EU):
d = China:
e = Asia (excluding China):
f = North America:
g = Other regions:

1004 | Pro 6 | Expected changes in wages in 2024 | wageavg_[a-c]

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

Supported values are ≥ 0 . No decimals are allowed. If an invalid number (negative or including comma or a period) is entered, the following error message is shown: "Please enter a valid value, without a comma or period (possible input values are 0 to 9,999,999)."

QUESTION: What was the annual average salary of your employees in **2022** and what is it **currently**?
And what annual average salary do you expect for **2024**?

Note: Please take into account the pay of all employees (i.e. full-time, part-time and low-paid) as well as all bonuses, special payments and one-off payments. Please indicate the average annual gross salary.

a = 2022: ...,000 euro gross per year
b = Now: ...,000 euro gross per year
c = 2024: ...,000 euro gross per year

5 Descriptive questions

D01 | Descript | Firm characteristics implicit | firmid

Input filter `newcomer = 1`

QUESTION: The information collected needs to be categorised in order to complete it. When evaluating the survey data, the Bundesbank would therefore like to merge this information with data it has on record to fulfil its tasks and which are kept in a separate database of enterprises at its premises in Frankfurt am Main, Germany. If you do not consent to this, the Bundesbank will rely on you to categorise this information yourself by means of additional questions. As you can see there, these data relate to the size, balance sheet, legal form, economic sector and other structural details of your enterprise. Your consent is required to merge these data with the survey data.

The data records will be merged at a data trustee – the Deutsche Bundesbank’s Data Service Centre (DSC). The security of your data is ensured when this information is subsequently processed at the DSC. Your consent is of course voluntary. You may withdraw it at any time. However, withdrawing your consent shall not affect the lawfulness of any processing that has taken place on the basis of this declaration of consent before it was withdrawn.

1 = Yes, consent granted.

2 = No, consent not granted.

3 = I am not authorised to grant consent.

D02 | Descript | Firm characteristics explicit employment | firmemploy

Input filter `newcomer = 1 | ask_again = 1`

“Don’t know” and “No answer” shown as soft prompts if no response is selected and the participant clicked “Continue”.

Supported values are ≥ 0 . No decimals are allowed. If an invalid number (negative or including comma or a period) is entered, the following error message is shown: “Please enter a valid value, without a comma or period (possible input values are 0 to 999999).”

QUESTION: Approximately how many employees did your enterprise have on **31 December 2022**?

[Input field]

D03 | Descript | Firm characteristics explicit turnover | firmturnover

Input filter `newcomer = 1 | ask_again = 1`

“Don’t know” and “No answer” shown as soft prompts if no response is selected and the participant clicked “Continue”.

Supported values are ≥ 0 . No decimals are allowed. If an invalid number (negative or including comma or a period) is entered, the following error message is shown: “Please enter a valid value, without a comma or period (possible input values are 0 to 999999999).”

After the term “sales”, an info box *<i>* with the following text is shown: “In place of sales, banks/credit institutions should state their gross interest and commission income and their net trading income, whilst insurers should enter their gross premiums written.”

QUESTION: What were the sales *<i>* of your enterprise in **2022**?

Note: Please enter an amount in full thousands of euro. If your sales were €123,500, please enter only 123 in the field. If your sales were €1,234,500, please enter only 1234 in the field.

Sales (excluding VAT) in 2022: [Input field],000 euro

D04 | Descript | Firm characteristics explicit economic sector | firmsector

Input filter *newcomer* = 1

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

After the term "economic sector", an info box <i> with the following text is shown: "All economic sectors as classified in the IAB Establishment Panel are listed here."

After the term "Agriculture, hunting and forestry, fishing", an info box <i> with the following text is shown: "Crop and animal production, hunting and related services; forestry and logging; fishing and aquaculture."

After the term "Mining and quarrying, electricity and water supply", an info box <i> with the following text is shown: "Mining of coal and lignite; petroleum and natural gas extraction; mining of metal ores; other mining and quarrying; mining support service activities; electricity, gas, steam and air conditioning supply; water supply."

After the term "Manufacture of non-durable consumer products", an info box <i> with the following text is shown: "Manufacture of textiles; apparel; leather, leather goods and shoes; wood and of products of wood and cork, except furniture; paper and paper products; printing; reproduction of recorded media."

After the term "Manufacture of industrial goods", an info box <i> with the following text is shown: "Coke and refined petroleum products, manufacture of: chemical products; pharmaceutical products; rubber and plastic products; other non-metallic mineral products; metal production and processing."

After the term "Manufacture of capital and durable consumer goods", an info box <i> with the following text is shown: "Machinery and equipment; manufacture of motor vehicles and motor vehicle parts, other transport equipment, other manufacturing, repair and installation of machinery and equipment; fabricated metal products; computers and electronic and optical products; electrical equipment; furniture."

After the term "Information and communication", an info box <i> with the following text is shown: "Publishing activities; film, video and television programme production; cinemas; sound recording and music publishing activities; programming and broadcasting activities; telecommunication; computer programming, consultancy and related activities; information service activities."

After the term "Financial and insurance activities", an info box <i> with the following text is shown: "Provision of financial services; insurance, reinsurance and pension funding (excluding compulsory social security); activities auxiliary to financial and insurance services."

