



BANCA D'ITALIA
EUROSISTEMA

Supplements to the Statistical Bulletin

Sample Surveys

Survey of Industrial and Service Firms

2008

New series

Year XIX - July 2009

Number

38

CONTENTS

	page
Introduction	5
I – Labour, capital and output in non-construction industrial firms and in non-financial private service firms	6
I.1 Employment.....	6
I.2 Turnover and operating results	9
I.3 Investment and capacity utilization.....	11
II – Focus topics relating to service firms and non-construction industrial firms	13
II.1 The recession and its impact on the corporate sector	13
II.2 Ownership, organization and governance	15
II.3 Supplementary pension plans: the firm’s point of view	16
II.4 Some aspects of corporate financing	17
II.5 Energy efficiency and environmental protection	18
II.6 Civil actions	19
III – The construction industry	20
III.1 Employment, output and financial situation.....	20
III.2 Public works.....	21
III.3 Obstacles to undertaking public works	22
Appendix A: Methodological Notes	23
Appendix B: Statistical Tables	37
Appendix C: Questionnaire	71

This publication contains the main findings of the Bank of Italy's survey of industrial and service firms conducted in the early months of 2009. The data have already been commented in the Bank's Annual Report published on 29 May this year. An in-depth analysis of the effects of the economic and financial crisis on Italy's productive system based on the survey findings will be published in a forthcoming issue of Occasional Papers (Questioni di economia e finanza).

All the Bank's branches assisted in the survey, being directly responsible for collection of the data. This edition of Supplements to the Statistical Bulletin was written by Matteo Bugamelli, Leandro D'Aurizio, Caterina Di Benedetto, Giuseppe Ilardi, Raffaele Tartaglia Polcini and Giordano Zevi. Stefania Coscarella helped with the editing and the tables.

The data are used exclusively for the purpose of economic analysis and have been handled and processed in aggregate form, in full compliance with Italy's law on the treatment of personal information.

We would like to thank all the firms that agreed to take part, providing the information requested in the course of long and demanding interviews.

SURVEY OF INDUSTRIAL AND SERVICE FIRMS

Introduction¹

The interviews for the sample survey of industrial and service firms with 20 employees and over for the year 2008 were conducted in February and April 2009.

The sample consists of 2,901 non-construction industrial firms, 1,051 non-financial private service firms and 476 construction companies, representing 7.9, 3.6 and 6.0 per cent of their respective reference populations. The largest firms are over-sampled as this produces more accurate estimates of the totals of the main aggregates (employment, turnover, and investment) and of their fluctuations over a period of time.² This imbalance is then taken into account during estimation. As a result of the bigger sampling fraction of large firms,³ the three samples account respectively for 27.9, 21 and 21.2 per cent of payroll employment in the reference populations; firms with 20 employees and over represent a substantial share of the sectoral aggregates (Table 1).

Table 1

**Payroll employment, turnover and investment in firms with 20+ employees
compared with the economy as a whole**
(per cent)

	Payroll employment	Turnover	Investment
Non-construction industry.....	69.9	81.4	77.6
Non-financial private service firms	58.4	50.1	57.8
Construction firms.....	31.6	31.6	19.1

Sources: *Rilevazione sulle piccole e medie imprese e sull'esercizio di arti e professioni* and *Rilevazione sul sistema dei conti delle imprese*, Istat, 2006.

This report describes the salient features and main findings of the survey. Table 2 gives a summary of the estimates of the main aggregates. Section I presents data on the activity of service firms and non-construction industrial firms, while Section II discusses some individual topics. This edition of the survey looks at the economic and financial crisis, problems of the civil justice system, and outlays on energy efficiency and environmental protection. Section III is devoted to the construction sector.

The Methodological Notes (Appendix A) describe the composition of the sample and the universe, the sampling design, the collection of data and the estimation and weighting procedures. They also provide information on response behaviour, data quality, and data processing by external researchers. The statistical tables and the questionnaires used can be found in Appendices B and C.

¹ There may be discrepancies between some of the calculations based on data from previous surveys and the data published in earlier editions of this Supplement as a result of progressive revisions of the database.

² See the Methodological Notes for the properties of the estimators (Appendix A).

³ This is the ratio of the number of firms sampled to the respective reference population. The latter is obtained from Istat's statistical records of firms in business (updated to 2006).

Table 2

Main findings of the survey
(per cent)

	Change 2008/2007			Change 2009/2008 (forecast)		
	Average employment	Turnover (a)	Investment (a)	Average employment	Turnover (a)	Investment (a)
Sector						
Non-construction industry	-0.7	-2.8	0.4	-3.3	-4.5	-18.2
of which: manufacturing ...	-0.7	-2.5	0.1	-3.5	-7.0	-21.2
Non-financial private services..	0.9	-1.8	-3.5	-0.7	-3.0	-4.5
Geographical area^(b)						
North & Centre..	0.0	-2.3	-1.6	-2.0	-4.0	-11.3
South & Islands .	0.2	-2.3	-1.2	-2.4	-1.9	-14.5
Total.....	0.1	-2.3	-1.5	-2.1	-3.8	-11.7

(a) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For further details see Appendix A: Methodological Notes. – (b) Location of head office.

I – Labour, capital and output in non-construction industrial firms and in non-financial private service firms⁴

I.1 Employment

According to the survey, in 2008 average employment was virtually unchanged from the previous year's levels. It rose by just 0.1 per cent, the result of a 0.9 per cent increase in the number of jobs in the service sector and a decline of 0.7 per cent in industry (Figure 1; Table B1).⁵ Projections recorded in the previous survey proved slightly more optimistic than actual results, indicating a rise of 1.6 per cent for service companies and a decline of 0.3 per cent for industrial firms.

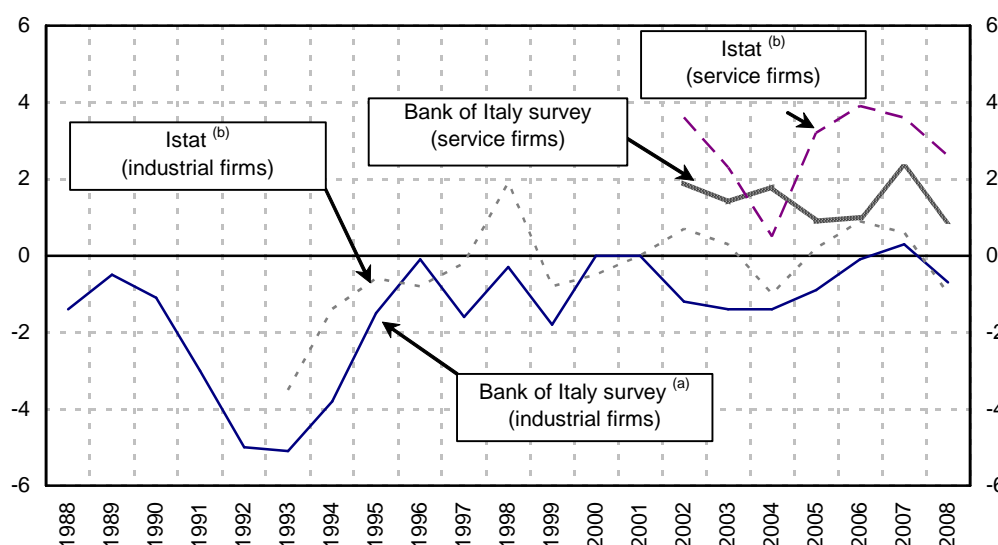
The contraction in the workforce was largest (2.6 per cent) in the textile sector and, geographically, in industries located in the South (2.3 per cent). Firms with 20–49 employees recorded the largest decreases: 1.6 per cent in industry and 2 per cent in the service sector. Among large firms with 500 employees and over a decrease of 0.3 per cent in employment in industry contrasted with an increase of 1.3 per cent in services.

⁴ For the sake of simplicity, the sector of industry excluding construction is abbreviated to 'industry' and that of non-financial private service firms to 'services'. In the paper the reference is to firms with 20 employees and over unless stated otherwise.

⁵ According to the national accounts, in the same period employment rose by 0.3 per cent in the economy as a whole – and payroll employment by 0.9 per cent; in industry excluding construction payroll employment decreased by 1 per cent while in non-financial private services it increased by 2.6 per cent. The difference with respect to the survey may be due, sampling error aside, to the non-inclusion of firms with fewer than 20 employees. It should also be considered that the national accounts, unlike the survey, incorporate an estimate of unregulated employment.

Figure 1

Annual changes in average payroll employment, 1988-2008
(per cent)



- (a) For 1988-98, manufacturing firms; from 1999, industry excluding construction. For 1988-2000, firms with 50 employees and over; from 2001, firms with 20 employees and over.
- (b) National accounts; includes firms with fewer than 20 employees.

Projections for 2009 point to a 2.1 per cent contraction in employment overall: 3.3 per cent in industry excluding construction and 0.7 per cent in the service sector. The number of jobs is expected to decrease in all sectors except business and personal services, where it should be up 0.3 per cent.

Fixed-term employment declined by 3.7 per cent on average from 2007 to 2008, that is by 4.4 per cent in industry and by 3.2 per cent in services, contrasting with growth of 6.4 per cent in the previous survey. This form of employment is more common in the service sector than in industry and accounted, respectively, for 10.1 and 5.9 per cent of the total workforce (Table B3). Moreover, employees on such contracts tend to represent a larger share of the workforce in small firms.

In firms with 50 employees and over⁶ hours of temporary work declined by 3.9 per cent, following two years of strong growth. This was more than the contraction in total hours worked by payroll employees, down 0.4 per cent. On a sectoral level, temporary contracts are used more often in industry, where such employees worked 3.1 per cent of the total hours of payroll employees in 2008, compared with 1.4 per cent in services.

Non-EU workers represented 3.6 per cent of the total workforce, that is 3.9 per cent in industry and 3.3 per cent in services. They are concentrated in the North-East and, in the industrial sector, mainly work in firms in the 20–49 employee category. As noted in previous surveys, the presence of non-EU workers in firms in the South remains limited.

⁶ The survey examines the situation regarding temporary work contracts only for this category of firms.

Labour turnover⁷ in 2008 was 23.6 per cent in industry and 45.6 per cent in the service sector (Table B4), down from 25.9 per cent and 47.6 per cent respectively in the previous year.

Between 2007 and 2008 the industrial sector recorded a decline in both hirings (by 11.3 per cent) and terminations (by 3.3 per cent), while in the service sector hirings increased by 0.7 per cent and terminations by 4.4 per cent. In the two sectors the rate of change was greater for terminations than for hirings.

In 2008, actual hours worked per capita totalled 1,641 in industry, compared with 1,660 in 2007, and were virtually stationary at 1,640 in the service sector (Table B5).⁸ The number of hours decreases with firm size. The gap between small and large firms was widest in the service sector – in the order of 1,776 hours per capita for firms with fewer than 50 employees against 1,483 for firms with over 500 – as large firms employ more part-time workers. On a sectoral level, the number of hours per capita was lowest in the textile industry, while geographically it was highest among firms in the South, partly because of their smaller average size.

