Thank you for considering to take part in this important survey on businesses' investment and investment finance decisions on behalf of the European Investment Bank (EIB Group).

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

When answering the questions, please use your finalised accounts from the last financial year (i.e. 2025), even if your accounts are not yet filed. If you are unsure of any of the information, please give your best estimate.

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

Your responses will be confidential, and your identity will not be disclosed in any published reports. Your data will only be accessed by Ipsos and the EIB research teams.

1. In the last financial year, what was the approximate turnover of your business? *Turnover is the total amount received in respect of sales of goods and services.*	€ _____ **in last financial year**
2. In the last financial year, how much did your business invest in each of the following with the intention of maintaining or increasing your company's future earnings? a. Land, business buildings and infrastructure b. Machinery and equipment c. Research and Development (including the acquisition of intellectual property) d. Software, data, IT networks and website activities e. Training of employees f. Organisation and business process improvements such as restructuring and streamlining *For those which do not apply, please write in zero.*	a. €_____ b. €_____ c. €_____ d. €_____ e. €_____ f. €_____ **Total €** _____ **in last financial year**
3. Approximately what proportion of the total investment in the last financial year included measures specifically intended to improve energy efficiency in your organisation?	_____% **in last financial year**

Please answer Q2 to Q4 if you invested in the last financial year 4. What proportion of the business' <u>total</u> investment spend in the last financial year was for each of these? *The total should add up to 100%* a. Developing or introducing new products, processes or services b. Replacing capacity (including existing buildings, machinery, equipment and IT) c. Expanding capacity for existing products/services d. Other	*For those which do not apply, please write in zero* a. _____% b. _____% c. _____% d. _____%
5. Approximately what proportion of your investment in the last financial year was financed by each of the following? *The total should add up to 100%* a. Internal funds or retained earnings (e.g. cash, profits) b. External Finance (e.g. financing from banks, private or public equity) c. Intra-group Funding e.g. Loan from parent company (if applicable)	a. _____% b. _____% c. _____%
6. How many people did your company employ either full or part time at all its locations at the beginning of 2023? Please include both full-time and part-time employees working 12 hours or more. Please include freelancers working regularly for your company. Full-time and part-time employees should each count as one employee. Employees working less than 12 hours per week should be excluded.	_____
7. Overall, how many staff does your company employ to assess and comply with mandatory or voluntary regulatory requirements and standards and to fulfil reporting requirements related to those? Please include freelancers working regularly for your company in this role. Full-time and part-time employees should each count as one employee. Employees working less than 12 hours per week should be excluded.	_____
8. Which of the following, if any, apply to your company?	a. More than 50% of your company's owners are women. b. 40% or more of your company's senior management are women.

The following questions are to help us understand the economic value added (EVA) of your company, i.e. the difference between the value of all inputs and the price at which the products/ services of your company are sold. 9. In the last financial year, what was the value of the business' total fixed assets? *Please include tangible and intangible assets (e.g. buildings, equipment, vehicles, patents, trademarks and copyright) but exclude financial assets such as cash or bank accounts.*	€_____ **total fixed assets**
10. How much did the company spend on wages in the last financial year? Please note we are referring to gross wages including all benefits and benefits in kind (i.e. including various types of non-wages compensation provided to employees in addition to their normal wages or salaries)	€ _____ **on wages**
11. In the last financial year, how much did your company spend on energy (oil, gas, electricity, fuel for vehicles)?	**Total €** _____ **in last financial year**
12. Approximately how much profit or loss before tax did the company make as a percent of turnover in the last financial year? (Please refer to earnings before interest and tax) *Please indicate if the figure refers to a profit or loss.*	**profit or loss** Under 2% 2% to less than 5% 5% to less than 10% 10% to less than15% 15% or more