

**ZA5939**

**IWH FDI Micro Database –  
Survey of multinational affiliates in East Germany  
and selected Transition Economies  
(2012)**

**Fragebogen:**

**"Neue Bundesländer" (NBL) - "New Federal States"  
[Ostdeutschland - East Germany]**

## IWH-FDI Micro Database

## Scientific Use File of the

## Questionnaire 2012

Survey of Enterprises 2012  
in East Germany

Differences between the original data set and the scientific use file are highlighted in red.

---

**Halle Institute for Economic Research (IWH)**

Kleine Märkerstraße 8  
06108 Halle (Saale) · Germany

**Contact:**

*Andrea Gauselmann, Philipp Marek and Björn Jindra*

Research area „Knowledge and Innovation“

Tel: +49-(0) 345-7753-862

Fax: +49-(0) 345-7753-779

E-mail: [fdisupport@iwh-halle.de](mailto:fdisupport@iwh-halle.de)

## Part I

1. The first part of the survey deals with general key data of your enterprise How many employees do currently work in your firm?

Note: **This information was dropped.**

*Note: The number of employees entails full and half time employees, however, no internships, leasing workers or temporary personnel.*

Number of employees	Today

2. How will the number of employees develop in 2013 in comparison to the current year?

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

Note: **This data is completely available.**

3. Please give an approximation of the total turnover of your firm expected in 2013.

*Note: In case your establishment is a bank, turnover is the sum of earnings from brut interest and commission/fees from own and commission business. In case of an insurance company, turnover is the sum of earnings from premium. The turnover relates to the current calendar year, if this does not apply to your firm please indicate the turnover for the corresponding fiscal year.*

Total turnover of your firm	Yes	No
≤ € 2 million		
≤ € 10 million		
≤ € 50 million		
> € 50 million		

4. How will the total turnover develop in 2011 in comparison to the current year?  
Please indicate the option ☒ that applies.

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

Note: **This data is completely available.**

5. Please indicate the expected share of exports in total sales of your firm for 2012.

	2012
Share of exports in total sales	

Note: **This information was dropped.**

6. How will the share of exports in total sales develop in 2013 in comparison to the current year? Please indicate the option ☒ that applies.

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase
Note: <b>This data is completely available.</b>				

## Part II

7. The second part of the survey deals with investments of your enterprise. Did your firm undertake or does it plan to undertake any investment in East Germany in 2013?

	Yes	No
Note: <b>This data is completely available.</b>		
Investment activity in 2012		

If your answer to question 7 was „No”, please go on with question 10.

8. If you undertook or plan to undertake investment in East Germany in 2012, please indicate the approximate share of total investment that was directed at expanding the business.

*Note: Investment directed at expanding the business rather than existing capital stock includes investment in new buildings, machinery, equipment, and software.*

	2013
Note: <b>Percentage values are split into four categories.</b>	
1. Zero	
2. up to 25%	
3. up to 50%	
4. more than 50%	
Share of investment directed at business expansion (in %)	

9. How will your firms' investment in Germany develop in 2013 in comparison to the current year?

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase
Note: <b>This data is completely available.</b>				

**10. Did your firm undertake any foreign direct investment in the period from 2010 to 2012?**

*Note: Foreign direct investment involves the acquisition of a minimum of 10 per cent of equity in an existing legally independent enterprise abroad or the creation of a legally independent subsidiary/affiliate under your own control abroad. We do not refer to a subsidiary/affiliate under control of any foreign and/or West German shareholder of your firm.*

	Yes	No
Note: <b>All data concerning outward FDI were dropped due to reanonymization aspects.</b>		
Foreign direct investment 2010 - 2012		

**If your answer to question 10 was „No”, please go on with question 12.**

**11. How will the foreign direct investement develop from 2013 to 2015 compared to the last 3 years (2010-2012)?**

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase
Note: <b>All data concerning outward FDI were dropped due to reanonymization aspects.</b>				

**Part III**

The next part of the survey deals with research and development (R&D). This refers to experimental or theoretical work undertaken to acquire new knowledge and general applicable insights for use in development. We differentiate between intra-mural R&D implemented by your enterprise and extra-mural R&D services contracted out to another unit, external firm or organisation. The subsequent questions refer to R&D undertaken during the last three years from 2010 to 2012.