Annual gross per capita earnings averaged €28,500 in 2008, that is €28,700 in industry and €28,200 in services (Table B7). National minimum contract wages represented 85.5 per cent of the amounts effectively disbursed (87.4 per cent in the service sector and 83.8 per cent in industry). There continue to be pay gaps related to firm location: in the last five years, the gap between average pay in the South and Islands and in the rest of the country, which was less marked in the service sector, has begun to narrow slightly in industry (Figure 2). These geographical variations are partly due to territorial differences in the distribution of industry by size and sector.

The survey also examines various aspects of supplementary company-level bargaining in 2008. Some 30.6 per cent of industrial firms and 20.4 per cent of service companies report they have used this method of regulating labour relations since 2000 (Table G6). Company-level contracts are more frequent as firm size increases and in 2008 were adopted by 84.3 per cent of firms with 500 employees and over in industry and 50.1 per cent in the service sector. However, they are less popular with employers and employees in industry than they were a decade earlier, particularly in firms with under 500 employees (Table 3).

The number of hours paid by the Wage Equalization Fund amounted in 2008 to 2.1 per cent of hours actually worked in industry, compared with 1.3 per cent in 2007. It is the highest figure on record for the last ten years.⁹

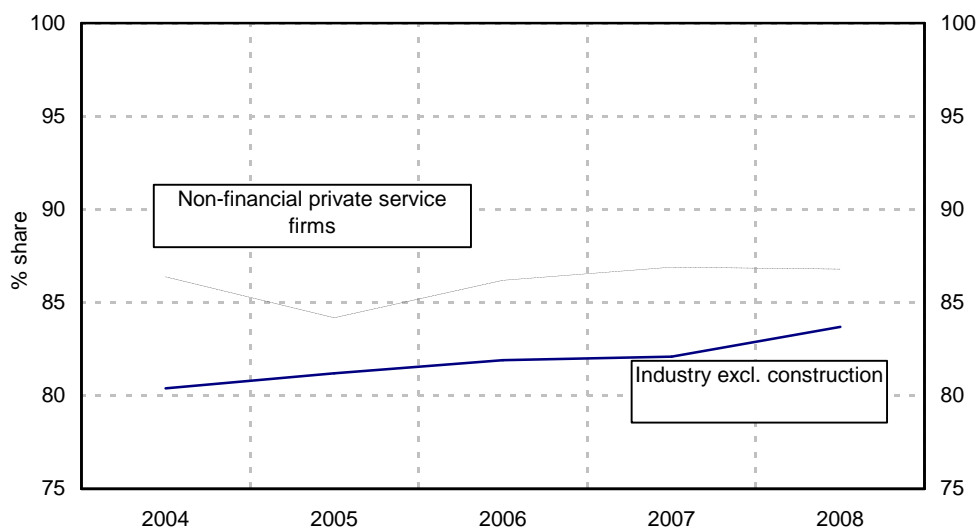
⁷ Labour turnover, which is an indicator of the speed of staff renewal, is the ratio between the sum of hirings and terminations in the year and average employment.

⁸ See Table a9.17 in Banca d'Italia, *Annual Report for the year 2008, Appendix* (Italian version).

⁹ See Figure 9.2 in Banca d'Italia, *Annual Report for the year 2008*, (page 65) and Table a9.18 in *Appendix* (Italian version).

Figure 2

Annual gross earnings in firms in the South, 2004-2008
(per cent of earnings in firms in the Centre and North)

**Table 3**

Incidence of company-level contracts
(per cent)

	Company-level contract signed in the 1990s ^(a)		Company-level contract signed since 2000 ^(b)	
	% of firms	% of employees	% of firms	% of employees
Industry excl. construction				
No. of employees				
20-49.....	34.1	35.6	21.1	21.7
50-199.....	62.3	64.5	46.6	50.8
200-499.....	82.6	83.2	72.7	73.6
500 and over	84.7	89.2	84.3	84.2
Total	43.4	64.1	30.6	54.4

(a) Figures for firms with 50+ employees were recorded in the survey for 1999 and figures for smaller firms in the 2001 survey. – (b) Data recorded in the 2008 survey.

I.2 Turnover and operating results

In 2008, turnover fell by 2.3 per cent at constant prices.¹⁰ The decline, which had not been forecast in the previous survey, was larger in industry (2.8 per cent) than in services (1.8 per cent). For industry it was the worst result since 1993 (Figure 3).

¹⁰ The change at constant prices is obtained using average deflators for sub-categories of economic activity on the basis of the individual price changes reported by firms (for further details see Appendix A).

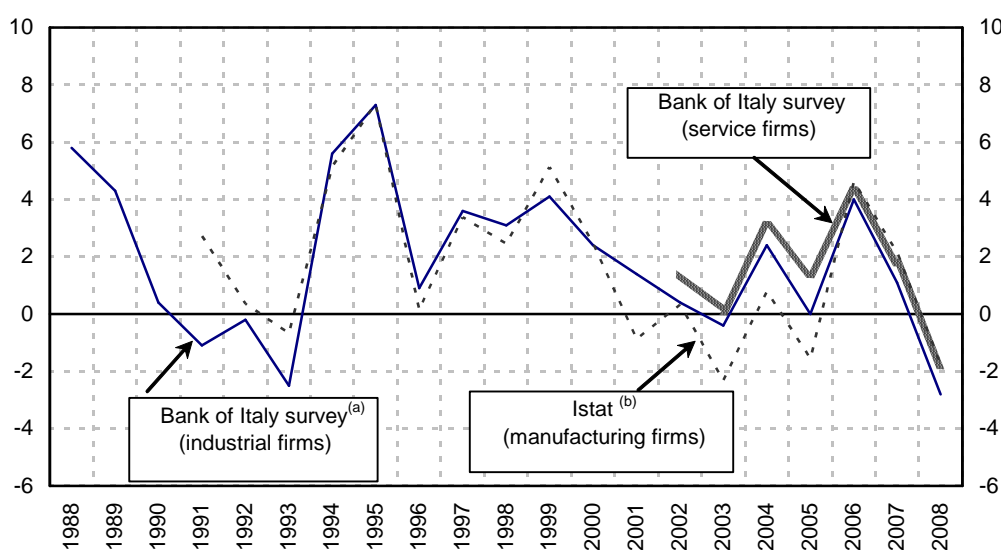
The contraction concerned all sectors, with the exception of “Other business and household services” (Table C1). The worst results were posted by industrial firms in the Centre, with turnover down 5.3 per cent, and by textile, clothing, leather and footwear firms and by energy and extraction companies (down 6 and 4.7 per cent respectively).

Projections for 2009 are of an even sharper decrease, amounting to 4.5 per cent in industry and 3 per cent in services. Overall, turnover is expected to contract by 3.8 per cent. If these exceptionally negative projections for industry are realized, the result will be the worst since the survey began. Firms with 20–49 employees will be the most seriously affected, with turnover down 8 per cent, compared with 1.2 per cent for firms with 500 employees and over. Exporting companies will fare particularly badly, especially those exporting more than two-thirds of their output: their turnover is expected to drop by 11.5 per cent. In the service sector, small firms will see the largest contraction in turnover (4.7 per cent), along with firms located in the North (3.9 per cent in the North-West and 3.2 per cent in the North-East).

Turnover per employee totalled €331,000 in industry in 2008 and €292,000 in the service sector (Table C2), down on the corresponding figures for 2007 of €344,000 and €306,000 respectively.

Figure 3

Annual changes in turnover, 1988-2008
(constant prices; per cent)



- (a) For 1988-98, manufacturing firms; from 1999, industry excluding construction. For 1988-2000, firms with 50 employees and over; from 2001, firms with 20 employees and over.
- (b) Indices of turnover at current prices for a sample of firms with 20 employees and over, deflated with the change in prices estimated in the Bank of Italy's survey.

Export revenue represented 31.8 per cent of turnover in industry, unchanged from the previous year. As in the past, the largest exporters were firms in the North-East (40.5 per cent of turnover) and textile and engineering firms (42.3 and 47.5 per cent), although all recorded a slight decline. Manufacturing firms project a small drop in the share of export revenue in 2009, from 36 to 34.8 per cent.

In 2008, just under 60 per cent of firms posted a profit, compared with over 60 per cent in 2007 (Table C3), while the proportion of firms reporting a loss rose from 15.5 to 23.1 per cent. The best performances in industry were recorded by firms most relying on exports, 63.9 per cent of which posted a profit in 2008, firms with 200–499 employees (65.3 per cent in profit), energy and extraction firms (66.2 per cent) and engineering companies (67.3 per cent). In the service sector, large companies fared best, with 74 per cent posting a profit, while firms in the South and Islands had the worst results, with 25.8 per cent reporting a loss and just 48.8 per cent a profit.

I.3 Investment and capacity utilization

Gross fixed investment declined by 1.5 per cent in real terms¹¹ in 2008 compared with the previous year (Table D1).¹² This performance followed two years of growth and concerned only the service sector, where investment contracted by 3.5 per cent; in industry, investment was virtually stationary, indicating a slowdown in the rate of capital formation (Figure 4).

In industry, although investment expanded only in firms in the North-West (up 3.2 per cent), in terms of actual location, it increased in the South as well, by 11.3 per cent. Firms with fewer than 200 employees reported a contraction, while investment by large firms expanded. Of note are the decline of 4.2 per cent in investment by textile firms and the increase in capital formation by engineering firms (up 5.3 per cent).

In the service sector, there was a sharp contraction in investment by firms with 500 employees and over (down 5.8 per cent), firms in the North-West (down 4.7 per cent) and firms in the Centre (down 5.6 per cent). At sector level, investment decreased by just 0.2 per cent in trade and hotels and catering, more sharply in the other sectors surveyed.

Expectations for the current year are markedly negative: in non-construction industry investment is projected to decline by 18.2 per cent, and by 21.2 per cent in manufacturing alone. If this forecast proves accurate, the results will be the worst since the survey began. In manufacturing, the largest contraction (27.7 per cent) is expected to be in investment by firms with under 50 employees (Table 4). Investment in the South and Islands, including that by firms based in other areas of the country, will be sharply negative. In the service sector the projected decrease is smaller (4.5 per cent), but still higher than the figure for 2008.

In industry as a whole, planned investment contracted more the smaller the firm, falling by as much as 25.7 per cent in firms with under 50 employees, compared with a decrease of 13.3 per cent in large firms; firms with higher export revenue recorded a larger contraction. Particularly sharp cut-backs in investment plans are expected in the textile industry (down 35.8 per cent) and also, although to a slightly smaller degree, in chemical and energy and extraction companies (down 12.1 and 7.8 per cent respectively).