After the term "Business support, scientific and other professional services", an info box <i> with the following text is shown: "Real estate activities; legal and accounting activities; activities of head offices, management consultancy; architectural and engineering activities; technical testing and analysis; research and development; advertising and market research; other professional, scientific and technical activities; veterinary activities; rental and leasing activities; employment activities; travel agency, tour operator reservation service and related activities; security and investigation activities; services to buildings and landscape activities; office administrative, office support and other business support activities."

After the term "Other service activities", an info box <i> with the following text is shown: "Creative, arts and entertainment activities; libraries, archives, museums and other cultural activities; gambling and betting activities; sports activities and amusement and recreation activities; repair of computers and personal and household goods; other personal service activities."

QUESTION: To which economic sector <i> could your enterprise **best** be assigned?

Note: Please select one answer.

- 1 = Agriculture, hunting and forestry, fishing <i>
- 2 = Mining and quarrying, electricity and water supply <i>
- 3 = Sewerage and waste management
- 4 = Food products, beverages and tobacco
- 5 = Manufacture of non-durable consumer products <i>
- 6 = Manufacture of industrial goods <i>
- 7 = Manufacture of capital and durable consumer goods <i>
- 8 = Construction
- 9 = Wholesale, sale and repair of motor vehicles
- 10 = Retail (except of motor vehicles and motorcycles)

11 = Transportation and warehousing
12 = Information and communication <i>
13 = Accommodation and food service activities
14 = Financial and insurance activities <i>
15 = Business support, scientific and other professional services <i>
16 = Education
17 = Health and social services
18 = Other service activities <i>
19 = Activities of membership, religious and other organisations (excluding social work activities and sport)
20 = Public administration, defence, social security

D05 | Descript | Firm characteristics explicit ownership | firmtype

Input filter: `newcomer = 1`

QUESTION: How would you describe your enterprise?

Note: Please select all answers that apply.

1 = Yes

2 = No

- a = Independent profit-driven enterprise with financial autonomy
- b = Branch of another enterprise
- c = Subsidiary of another enterprise
- d = Non-profit institution
- e = Family business

D06 | Descript | Firm characteristics explicit region | firmregion

Input filter: `newcomer = 1`

QUESTION: In which federal state is your enterprise's head office in Germany based?

1 = Baden-Württemberg

2 = Bavaria

3 = Berlin

4 = Brandenburg

5 = Bremen

6 = Hamburg

7 = Hesse

8 = Mecklenburg-West Pomerania

9 = Lower Saxony

10 = North Rhine-Westphalia

11 = Rhineland-Palatinate

12 = Saarland

13 = Saxony

14 = Saxony-Anhalt

15 = Schleswig-Holstein

16 = Thuringia

D07 | Descript | Characteristics of respondent | respondenttype_[a-k]

No input filter

QUESTION: We would now like to learn more about your role in your enterprise. In which area of your enterprise do you work?

Note: Please select all answers that apply.

1 = Yes

2 = No

- a = Management board
- b = Finance/control/accounting
- c = Sales/marketing/communication

d = Another area (please specify): respondenttype_e

QUESTION: Which job title best describes your role?

Note: Please select all answers that apply.

1 = Yes

2 = No

f = Owner/managing director/executive board member/holder of general commercial power of attorney

g = Head of department

h = Team leader

i = Administrator

j = Other (please specify): respondenttype_k

F01 | Core | Feedback questions | feedback_[a-b]

No input filter

"Don't know" and "No answer" shown as soft prompts if no response is selected and the participant clicked "Continue".

QUESTION: How **difficult** did you find the survey overall?

- 1 = Very difficult
- 2 = Somewhat difficult
- 3 = Partly difficult/partly easy
- 4 = Somewhat easy
- 5 = Very easy

QUESTION: How did you find the **length** of the survey?

- 1 = Far too long
- 2 = Somewhat too long
- 3 = Just right
- 4 = Somewhat too short
- 5 = Far too short

F02 | Core | Open feedback question | feedbackopen

No input filter

QUESTION: Thank you for taking part in the survey of firms. If you have any suggestions or criticism about the survey, please let us know here.

- 1 = [Input field]
- 2 = No, nothing/no answer

7 Willingness to participate

P01 | Core | Panel participation | panel

Input filter: *newcomer* = 1

QUESTION: In order to find out how your enterprise is dealing with the current economic challenges and to see how your enterprise develops over the next few years, we would, going forward, like to invite you to complete additional surveys at intervals of three months. We will need to keep your contact details on file so that we can get in touch with you about the new surveys. To do this, we require your consent under the German Data Protection Act (*Datenschutzgesetz*).

Your contact details will be kept separately from the questionnaire and solely for the purpose of this further survey. They will never be traced back to the answers you have provided. Your information will remain anonymous as described above and your data will never be passed on to third parties. Once the final survey has been completed, your contact details will be permanently deleted. The data protection statement on the processing of personal contact details, as well as contact details for the data protection officer and information about the rights of data subjects can be found in the general data protection notice at <https://www.bundesbank.de/en/bundesbank/research/survey-on-firms/survey-on-the-expectations-of-firms-855892>

We would be very grateful if you decided to continue participating in our research project. Of course, this is also voluntary and you can withdraw your consent at any time.

I agree that my address may be kept on file for further surveys:

1 = Yes

2 = No

P02 | Core | Contact | contact

Input filter: *newcomer* = 1

QUESTION: To make it easier for us to contact you about new surveys, please provide us with an email address that we can use to contact your enterprise. This email address will not be used for any other purpose and will be treated with the same level of confidentiality as your other contact details.

Note: Please type your email address in the text field.

[Input field]

-9998 No answer