**12. Did your firm acquire or integrate any new technologies in the period from 2010 to 2012? Please indicate the option ☒ that applies.**

	Yes	No
Note: <b>This data is completely available.</b>		
Expenditures for R&D performed within your enterprise 2010-2012		

**If question 12 „No”, then offer only the three last answering-options at question 13.**

**13. How will the expenses of your firm for R&D develop in 2013 compared tot he last year?**

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase
Note: <b>This data is completely available.</b>				

#### 14. How many of your firms' employees work in the area of R&D currently?

*Note: All persons employed directly on R&D should be counted, as well as those providing direct services such as R&D managers, administrators, and clerical staff. Please indicate the number in full time equivalence..*

2012	
Note: Data transformed into percentage values due to reanonymization aspects. Percentage values are split into four categories.	
1. Zero 2. up to 5% 3. up to 20% 4. more than 20%	
Number of R&D employees	

If question 14 „0/zero“, offer only the last 3 answering-options.

#### 15. How will your firm's number of R&D employees develop in 2009 in comparison to the current year? Please indicate the option ☒ that applies.

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase
Note: This data is completely available.				

### Part IV

The next part of the survey deals with the implementation of innovations in your enterprise. Innovations need to be implemented by your enterprise but can be developed mainly by your enterprise, other units of your enterprise group or external firms and organisations. The innovation must be new or significantly improved to your enterprise, not necessarily new to the market or the world. The subsequent questions refer to R&D undertaken during the last three years from 2010 to 2012.

#### 16. Did your firm implement any product innovation(s) in the period from 2010 to 2012?

*Note: A product innovation is the introduction of a good or service that is new or significantly improved with respect to its characteristics or intended uses. This includes significant improvements in technical specifications, components and materials, incorporated software, user friendliness or other functional characteristics. Purely aesthetic modifications of products (such as colour, style, and packaging) are no product innovation. The pure sale of an innovation that was neither developed nor produced in your firm does not constitute a product innovation in that sense.*

	Yes	No
Product innovation(s) 2010-2012		

#### 17. Does your firm plan on introducing any new or improved products from 2013 to 2015?

	Yes	No
Product innovation(s) 2013-2015		

If question 16 „No“, first question 17, then go to question 20. Otherwise first question 17,

then go to question 18.

**18. Please approximate the share of new or significantly improved products in your enterprise's total sales in 2012 until now.**

% in 2012

Note: **Percentage values are split into four categories.**

1. Zero
2. up to 10%
3. up to one third
4. more than one third

Share of new or significantly improved products in total sales

**19. How will the share of product innovations of total sales in your firm develop in 2013 compared to the current year?**

Strongly decrease

Decrease

Remain unchanged

Increase

Strongly increase

Note: **This data is completely available.**

**20. From the perspective of your enterprise, how should the legal R&D and innovation support be implemented in the future in order to be competitive at an international level? Please choose between „Yes“, „No“ and „I Don't Know“.**

Yes

No

I Don't Know

Note: **This information was dropped.**

Continuation of purely project-based funding for single or cooperative projects

Replacement of the project-based support by an introduction of a tax allowance

Combination of a new tax allowance and project-based funding

## Ending of the Survey

To gain further general key data from your enterprise without querying them, the IWH could bring together data from the survey of income and program participation of the Federal Employment Agency with the current survey. For reasons of data protection, this can not be done without your agreement, which I ask you for sincerely. Of course you can cancel your agreement at any point in time. The regulations of data protection and anonymous result description are being used for these data as well.

**21. Do you agree, that we add the data of the Federal Employment Agency?**

*Note: What kind of data are meant? Data of the Federal Employment Agency, concerning for example enterprise size or qualification structure. No data about payments to annuity insurance.*

Yes

No

Note: **This information was dropped.**

Agreement of matching data

22. Thanks a lot for your valuable information and time. Would you like to receive a short form of the surveys results?

Yes

No

Note: **This information was dropped.**

If question 22 „No“, go to 23.

23. Please, tell us your contact information.

Note: **This information was dropped.**

Email-Address / Fax