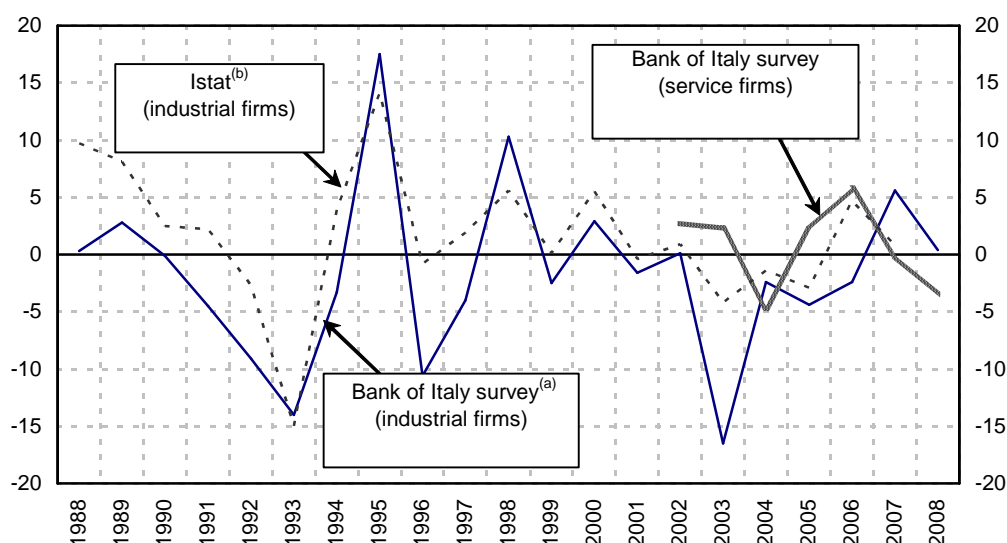
In the service sector, small firms are expected to cut their investment most, by 15.4 per cent, along with firms in the South (by 10.6 per cent) and firms in the trade, hotels and catering sector (by 15.1 per cent).

¹¹ The method of deflation is the same as that used for turnover; see Appendix A: Methodological Notes.

¹² In accordance with ESA95, gross fixed investment is defined as the addition of capital assets to the firm's existing stock in the reference period. Capital assets consist of tangible goods, software, databases and mineral exploration. They are the result of a production process and are used repeatedly or continuously in the production of goods and services for more than a year. Gross fixed investment includes depreciation and purchases of the tangible goods used, the latter being excluded from the national accounts aggregate.

Figure 4

Annual changes in investment, 1988-2008
(constant prices; per cent)



- (a) For 1988-98, manufacturing firms; from 1999, industry excluding construction. For 1988-2000, firms with 50 employees and over; from 2001, firms with 20 employees and over.
- (b) Indices of turnover at current prices for a sample of firms with 20 employees and over, deflated with the change in prices estimated in the Bank of Italy's survey.

Table 4

Annual changes in investment by manufacturing firms, 2008-2009
(constant prices; per cent)^(a)

	2008	2009 ^(b)
Geographical area^(c)		
North-West	3.5	-19.3
North-East	-3.4	-22.5
Centre	-3.6	-25.5
South and Islands	-2.5	-23.1
Actual location of investment		
North-West	1.1	-19.0
North-East	-2.1	-20.2
Centre	-2.5	-24.4
South and Islands	6.0	-23.4
Number of employees		
20 – 49	-1.6	-27.7
50 – 199	-5.5	-21.4
200 – 499	4.2	-22.2
500 and over	4.4	-15.7
Total	0.1	-21.2

(a) Robust means (Winsorized) calculated at constant 2008 prices using deflators observed in the survey. For details see Appendix A: Methodological Notes. – (b) Forecast. – (c) Location of head office.

Investment per employee also contracted slightly, from around €13,000 in 2007 to just under €12,000 in 2008 (Table D2), as the indicator remained virtually stationary for industry while declining for service firms.

According to the survey the realization rate in 2008 was 94.3 per cent,¹³ with no significant difference between industry and services (Table D3). In industry the rate was lowest for firms in the North-West (92.5 per cent), firms with 500 employees and over (91.2 per cent) and firms with at least a third of their turnover from exports. By contrast, actual investment exceeded expectations in textile companies, amounting to 109.2 per cent. The situation is more varied in the service sector: the realization rate falls as firm size increases, ranging from 113.5 per cent for firms with 50 employees and over to 88.6 per cent for firms with 500 and over. The gap is also large in terms of geographical location, with a rate of over 100 per cent in the North-East and the South, against barely 86.4 per cent in the Centre.

Overall, the balance between the proportion of firms investing more than planned and those investing less was positive, at 50.8 and 42 per cent respectively (Table D4). This result can be put down to firms with 20-49 employees, in both industry and services, since the balance for large firms was negative. As in the past, the majority of firms fall in the outlying categories, i.e. actual investment was less than 75 per cent or more than 125 per cent of planned investment, with a quarter of firms reporting they had invested “much less” and over a third “much more”.

The main reasons for amending investment plans are recorded only for industrial firms with 50 employees and over. In the majority of cases the revisions, upward and downward alike, were related to changes in internal organization, which were cited by around two-thirds firms (Table D5), and trends in demand for their products, to which 40 per cent attributed a cut-back in investment and a third of firms an increase.

The capacity utilization rate of industrial firms with 50 employees and over fell slightly, from 81.5 per cent in 2007 to 80.2 per cent in 2008 (Table D6), in contrast with forecasts in the previous survey. Expectations for 2009 are that the rate will drop to 76.4 per cent, the lowest value of the last ten years.

II – Focus topics relating to service firms and non-construction industrial firms

II.1 The recession and its impact on the corporate sector

The present survey includes a special section on the current economic and financial crisis and its effects on Italy’s corporate sector, with special emphasis on the difficulties encountered by firms and the strategies adopted to overcome them.

Almost two-thirds of the firms interviewed report being seriously affected by the present recession.¹⁴ Its impact is relatively greater in manufacturing, where around 70 per cent of firms have been affected, less in the service sector (just under 60 per cent of firms) and among energy and extraction firms (48 per cent). The firms most in difficulty appear to be those with at least a third of their turnover from exports (Table G1). Taking

¹³ The realization rate is the ratio between actual spending on investment during the year and planned expenditure at the end of the previous year. The indicator thus provides a measurement of compliance with investment plans.

¹⁴ These are firms that reported they had been affected “somewhat” or “seriously” by the recession.

the sectors as a whole, small firms are the worst affected and to a slightly smaller extent those in the North-West.

Since the beginning of the crisis, which most of the interviewees put at autumn 2008, the worst hit firms have seen turnover drop by an average of 17 per cent (Table G2), although less in the service sector (14 per cent) than in industry (20 per cent). In the latter sector the contraction in turnover increases with the firm's propensity to export; engineering firms have fared worst, with a 23.7 per cent drop in turnover in 2008, followed by chemical companies (down 18.9 per cent), and some way off by energy and extraction firms, whose turnover has fallen by 4.6 per cent.

According to the worst hit firms, the crisis began with a contraction in demand, reported by 80 per cent of industrial firms and around 60 per cent of service firms (Table 5). Another significant feature is customers' payment difficulties, affecting 63.9 per cent of firms; in industry, small firms (presumably with less bargaining power) have the greatest difficulty obtaining payment (Figure 5). Problems in raising funds or, more importantly, provisioning raw materials are less significant.

Effects of the recession on the corporate sector^(a)
(per cent of firms affected)

Table 5

	Contraction in demand	Customers' payment difficulties	Difficulty raising funds	Difficulty sourcing raw materials
Industry excl. construction.....	79.6	64.5	22.8	6.3
Non-financial private services	60.3	62.8	20.8	3.8
Total	71.8	63.9	22.0	5.3

(a) Firms reporting that the factor in question had a "strong" or "very strong" impact.

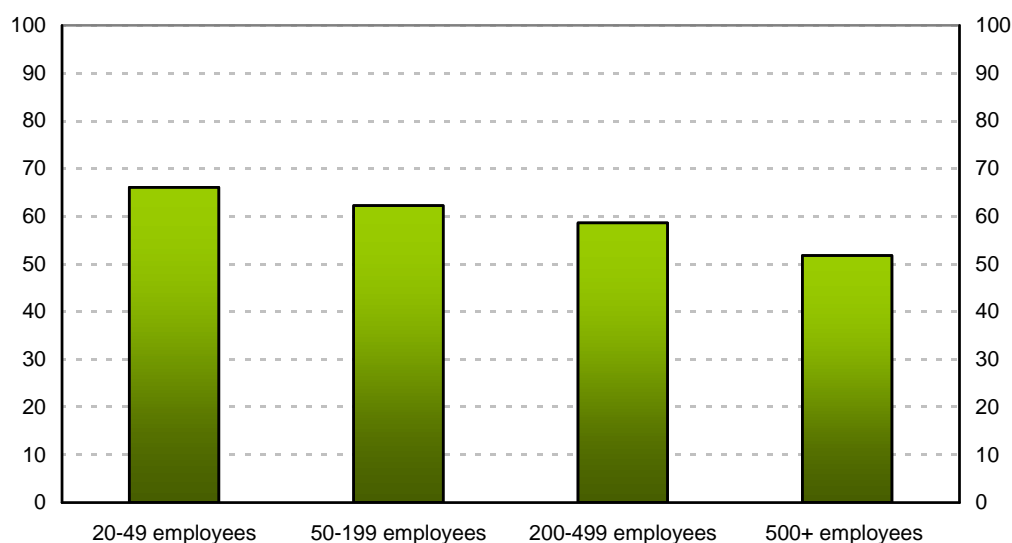
About four out of five firms in industry and services are trying to cope with the crisis by containing production costs (Tables G3 and G4). Their next step is to reduce idle capacity, a measure adopted by 47.8 per cent of industrial firms and 38.3 per cent of service firms. In industry a further option is to diversify outlet markets (45.5 per cent), while in the service sector more than a third of firms affected by the recession intend to reduce the scale of production, or have done so already, or to improve their range of services. Only a small proportion of firms (2.9 per cent), for the most part large, have considered relocating production facilities.

A tenth of firms have reduced their demand for credit lines and bank loans since October 2008, while a quarter report an increase. These results are in line with those obtained by the Business Outlook Survey conducted in September and October 2008 concerning the previous six months.¹⁵ Compared with then, the number of firms reporting tighter borrowing requirements has dropped slightly, while the proportion of outstanding debts called in by lenders has increased (Table 6).

¹⁵ See Banca d'Italia, *Supplements to the Statistical Bulletin – Sample Surveys – Business Outlook Survey of Industrial and Service Firms* – Number 66 – 7 November 2008.

Figure 5

Firms affected by customers' payment difficulties^(a)
(per cent of firms affected by the recession)



(a) Firms in industry excluding construction describing the impact of the recession as “heavy” or “very heavy”.

Table 6

Borrowing conditions and debtor positions
(per cent)

	Business Outlook Survey 2008 ^(a)	Survey of Industrial and Service Firms 2008 ^(b)
Tighter borrowing conditions		
Industry excl. construction.....	43.8	38.3
Non-financial private services	42.8	32.3
Total	43.4	35.6
Calling in of outstanding loans		
Industry excl. construction.....	4.5	13.0
Non-financial private services	4.1	11.4
Total	4.3	12.3

(a) Reference period: 6 months prior to survey, conducted from September to October 2008. – (b) Reference period: October 2008 to time of survey, conducted in February–April 2009.

II.2 Ownership, organization and governance

The survey collects information on the concentration of ownership, stock exchange listing, and controlling shareholders of industrial firms with 50 employees and over.

During 2008, 5.4 per cent of the firms surveyed were involved in a transfer of control, including within the same group, a similar proportion to the 5 per cent recorded in the previous year (Table E1). Reorganizations of this type occurred mainly in the North-West, where 7.8 per cent of firms were involved, and less frequently in the South and Islands affecting just 3.1 per cent of firms. On average, 43.5 per cent of firms were controlled by a natural person (Table E2); the proportion rises to 62 per cent in the South and Islands and drops to a low of 8.7 per cent in firms with 500 employees and over.

Major events such as splits, mergers, capital contributions and transfers concerned 3.3 per cent of firms in 2008, compared with 4.3 per cent in 2007 (Table E3). The firms involved (19 per cent in industry and 12.6 per cent in services) were mostly those with at least 500 employees.

About 33 per cent of firms are part of a group (Table E4), a share that has risen slowly but steadily in recent years and increases with firm size, reaching over 80 per cent among industrial firms with 200 or more employees. The proportion of firms belonging to an Italian group is generally constant at 81.5 per cent, with most of the remainder part of EU groups.

The questionnaire for the 2007 survey included a special section on changes in governance since the firm's incorporation, with particular focus on family businesses. This year's questions target the issue of succession. Some 64.1 per cent of industrial firms are family businesses (Table E5) and just over half of them are controlled by their founder (34.1 per cent of the total); most of the remainder are run by that person's heir. In very few cases is a manager appointed from outside or inside the firm. The likelihood of control being in the hands of someone other than the founder increases with firm size. Family businesses are relatively less frequent among service firms.

II.3 Supplementary pension plans: the firm's point of view

At the end of 2005 Parliament passed Legislative Decree 252 reforming the supplementary pension system. Among others provisions it allows workers to decide whether their accruing severance pay should be put in a supplementary plan or left with the firm, providing a major source of funding. The initial effects of the reform have been assessed by asking firms a series of questions on the development of supplementary pension plans.

According to the findings of the survey, at the end of 2008, 37.1 per cent of employees had enrolled in a supplementary plan, up about 2 percentage points from the previous year (Table G5). The enrolment rate in service firms is 30.9 per cent, which is well below the general average. As regards size, firms with under 50 employees have a lower enrolment rate, amounting to 24.7 per cent in industry and 11 per cent in services. Geographically, supplementary pension plans are rare among southern firms, partly because these tend to be smaller than the average company size.¹⁶

The flow of accruing severance pay assigned to supplementary pension plans averaged 2.3 per cent of the total wage bill of all firms in 2008. The rate varies within the different categories of firms in relation to the existence of severance pay funds for their workers.

Firms were asked to give an assessment of the measures envisaged by the law – reducing social security contributions or offering greater tax deductions – to compensate

¹⁶ Empirical evidence has shown that enrolment in retirement schemes is positively affected by the unions' role in providing information to potential subscribers. See Banca d'Italia, *Annual Report for the year 2008* (Chapter 17: Asset Management and Non-Bank Financial Intermediaries).

for the partial loss of the severance pay fund as a source of finance. The opinion of 46.3 per cent of firms was negative, exceeding the positive answers by 11.6 percentage points. The gap is widest (–32 points) for large firms, i.e. those with 500 employees and over, and for firms in the South (–32.6 points). In the case of large firms, the finding is consistent with the greater impact that non-availability of the severance pay fund has on their sources of funding.

II.4 Some aspects of corporate financing

In 2008 there was an increase in the number of firms declaring that they wished to borrow more from banks and financial institutions at existing conditions as to cost and collateral. In percentage terms they represent 16 per cent of the total, twice as many as in 2007.¹⁷ The proportion is slightly higher in the service sector than in industry, amounting to 16.5 and 15.6 per cent respectively (Table 7). As in the past, the proportion is above average for firms in the South (21.7 per cent).

Table 7

Firms wishing to borrow more, 2006-08
(per cent)

	Total			Would borrow even at worse conditions (1)			Turned down by potential lenders (2)			Both (1) and (2)		
	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008
Geographical area ^(a)												
Centre and North	8.2	7.2	14.8	3.5	3.2	8.4	2.4	2.7	7.8	1.3	1.8	5.2
South & Islands	14.7	11.8	21.7	6.5	4.2	10.3	5.3	4.5	10.6	3.4	2.1	6.3
Number of employees												
20-49	8.9	7.5	16.7	4.2	3.5	8.8	3.1	3.2	8.3	1.9	2.2	5.5
50 and over	10.2	9.0	14.6	3.6	3.1	8.4	2.4	2.5	8.4	1.2	1.2	5.3
Sector												
Industry	8.7	8.8	15.6	3.7	3.9	8.2	2.9	3.2	8.3	1.6	2.2	5.2
Services	10.1	6.9	16.5	4.4	2.7	9.2	3.0	2.8	8.2	1.8	1.6	5.7
Total	9.3	8.0	16.0	4.0	3.4	8.7	2.9	3.0	8.3	1.7	1.9	5.4

(a) Location of head office.

In order to assess to what extent these firms really need to borrow more funds the questionnaire asks for further information about the possible additional cost and any steps actually taken to obtain a loan. Some 8.7 per cent of the firms state that they would accept worse conditions (higher interest rate or extra collateral) in order to borrow more. This figure has also doubled since 2007 and is now at the highest level of the past 15 years. In

¹⁷ In the case of manufacturing firms with 50 employees and over, for which comparison with even less recent surveys is possible, the proportion is 15.5 per cent, the highest level since the mid-1990s.

addition, the percentage of firms whose applications for additional funds were turned down has grown by more than 5 percentage points.¹⁸

The firms that would have agreed to worse conditions in order to borrow more but were turned down amount to 5.4 per cent of the total, while in the two previous surveys the proportion was never more than 2 per cent. All firms experienced greater difficulty in borrowing, regardless of size or location.

The survey also looks at changes in the sources of funding for firms with 50 employees and over. This year, far more firms report a decrease in self-financing than an increase, amounting to 59.7 and 28.8 per cent respectively. The average balance has gone from 10.4 to –30.9 percentage points since the previous survey, with engineering companies and transport and communications firms recording the largest changes, respectively from 45.8 to –41.5 percentage points and from 32.5 to –35 points.

There is a rise in the number of firms that obtained funds by increasing their bank borrowing and recourse to self-financing compared with those reporting a decrease, bringing the balance of positive and negative changes to 15.8 and 9.8 percentage points respectively (Table F1). These results are consistent with the findings reported in the section on the economic and financial crisis and with the Business Outlook Survey of September–October, 2008.¹⁹

For firms with 50 employees and over this year's survey also looks at financing obtained through private equity or venture capital companies. Since 2003 some 7.8 per cent of the firms have received offers from such companies, which just over a quarter accepted. The remainder did not exploit the opportunity, mainly because they want to maintain full control of the firm.

II.5 Energy efficiency and environmental protection

The focus on environmental issues in recent years has given rise to a significant body of legislation,²⁰ progressively raising the standards with which firms' production processes must comply. This has been accompanied by an examination of the impact of environmental expenditure on greater energy efficiency and cost reduction, as well as by a cultural shift, with firms taking a proactive role in protecting the environment as part of their corporate social responsibility.²¹ To measure the importance of these factors in firms' allocation of resources to environmental protection, the questionnaire includes a section on initiatives taken in this area.

According to the survey, in 2008, 26.6 per cent of firms took action in at least one of the following areas of environmental protection (Table G7): improved energy efficiency, treatment of production waste, control of harmful emissions, product modifications to limit the environmental impact. Industrial firms were more committed than service firms, with 37.8 per cent of the former taking some action, compared with 12.9 per cent of the latter. In both cases this represents an increase from the previous year, when the respective percentages were 33.3 and 11.5. Among industrial firms with 20-49 employees the figure was 28.3 per cent, rising to around 82 per cent in the case of firms

¹⁸ This is larger than the increase recorded during the previous recession of 1992-1993.

¹⁹ See Banca d'Italia, *Supplements to the Statistical Bulletin – Sample Surveys – Business Outlook Survey of Industrial and Service Firms* – Number 66 – 7 November 2008.

²⁰ An example is the framework legislation of Directive 2008/1/EC of the European Parliament and of the Council of 15/1/2008.

²¹ For details the reader is referred to OECD, *Environmental Policy and Corporate Behaviour* (edited by Nick Johnstone).

with 500 employees and over. In fact, large industries are subject to stricter laws and more of them engage in activities with a strong environmental impact.

Industrial firms with 50 employees and over spent on average four times as much as service firms of the same size, that is €200,000 and €50,000 respectively. On the other hand, the gap in expenditure was much narrower among firms with 20-49 employees, with service firms outperforming industry: around €20,000 against €13,000 for small industrial firms. The ratio of environmental expenditure to total flow of investments in 2008 averaged 6.8 per cent (Table G7) in industry and was lower for firms in the South and Islands (5.1 per cent) and in firms with fewer than 50 employees (3.6 per cent). By contrast, chemical companies allocated a substantial 10 per cent of their investments to measures to reduce their environmental impact.

The survey records details of the environmental impact management measures and underlying motives only for industrial firms with 50 employees and over. Just under 80 per cent of their environmental expenditure goes on production waste treatment and reducing harmful emissions, obviously in compliance with legislation (Table 8). The two other categories of expenditure, relating to energy efficiency and product characteristics such as packaging and recyclable materials, are more relevant to firms with fewer than 200 employees.

Table 8

**Breakdown of environmental expenditure
in industrial firms with 50+ employees
(per cent)**

	Energy efficiency	Waste treatment	Reduction of emissions	Changes in product characteristics ^(a)	Total
Number of employees					
50-199.....	27.3	48.6	20.1	4.0	100.0
200-499.....	14.7	42.3	41.0	2.0	100.0
500 and over	15.6	35.6	46.8	2.0	100.0
Total	19.2	41.3	36.9	2.7	100.0

(a) To limit the environmental impact (packaging, recyclable materials, etc.).

II.6 Civil actions

A separate section of the survey, dedicated to industrial firms with 50 employees and over, looks at civil lawsuits initiated by the firms. Inefficient judicial safeguards in terms of time and cost can effectively hamper business activity. The section focuses on actions (enforcement, ordinary, and summary judgments) brought for breach of contract, including disputes relating to labour contracts.

According to the survey, in 2008, manufacturing companies brought an average of 3.7 civil actions each for breach of contract (Table 9).²² In about a third of the lawsuits concluded in the last three years a settlement was reached with the other party²³ so as not

²² The lawsuit begins when the action is set down, that is when the dispute is brought before the judge.

²³ The value of civil actions in which firms preferred to agree to a settlement does not include cases in which the firms themselves decided to write down the credit during the proceedings.

to have to await the end of proceedings; this entailed forgoing on average 36.3 per cent of the sum due. The legal cost of civil actions²⁴ is estimated at 0.7 per cent of turnover.

Table 9

Civil actions, 2008
(number; per cent)

	Actions brought	Percentage of actions settled out of court	Percentage forgone in settlement	Cost of external legal fees ^(a)
Manufacturing firms with 50+ employees				
Number of employees				
50-199	3.1	32.8	36.5	1.2
200 and over	7.0	33.1	35.4	0.4
Total	3.7	32.9	36.3	0.7

(a) Per cent of turnover.

III – The construction industry

III.1 Employment, output and financial situation

This year's survey of the construction industry covers 476 firms with 20 employees and over, 397 of which undertake public works contracts. According to the survey their workforce declined on average by 1.2 per cent between 2007 and 2008 (Table H1),²⁵ more than the 0.8 per cent drop projected in the previous survey and than that observed the year before (–1.6 per cent). The contraction was larger in the South and Islands (4.6 per cent) and in small firms (4.4 per cent), whereas firms with 50 employees and over and those located in the Centre reported increases in the workforce of 2 and 4.7 per cent respectively. Construction firms forecast a further drop of 4.3 per cent this year; the decline in employment is expected to involve all areas of the country and all sizes of firm, and will be below the 2 per cent mark only in firms with 200 employees and over.

Output in the construction industry declined by 3.2 per cent in real terms in 2008,²⁶ exceeding the 1.8 per cent drop forecast a year earlier. The contraction was sharper in the North-West (6.6 per cent) and in firms with 20-49 employees (6.1 per cent). Forecasts for 2009 point to a further decline (7.4 per cent) affecting most of the country to the same extent, although more marked in firms with fewer than 200 employees.²⁷

²⁴ For all civil actions and relating only to fees for external legal services.

²⁵ The national accounts, which also take account of firms with fewer than 20 employees (representing 80 per cent of the workforce in the construction industry), record a decline of 0.7 per cent in payroll employment in the same period.

²⁶ Istat's deflator of investment in construction is used, which is equal to 3.6 per cent. See Appendix A: Methodological Notes.

²⁷ According to the survey, production decreased by 0.1 per cent at current prices between 2007 and 2008. The forecast for 2009 is –4.3 per cent.

Two-thirds of construction firms reported a profit in 2008, compared with three-quarters in 2007. The percentage of firms showing a loss rose from 8 per cent to 19 per cent.

A separate section of the questionnaire concerning loan terms and conditions is also addressed to construction firms. Their effective borrowing needs are assessed by means of a set of questions concerning the hypothetical cost of additional loans and any concrete steps taken to obtain them.

Table 10

Construction firms wishing to borrow more, 2006-2008
(per cent of total)

	Total			Would borrow even at worse conditions (1)			Turned down by lending institutions (2)			Both (1) and (2)		
	2006	2007	2008	2006	2007	2008	2006	2007	2008	2006	2007	2008
Geographical area ^(a)												
North and Centre	7.3	10.0	22.8	1.9	3.6	14.7	2.1	3.0	16.4	0.3	1.8	11.4
South and Islands.....	18.4	24.1	29.9	8.5	8.6	9.8	10.3	11.4	18.4	4.0	4.0	5.8
Number of employees												
20-49.....	10.1	14.9	25.0	3.7	5.8	14.2	4.2	5.5	17.2	1.2	2.9	10.5
50 and over	12.0	10.4	24.1	4.1	1.8	9.6	5.7	4.9	16.0	1.9	0.4	6.7
Public works												
No.....	7.5	7.5	26.8	5.6	2.5	16.3	3.2	4.2	22.2	1.4	1.3	12.8
Yes.....	11.1	15.7	24.3	3.4	5.7	12.6	4.7	5.7	15.7	1.4	2.7	9.1
Total	10.4	14.0	24.8	3.8	5.0	13.3	4.5	5.4	17.0	1.4	2.4	9.8

(a) Location of head office.

In 2008, 24.8 per cent of firms in the sector wished to borrow more from banks, compared with 14 per cent in 2007 (Table 10). Of these, 13.3 per cent were willing to pay more or provide additional collateral, against 5 per cent in 2007, and 17 per cent (5.4 per cent in 2007) had their application rejected. A combination of both situations – willingness to accept worse conditions and refusal by the lender – presented simultaneously in 9.8 per cent of cases, against just 2.4 per cent the previous year. Credit was therefore more difficult to obtain in 2007, especially for small firms.

III.2 Public works

Approximately 80 per cent of construction companies with 20 employees and over carried out public works in 2007-2008 (Table H2). The proportion varies little from one geographical area to another and is larger (93.9 per cent) in the case of firms with 200–499 employees. Public works account for just over half of the sector's total output, rising to about two-thirds per cent for firms in the South and Islands. The production of

public works declined by 1.8 per cent between 2007 and 2008 in real terms.²⁸ It is expected to decline further in 2009, by 5.6 per cent overall, with the sharpest drop occurring in the North-West (7.2 per cent) and the Centre (6.8 per cent). The contraction will be smallest in firms with 500 employees and over, at just 2.1 per cent.

A breakdown of public works by state of advancement shows that around 50 per cent of production consists of long-term projects, i.e. work begun in earlier years and due to terminate in the future. The proportion is slightly greater than in 2007, and is largest in the Centre (61 per cent). It increases with firm size. In terms of location, around 56 per cent of public works were carried out in the North and around 22 per cent in the South. Forecasts are that these shares will remain unchanged in 2009.

III.3 Obstacles to undertaking public works

In this survey construction firms undertaking public works have been asked to fill in a special section of the questionnaire, similar to that included in the 2006 survey, regarding their opinions as to the factors that limit their activity in the sector.

The most important reason cited for 2008 is the level of prices, which 74 per cent of interviewees judged to be too low, against 76.7 per cent in 2006, and partly due to the ‘lowest bid’ mechanism (Table 11). This factor is followed by delays in allocating and disbursing funds, reported by 59.2 per cent (up from 46.1 per cent in 2006). Other, less frequently mentioned impediments include uncertainty regarding national legislation, local red tape and access to credit, which 12.3, 28.6 and 30.3 per cent of firms, respectively, consider very important. The problem of access to credit has increased significantly in the last two years.

Table 11

Impediments to undertaking public works, 2006-2008 **Construction firms with 20 employees and over** *(per cent of firms)^(a)*

	National regulations		Local red tape		Delays in disbursing funds		Finding manpower		Access to credit		Prices too low and reductions on tender price	
	2006	2008	2006	2008	2006	2008	2006	2008	2006	2008	2006	2008
Geographical area												
North & Centre	15.6	13.1	24.4	26.1	43.9	57.7	13.4	3.6	4.8	31.6	79.7	77.3
South & Islands	13.6	10.4	38.9	34.4	54.1	62.6	15.7	3.2	9.0	27.1	69.2	66.4
Number of employees												
20-49.....	14.2	11.7	29.5	30.2	47.4	57.4	13.4	3.1	6.1	30.7	77.2	73.6
50 and over	18.3	14.4	24.8	22.4	44.2	66.6	16.5	4.7	5.6	28.6	75.0	75.3
Total	15.1	12.3	28.5	28.6	46.1	59.2	14.1	3.5	6.0	30.3	76.7	74.0

(a) Percentage of firms describing the factors as a “very important impediment”. Other, unspecified factors were described as “very important” by 6.2 per cent of firms in 2006 and 4.7 per cent in 2008.

²⁸ As for construction, Istat’s deflator of investment is used for public works as well and is equal to 3.9 per cent. See Appendix A: Methodological Notes.

Appendix A:
Methodological Notes

METHODOLOGICAL NOTES

A1. General remarks

The Bank of Italy has conducted sample surveys of firms since 1972.²⁹ Prior to 1998 the survey only covered industrial processing firms with 50 employees and over. In recent years the field of observation has been extended to include, since 1999, all manufacturing firms as well as energy and extraction industries, and since 2001 firms with 20 to 49 employees. In 2002 a similar survey of non-financial private service firms³⁰ with 20 or more employees was begun. In 2006 the survey was enlarged to include construction companies with 20 employees and over.

The sampling design was completely overhauled in 1987, with the adoption of a stratified design based on non-proportional selection probabilities. This has remained largely unchanged, although the overall number of firms sampled has gradually increased over the years. Horvitz-Thompson estimators are employed, with appropriate re-weighting for the treatment of outliers. Over the years, the robustness of the estimates, particularly of variables with a large percentage of extreme data, has been improved by resorting to Winsorization techniques.

Until 2003 firms were classified into size groups according to their workforce at the end of the year. In 2004, however, it was decided to use the average annual workforce instead for reasons of uniformity with external sources.

Below is a description of various methodological aspects of the present survey.³¹

A2. Composition of the population and the sample

The reference population (Table A1) is composed of firms whose registered head office is in Italy, having 20 employees and over (Table 1a) and belonging to various branches of activity in industry excluding construction, in the construction sector, and in non-financial private services (Table 2a). The estimates are calculated on more synthetic aggregations to ensure they are sufficiently stable.

The 2008 sample is composed of 2,901 non-construction industrial firms, 1,051 non-financial private service firms, and 476 construction companies (Table A1). The sampling fractions, which are 7.9 per cent for the non-construction industry, 6 per cent for construction firms and 3.6 per cent for services, increase considerably in the case of firms with 50 employees and over (Table 3a). As a result, the distribution of the sample is fairly biased in favour of large firms, with 61.1 per cent of the firms interviewed having 50 employees and over and the remaining 38.9 per cent between 20 and 49, compared with 30.9 and 69.1 per cent respectively of the target population.

The sub-samples of industrial and service firms are distributed by branch of activity in much the same way as the target population. In industry, engineering firms are in the majority, while in the service sector, trade and tourism companies predominate.

²⁹ This is the reference year of the survey, which is actually conducted in the early months of the following year.

³⁰ The survey does not include financial intermediation (on which the Bank of Italy has a vast dataset collected for purposes of banking supervision and monetary policy) and insurance, general government, the school and health sectors, and other social and personal public services.

³¹ For further details the reader is referred to the first periodical publication of the survey, Banca d'Italia, 'Survey of Industrial and Service Firms – Year 2003', *Supplements to the Statistical Bulletin – Sample Surveys*, 55, 20 October 2005.

Table 1a

Distribution of firms and employees in the reference population, 2006^(a)

	Industry excluding construction		Construction		Non-financial private services	
	firms	employees	firms	firms	employees	firms
Geographical area^(b)						
North-West	13,565	1,205,805	2,335	112,532	9,981	1,249,573
North-East	11,691	846,360	1,891	89,757	7,240	589,737
Centre	6,116	476,220	1,503	64,193	6,097	856,513
South & Islands	5,167	312,764	2,255	95,756	6,007	402,096
Number of employees^(c)						
20-49	24,681	738,204	6,432	185,963	19,925	592,083
50-199	9,847	877,512	1,426	115,391	7,465	670,452
200-499	1,439	426,932	90	25,259	1,289	392,262
500 and over	572	798,501	36	35,625	646	1,443,122
Total	36,539	2,841,148	7,984	362,238	29,325	3,097,919

(a) Source: Istat, 2005. – (b) Location of head office. – (c) Average annual workforce.

Table 2a

Branch of economic activity

	Ateco 2002 section or sub-section	Branch of economic activity	Sector aggregations used in the tables
Industry excluding construction	DA	Food products, beverages and tobacco	Other manufacturing
	DB, DC	Textiles, clothing, leather and footwear	Textiles, clothing, hides and leather
	DF, DG, DH	Chemicals, rubber and plastic	Chemicals, rubber and plastic
	DI	Non-metal minerals	Other manufacturing
	DJ, DK, DL, DM	Engineering	Engineering
	DD, DE, DN	Other manufacturing (wood, pulp and other)	Other manufacturing
	CA, CB, E	Energy and extraction	Energy and extraction
Construction	F	Construction	Construction
Non-financial private services	G	Wholesale & retail trade, repair services	} Trade, hotels & catering Transport, storage & communications Other business & household services
	H	Hotels and restaurants	
	I	Transport, storage & communications	
	K ^(a)	Other business & household services	

(a) Includes real estate activities, rentals, IT, research, and other professional and business activities.

In addition, to improve the accuracy of estimates for the South and Islands, firms whose registered office is located there are over-represented with respect to the population of firms with 20 employees and over in the sectors examined, accounting for 35.7 per cent of the sample against 18.2 per cent).³² The estimates take account of differences in the composition of the sample by means of weighting coefficients, details of which can be found in Section A6.

Table 3a

Firms observed and sampling fraction, 2003-2008

(number; per cent)

	Number of firms						Sampling fraction					
	2003	2004	2005	2006	2007	2008	2003	2004	2005	2006	2007	2008
Industry excluding construction												
Number of employees												
20-49	1,236	1,234	1,277	1,209	1,128	1,083	4.7	4.8	5.1	4.9	4.5	4.4
50 and over.....	1,905	1,916	1,950	1,900	1,852	1,818	15.5	16.0	16.5	16.0	15.7	15.3
Total	3,141	3,150	3,227	3,109	2,980	2,901	8.2	8.4	8.8	8.5	8.1	7.9
Construction												
Number of employees												
20-49 .....	...	...	...	236	231	247	...	...	...	3.7	4.1	3.8
50 and over.....	...	...	...	237	234	229	...	...	...	15.3	15.4	14.8
Total .....	...	...	...	473	465	476	...	...	...	5.9	6.5	6.0
Non-financial private services												
Number of employees												
20-49	374	410	444	428	397	391	2.0	2.2	2.3	2.1	2.0	2.0
50 and over.....	620	666	715	715	686	660	7.4	7.7	7.9	7.6	7.6	7.0
Total	994	1,076	1,159	1,143	1,083	1,051	3.7	3.9	4.1	3.9	3.8	3.6
Total for industry and services	4,135	4,226	4,386	4,725	4,528	4,428	6.4	6.5	6.7	6.4	6.3	6.0

A3. Sample design

The survey adopts a one-stage stratified sample design. The strata are combinations of branch of activity (according to the classification in Table 2a), size class (in terms of number of employees)³³ and region in which the firm's head office is located.³⁴

³² Istat, *Archivio statistico delle imprese attive* (Statistical Archives of Active Firms), updated to 2006. In terms of workforce, the geographical distribution is more balanced, with firms in the South representing 12.9 per cent of the population and 11.4 per cent of sample; this is due to the fact that they tend, on average, to be smaller.

³³ The size classes, which are based on the end-of-year workforce until 2003 and on the average annual workforce thereafter, are: 20-49, 50-99, 100-199, 200-499, 500-999, 1,000-4,999, and 5,000 and over employees. Firms in the last class form a self-representative (census) stratum.

³⁴ Piemonte and Valle d'Aosta are regarded as a single region.

The sample size is determined in two stages. First, the number of size classes is identified using the method known as optimum allocation to strata,³⁵ which minimizes variance of the sample means and variations of the main variables observed (employment, turnover and investments). Second, the number of units in each size class is divided among regions and branches of activity in proportion to the number of firms in the target population belonging to that stratum.³⁶

The firms are selected from the databases of the Company Accounts Data Service (Cerved), AIDA (Bureau Van Dijk) and other lists obtained independently by the Bank's branches in order to minimize the risk of under-coverage. The firms observed in the previous edition of the survey are always contacted again if they are still part of the target population,³⁷ while those no longer wishing to take part are replaced with others in the same branch of activity and size class.

A4. Data collection, questionnaire and response behaviour

The data for a survey referring to one year are collected in the course of interviews conducted by the Bank of Italy's branches between January and April of the following year.

The questionnaires (see Appendix C) are composed of a fixed part and a variable part. The fixed part contains general information on the firm and its structure, as well as annual data on investments, employment, turnover, operating result, capacity utilization and financing.³⁸ The variable part covers different themes each year, which are the subject of detailed cyclical or structural analysis.

Separate questionnaires are prepared for industry excluding construction and for services, for firms with 20 to 49 employees and for firms with 50 and over. The general purpose of this distinction is to avoid having to ask questions that entail a greater respondent burden for small firms and to allow space, if necessary, to focus on separate topics for industry and services and for large and small firms. An individual questionnaire is submitted to construction firms, which tend to be smaller.

The content and structure of the questionnaires are decided shortly before these are administered. New questions are tested by the Bank's branches by means of pilot questionnaires designed to assess whether they are easy to understand and whether the information is effectively available from the firms.

In the case of employment, investments and turnover, information is requested for three periods: the year just ended (preliminary results), the previous year (final results) and the following year (forecasts). The effort involved in answering the questionnaire is monitored via a question at the end of the interview and specific information obtained from the interviewers.

The involvement of the Bank of Italy's branches (which also make use of the data collected) allows us to achieve a high response rate. The participation rate in the 2008 survey, i.e. the proportion of firms interviewed in relation to all those contacted, is 77.1 per cent for non-construction industrial firms and 81.7 per cent for construction companies and 75.8 per cent for service firms (Table 4a).

³⁵ See for example W. G. Cochran, *Sampling Techniques*, New York, John Wiley & Sons, 1977.

³⁶ The number of firms assigned for each region is then divided among the Bank's branches, which collect the data. In some areas of the country over-sampling may be performed where necessary for use in studies of the local economy.

³⁷ Typical reasons for leaving the target population are change of activity and staff cutbacks to below the entry threshold. See Section A4.

³⁸ Investment and turnover are not recorded for construction firms; they are replaced by the value of production (total and relating to public works).

Table 4a**Distribution of firms contacted for the survey in 2008***(number; per cent)*

	Industry excluding construction		Construction		Non-financial private services	
	number of firms	per cent	number of firms	per cent	number of firms	per cent
Firms contacted	3,779	100.0	584	100.0	1,399	100.0
Firms not cooperating ^(a)	864	22.9	107	18.3	339	24.2
Firms reporting :.....	2,915	77.1	477	81.7	1,060	75.8
non-homogeneous data ^(b)	14	0.4	1	0.2	9	0.6
eligible data	2,901	76.8	476	81.5	1,051	75.1

(a) Reasons for failure to co-operate include leaving the population covered by the survey. – (b) For details concerning the treatment of these firms, see Section A5.

A5. Data quality checks and imputation of missing data

The collected data are subjected to a system of quality checks. In particular, we check for the compatibility of values with the range allowed by the question, the time consistency of panel data, the balancing of certain figures and the presence of outliers. The data are verified at different levels, with each check being run on data that have passed the previous level.

The questionnaires are first checked by the officers in charge of the interviews, who apply their technical skills and knowledge of the local market to assess the quality of the data collected.³⁹ The data-entry procedure then rejects everything outside the defined range of the variable or incompatible with the internal consistency of the questionnaires.

Data accepted by the procedure may still be outside certain thresholds based on past statistics or external information. In this case the data are highlighted for the attention of the interviewers, who check them and, if necessary, contact the firm for clarification. Confirmation is recorded in a special field. Only at this point is the checked data entered in the database.

The second set of checks uses editing techniques founded on statistical assumptions that can detect extreme observations with respect to the frequencies based on (natural or logarithmic scale) cross-section distributions. The outliers are detected by comparing the value of each variable with the median of its distribution and setting as threshold a value proportional to the interquartile range.

Since the 2000 edition a further quality check has been put in place, called selective editing. This produces a list of priorities for checking outliers according to their importance for the final estimate. The values of each variable are compared with the predicted value of a simple regression model. On the basis of this statistic a Taylor approximation is used to build a score for each firm according to the impact each value would have on the final estimate in the model. The higher the score (i.e. the greater the impact of the observed value on the final estimate according to

³⁹ At this stage, the interviewers use a form containing the main variables provided by the firms taking part in the previous survey to run a preliminary check on data consistency.

the model), the more urgent it is to check the value of that variable for that firm.⁴⁰ This process is applied to a set of several variables to draw up a ranking from the highest score down. The method improves the quality of the estimates while reducing the respondent burden in the final stage of data processing, because it is necessary to re-examine and possibly re-contact only the firms with a significant impact on the final estimates.

A treatment apart is reserved for data on firms affected by extraordinary events, such as mergers or splits. These firms are only included in the estimate if the data for final results, preliminary results and forecasts refer to a set of factories and workers that is homogeneous with the data collected in the same survey. The interviewer ensures their homogeneity either by considering the extraordinary event to have taken place at the beginning of the year of the final results, or by pretending the event never occurred and reconstructing the data accordingly; if this is not possible, the firm is excluded from further processing. Although this practice may cause distortions in the estimates (such as the total of investments), it does produce more stable estimates of changes and average values per employee, which are the main objective of the survey.

The firms taking part in the survey may have difficulty answering some of the questions. If the missing answer concerns one of the main variables, such as investment spending or turnover, the missing data are imputed.

In general, ratio estimators are used to impute data, setting the number of the firm's employees as denominator (since this information is always available, otherwise the firm is excluded from the survey) in order to capture the scale effect.⁴¹ In some cases the firm's time series data are used for the reconstruction, in the form of individual effects. This method gives an estimate of a level per employee that is obtained by combining a general cross-section mean and an average based on the firm's time series. The levels at time t and $t+1$ are reconstructed in sequence, by calculating average changes in appropriate cells of homogeneous firms.⁴²

The percentage of imputed data is usually small for both preliminary and final results for the fundamental variables. A higher rate of non-response tends to occur with questions involving forecasts, particularly of investments.

A6. Weighting

The weighting procedure is performed in two stages. In step one, the combinations of branch of activity and size class are used as strata. Each firm is assigned an initial weight, given by the ratio of number of firms in the stratum cell to number of firms in the sample. Let h be the general stratum cell and, within it, N_h the number of firms in the target population and n_h the sample size.⁴³ The first stage weight of each firm in stratum h is therefore:

⁴⁰ See P. Battipaglia, 'Selective Editing to Increase Efficiency in Survey Data Processing. An Application to the Bank of Italy's Business Survey on Industrial Firms', *Irving Fisher Committee Bulletin*, 13, December 2002, 149-154.

⁴¹ For an analysis of the situations in which a ratio estimator is preferable to the mean see F. Cicchitelli et al., *Il campionamento statistico*, Bologna, Il Mulino Editore, 1994.

⁴² Other devices are also used when imputing data. For example, if a cell in which an average is to be calculated contains a very small number of firms, it is merged with neighbouring cells according to size class or geographical area. Moreover, robust averages are calculated in the cells, limiting the influence of outliers in the reconstruction. In some cases specific solutions are used that exploit data collected in the questionnaire, as when there are arithmetic constraints between the variables or weaker links that nonetheless allow a reliable reconstruction of the missing datum. For instance, if a firm does not report the number of hirings during the year, this is calculated by adding the number of terminations to the difference between the workforce at the beginning and end of the year; the same method is used for the number of terminations.

⁴³ The symbol n_h indicates the actual sample size. This allows the weights to be implicitly corrected to take account of the total of missing responses.

$$(1) \quad w_h^{(0)} = \frac{N_h}{n_h}$$

By construction, the sum of the weights of each cell therefore gives the size of the target population it contains.

In step two, post-stratification is performed using raking⁴⁴ to take into account also the geographical area k where the firm's head office is located. The initial weight is modified by an adjustment factor f_k so that the final weights can be obtained:

$$(2) \quad w_{hk}^{(1)} = w_h^{(0)} f_k$$

the sum of which coincides, in the post-stratum cells, with the number of firms in the target population they contain.

Therefore the system of final weights does not take into account the complete combinations of sector, branch of activity and geographical area, partly because some of them may contain no sample units, and partly because such a system of weights might lead to overly variable estimates for some domains. Consequently, post-stratification is limited to reconstructing the combinations of a) North-West, North-East, Centre, South and Islands, b) firms with 20 to 49 and 50 and over employees, c) manufacturing, energy and extraction, and service firms (the latter divided by section; see Section A2).

At every survey the weights are recalculated according to the distribution of the population on the latest available date.⁴⁵

A7. Sample estimates

For a generic variable x , the aggregate is estimated with a Horvitz-Thompson unbiased estimator of the total,⁴⁶ given by:

$$(3) \quad X = \sum w_i x_i$$

The estimate of rates of change, for instance of turnover or investments, is obtained using as estimator the ratio of the sums of the levels for each firm, weighted with the inverse sampling fraction according to a formula of the following type:

$$(4) \quad r_{i,t-1} = \frac{\sum_i w_i X_i^t}{\sum_i w_i X_i^{t-1}}$$

The levels of the aggregate that are set as numerator and denominator of the formula are collected from the firm in the reference year, even when that firm has already taken part in the previous edition of the survey.⁴⁷

⁴⁴ Iterative proportional fitting (or raking) simultaneously aligns the sample weights to the distribution of certain characteristics known from outside sources. See for instance V. Verma, *Advanced Sampling Method: Manual for Statistical Trainers*, Statistical Institute for Asia and the Pacific, Tokyo, 2000, 6.13-6.21.

⁴⁵ The population of firms is that obtained from Istat, *Archivio statistico delle imprese attive*, 2006. Updates are published periodically for the population of about two years earlier. The estimates are revised periodically to take account of updates in the survey reference population.

⁴⁶ See F. Cicchitelli *et al.*, *Il campionamento statistico*, Bologna, Il Mulino, 1994.

In the specific case of percentage changes in investment, robust estimation techniques have been used since the 1999 survey.⁴⁸ The empirical distribution of this variable is ridden with outliers, partly owing to the nature of the phenomenon of interest: measurement of the levels, the ratio of which gives the rate of change, is complicated by the simultaneous presence of factors such as the typical long-term nature of spending, uncertainty, classification errors, and other sources of measurement error.

Using the method known as ‘type II Winsorization’, the rates of change above and below the cut-offs fixed on the basis of the empirical distribution are squashed against the cut-off, in proportion to the sampling fraction, according to the following formula:

$$(5) \quad y_i^{wins} = \begin{cases} f * y_i + (1 - f) * J & \text{if } y_i < J \\ f * y_i + (1 - f) * K & \text{if } y_i > K \\ y_i & \text{otherwise} \end{cases}$$

in which y_i^{wins} is the Winsorized rate, y_i the observed rate, f the sampling fraction, J and K respectively the lower and upper cut-offs. In the case of firms labelled as outliers, the extreme values are set equal to the cut-off, without taking the sampling fraction into account.^{49 50} This method is used for turnover from the 2005 survey on and, only in the case of construction firms, for total production and output of public works from the 2006 survey.

In a few cases the survey collects directly the rates of change in economic phenomena: this happens, for instance, with the rate of change of capacity utilization or of percentages (such as the percentage of hours worked overtime). In this case, the estimate for the whole population is calculated as an average of the individual rates of change, weighted with the inverse sampling fraction times the amount of the phenomenon (or, if unavailable, a proxy).

The deflators for the levels of investments and turnover are calculated as sector means of the individual deflators collected directly from firms, weighted with the product of the coefficient of the ratio to the population and the amount of turnover.⁵¹

A8. Estimating standard errors

Finding the analytical expressions of the variance of the estimators obtained from a non-proportional stratified sampling design, with weights adjusted to take account of post-stratified

⁴⁷ The estimate of the trend of phenomena based on the data of a single survey has proved much more stable than the estimate obtained from a comparison of the values recorded in adjacent surveys, which sometimes reflect structural changes in the firms that are difficult to take into account, as well as problems of classification and measurement. These aspects are monitored more closely within a same questionnaire, leading to more accurate estimates of changes. However, this method does not take full account of the entry and exit of firms in the target population.

⁴⁸ On robust estimation techniques in general see for example D.F. Andrews et al., *Robust estimates of location*, Princeton, Princeton University Press, 1972 or D.C. Hoaglin et al. (eds.), *Understanding robust and exploratory data*, New York, John Wiley & Sons, 1983. A classic reference for the theory is P. J. Huber, *Robust statistics*, New York, John Wiley & Sons, 1981.

⁴⁹ In the literature, changing the values based on (5) is called ‘type II Winsorization’; when the sampling fraction is not taken into account it is called ‘type I Winsorization’: in the latter case, the values beyond the cut-off are completely squashed against it. For a detailed description of the method used to estimate the changes in investments see P. Battipaglia, ‘Robust Estimates of Investments from the Bank of Italy’s Business Survey’, *Statistics Research Report*, London, London School of Economics, 2000.

⁵⁰ Per capita investment is calculated by Winsorizing per capita investment at the level of single firms.

⁵¹ For construction firms, total production at constant prices is calculated on the basis Istat’s latest deflator for construction, while the production of public works is calculated using Istat’s updated deflator for ‘other construction’, which does not include housing.

variables, can be a complex task⁵² that suggests resorting to simulation methods able to take account of the original sample design.⁵³

The values are estimated using the jack-knife method, which is particularly well-suited to take account of the imposed structure of the data due to the nature of the sampling design, while ensuring that appropriate asymptotic properties are maintained.⁵⁴

If T_n is the value of the estimator for a sample containing n units and $T_{n-1;i}$ is the value of the same estimator calculated for the sample in which the i th unit has been left out (*leave-one-out method*), we first calculate the ‘pseudo-values’ $\tilde{T}_{n;i}$ defined as:

$$(6) \quad \tilde{T}_{n;i} = nT_n - (n-1)T_{n-1;i} \quad 1 \leq i \leq n$$

the jack-knife estimator of the variance of T_n is (Tukey, 1958):

$$(7) \quad \hat{V}_{JACK}(T_n) = \frac{1}{n(n-1)} \sum_{i=1}^n \left(\tilde{T}_{n;i} - \frac{1}{n} \sum_{j=1}^n \tilde{T}_{n;j} \right)^2$$

In non-construction industry and services, the highest standard errors are found for the estimate of the variance of investments owing to their intrinsic variability (Table 5a). The lowest standard errors occur in the estimate of changes in turnover and employment. In the domain analyses, for example by firm size class or geographical area, the estimates are less accurate than the estimates for the total sample, a circumstance that should be taken into account when analysing the results.

The standard errors are also estimated for the forecasts of the main variables surveyed. These calculations take into account the fact that a fair portion of the data is affected by partial non-responses, which are imputed using the method described in Section A5.⁵⁵ Multiple imputation is used, which entails replicating independently a given number of datasets containing the complete observations so as to take account of the intrinsic variability of imputation. Twenty-five bootstrap samples are extracted from the original sample, only for observations based on complete original data, maintaining the sampling design. The imputation of the forecasting variables is replicated after the design weights have been realigned with the post-stratified variables. If \hat{t} is used to denote the estimator and m the number of replicated samples, the variance of \hat{t} can be estimated by the following expression:⁵⁶

$$(8) \quad \hat{v}(\hat{t}) = \frac{1}{m} \sum_{j=1}^m \hat{v}_{p(s)}(\hat{t}_j^*) + \left(1 + \frac{1}{m} \right) \sum_{j=1}^m \frac{(\hat{t}_j^* - \hat{t}_{mi})^2}{m-1}, \text{ dove } \hat{t}_{mi} = \frac{1}{m} \sum_{j=1}^m \hat{t}_j^*$$

⁵² See Chapter 7 in C. Särndal et al., *Model Assisted Survey Sampling*, New York, Springer-Verlag, 1992.

⁵³ A classic reference is K. M. Wolter, *Introduction to Variance Estimation*, New York, Springer Verlag, 1985.

⁵⁴ This method is well suited to the purpose, as comparisons of its theoretical and empirical properties with those of other replication methods show. See, for example, J. Shao and D. Tu, *The Jackknife and Bootstrap*, New York, Springer, 1995, which contains a thorough comparative analysis of the two methods of estimating variance.

⁵⁵ The partial non-response rates of firms in industry, excluding construction, and services regarding forecasts for 2009 are 6.5 per cent for average workforce, 7.5 per cent for turnover, and 17.4 per cent for investment.

⁵⁶ See, for example, Chapter 4 in H. Lehtonen and E. Pahkinen, *Practical Methods for Design and Analysis of Complex Surveys*, New York, Wiley, 2004.

The term $\hat{v}_{p(s)}(\hat{t}_j^*)$ indicates the variance estimated on the j -th sample replicated for the estimator \hat{t} , using the information from the sample plan $p(s)$. The first sum is the average within imputation variance, while the second sum, known as the between imputation variance, is interpreted as the variability produced by the imputation. Table 6a gives the results. Clearly, the forecasting data show a greater degree of variability than the final results.

Finally, Table 7a contains the standard errors for the forecasts and final results of the main variables recorded for construction firms. Here again, the forecasting data show greater variability.

Table 5a

**Standard errors of percentage changes, 2008 on 2007:
industry, excluding construction, and services
(per cent)**

	Change in total investments ^(a)		Change in turnover ^(a)		Change in average yearly workforce	
	estimate	standard error	estimate	standard error	estimate	standard error
Industry excluding construction						
Geographical area						
North-West	3.2	2.1	-2.7	0.4	-1.2	0.4
North-East	-3.2	2.6	-1.1	0.5	0.1	0.3
Centre	-0.6	1.9	-5.3	0.7	-0.4	0.3
South & Islands	-1.1	2.8	-2.0	0.5	-1.6	0.6
Number of employees						
20-49	-1.3	3.3	-3.7	0.6	-1.6	0.5
50-199	-4.5	2.5	-2.0	0.5	-0.8	0.4
200-499	3.0	2.7	-2.1	0.7	0.3	0.4
500 and over	3.0	1.7	-3.3	0.4	-0.3	0.3
Total	0.4	1.2	-2.8	0.3	-0.7	0.2
Non-financial private services						
Geographical area						
North-West	-4.7	3.2	-1.6	0.7	0.2	0.6
North-East	2.5	5.0	-1.3	0.6	3.0	0.8
Centre	-5.6	2.3	-2.3	0.6	-0.1	0.4
South & Islands	-1.3	2.8	-2.7	0.8	1.5	1.3
Number of employees						
20-49	2.1	4.3	-3.1	0.6	-2.0	0.8
50-199	-4.0	2.5	-1.4	0.6	1.7	0.8
200-499	1.5	5.7	-0.1	1.3	3.8	1.0
500 and over	-5.8	2.7	-1.3	0.8	1.3	0.5
Total	-3.5	1.7	-1.8	0.4	0.9	0.3
Total	-1.5	1.1	-2.3	0.2	0.1	0.2

(a) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For further details see Section A7.

Table 6a

**Standard errors of forecast changes, 2009 on 2008:
industry, excluding construction, and services
(per cent)**

	Change in total investments ^(a)		Change in turnover ^(a)		Change in average yearly workforce	
	estimate	standard error	estimate	standard error	estimate	standard error
Industry excluding construction						
Geographical area						
North-West	-17.7	3.5	-6.5	1.3	-3.3	0.5
North-East.....	-21.2	4.0	-7.5	1.0	-3.0	0.6
Centre	-14.9	3.2	4.7	6.8	-3.2	0.5
South & Islands.....	-20.2	5.2	-3.1	0.9	-4.9	0.7
Number of employees						
20-49.....	-25.7	4.4	-8.0	1.2	-3.5	0.6
50-199.....	-20.8	3.2	-6.0	1.2	-3.7	0.5
200-499.....	-18.1	4.3	-4.7	1.5	-2.8	0.7
500 and over	-13.3	3.2	-1.2	4.4	-3.1	0.6
Total	-18.2	2.5	-4.5	1.7	-3.3	0.3
Non-financial private services						
Geographical area						
North-West	-5.1	7.3	-3.9	1.1	-1.1	1.0
North-East.....	-4.6	8.1	-3.2	1.2	-0.2	0.7
Centre	-0.8	6.2	-2.1	0.9	-0.6	0.7
South & Islands.....	-10.6	5.5	-0.9	0.9	-0.6	1.2
Number of employees						
20-49.....	-15.4	6.6	-4.7	0.8	-2.6	0.7
50-199.....	-8.3	4.3	-3.1	1.1	-0.4	0.9
200-499.....	-10.5	7.2	-2.3	1.7	-0.3	1.1
500 and over	3.1	7.8	-1.2	1.6	0.2	0.9
Total	-4.5	5.1	-3.0	0.7	-0.7	0.5
Total	-11.7	2.8	-3.8	1.0	-2.1	0.3

(a) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For further details see Section A7.

Table 7a

**Standard errors of percentage changes:
construction firms
(per cent)**

	Change in average yearly workforce		Change in total output ^(a)		Change in public works output ^(a)	
	estimate	standard error	estimate	standard error	estimate	standard error
Changes 2008 on 2007						
Geographical area						
North-West	-3.1	1.4	-6.6	1.7	-5.7	2.7
North-East.....	-0.3	1.8	-0.3	1.8	-1.1	2.7
Centre	4.7	1.3	-2.1	1.7	-0.2	2.5
South & Islands.....	-4.6	1.5	-3.5	2.1	0.8	2.4
Number of employees						
20-49.....	-4.4	1.0	-6.1	1.3	-2.7	2.1
50-199.....	-0.1	1.6	-1.3	2.0	1.0	2.4
200-499.....	-1.0	3.1	1.9	2.3	1.1	4.0
500 and over	8.6	1.9	-0.7	2.5	-7.1	3.0
Total	-1.2	0.8	-3.2	1.0	-1.8	1.3
Forecast changes 2009 on 2008						
Geographical area						
North-West	-4.3	1.6	-9.8	1.8	-7.2	2.2
North-East.....	-2.4	1.9	-6.1	1.9	-3.8	2.1
Centre	-3.9	1.8	-6.2	2.0	-6.8	2.0
South & Islands.....	-6.8	1.9	-7.2	2.3	-4.8	2.7
Number of employees						
20-49.....	-5.2	1.3	-8.9	2.1	-5.3	2.4
50-199.....	-4.8	1.3	-8.3	1.7	-7.5	2.0
200-499.....	-2.1	5.4	-6.2	3.5	-5.2	3.6
500 and over	-0.6	2.7	-0.4	3.3	-2.1	3.3
Total	-4.3	0.9	-7.4	1.2	-5.6	1.3

(a) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For further details see Section A7.

A9. The BIRD remote processing system for survey data

In March 2008 the Bank of Italy started a system for remote processing of data collected for its Survey of Industrial and Service Firms, known as BIRD (Bank of Italy Remote access to micro Data).

The new system allows researchers and economists to process data on non-construction industrial firms and non-financial private service firms collected since 1984, ensuring that individual information remains completely confidential. Access to individual micro data is not allowed; the researcher performs her statistical and econometric analyses by submitting source programs and receiving output via e-mail. Input and output alike are subjected to automatic and manual checks of their content and logic. Users must apply to the Bank for authorization in order to gain access to the system.

Appendix B:
Statistical Tables

LIST OF TABLES

Table A1	Composition of the samples and reference populations.....	40
Table B1	Change in average workforce, 2005-2009	41
Table B2	Change in end-of-year workforce, 2005-2008	42
Table B3	Fixed-term work, temporary work and immigrant workers, 2008	43
Table B4	Labour turnover, hirings and terminations, 2008.....	44
Table B5	Hours worked per capita, 2005-2008.....	45
Table B6	Proportion of part-time workers in total average workforce in service firms, 2003-2008	46
Table B7	Total gross earnings and minimum wages per national agreements, 2008	47
Table C1	Annual change in turnover, 2005-2009	48
Table C2	Turnover per employee and from exports, 2008.....	49
Table C3	Operating result, 2008	50
Table D1	Annual change in investment, 2005-2009.....	51
Table D2	Investment per employee, 2005-2009.....	52
Table D3	Investment realization rate, 2005-2008	53
Table D4	Review of investment plans, 2008	54
Table D5	Reasons for reviewing investment plans, 2008.....	55
Table D6	Capacity utilization rate in industrial firms with 50+ employees, 2005-2009	56
Table E1	Concentration of ownership, listed firms and transfers of control in industrial firms with 50+ employees, 2008	57
Table E2	Type and nationality of leading shareholders in industrial firms with 50+ employees, 2008	58
Table E3	Firms involved in mergers, acquisitions, contributions, transfers and splits, 2008.....	59
Table E4	Firms belonging to a group, 2008.....	60
Table E5	Corporate governance, 2008.....	61
Table F1	Changes in sources of finance in firms with 50+ employees, 2008	62
Table G1	Perceived effect of the recession, 2008	63
Table G2	Impact of the recession on firms, 2008.....	64
Table G3	Measures taken by industrial firms to cope with the recession, 2008	65
Table G4	Measures taken by service firms to cope with the recession, 2008.....	65
Table G5	Supplementary pension schemes, 2008	66
Table G6	Company-level labour contracts, 2008	67
Table G7	Expenditure on energy efficiency and environmental protection, 2007-2008	68
Table H1	Construction firms: workforce and output, 2008	69
Table H2	Construction firms: public works contracts, 2008	69

Table A1

Composition of the samples and reference populations

(number)

	Firms with 20-49 employees		Firms with 50+ employees		Total firms with 20+ employees	
	sample size 2008	population size ⁽¹⁾	sample size 2008	population size ⁽¹⁾	sample size 2008	population size ⁽¹⁾
Industry excluding construction						
Geographical area ⁽²⁾						
North-West	178	8,683	505	4,882	683	13,565
North-East	160	7,855	403	3,836	563	11,691
Centre	197	4,360	391	1,756	588	6,116
South and Islands	548	3,783	519	1,384	1067	5,167
Number of employees						
20 – 49	1,083	24,681	-	-	1,083	24,681
50 – 199	-	-	1,146	9,847	1,146	9,847
200 – 499	-	-	393	1,439	393	1,439
500 and over	-	-	279	572	279	572
Branch of activity						
Total manufacturing	1,046	24,209	1,752	11,574	2,798	35,783
Textiles, cloth., leather, footwear	135	4,022	213	1,574	348	5,596
Chemicals, rubber, plastics	94	2,059	203	1,392	297	3,451
Engineering	386	10,963	778	5,492	1,164	16,455
Other manufacturing	431	7,165	558	3,116	989	10,281
Energy and extraction	37	472	66	284	103	756
Total industry excl. construction	1,083	24,681	1,818	11,858	2,901	36,539
Construction						
Geographical area ⁽²⁾						
North-West	55	1,847	45	488	100	2,335
North-East	38	1,533	56	358	94	1,891
Centre	54	1,213	49	290	103	1,503
South and Islands	100	1,839	79	416	179	2,255
Number of employees						
20 – 49	247	6,432	-	-	247	6,432
50 – 199	-	-	176	1,426	176	1,426
200 – 499	-	-	34	90	34	90
500 and over	-	-	19	36	19	36
Total construction	247	6,432	229	1,552	476	7,984
Services ⁽³⁾						
Geographical area ⁽²⁾						
North-West	86	6,403	162	3,578	248	9,981
North-East	56	5,059	159	2,181	215	7,240
Centre	100	4,164	152	1,933	252	6,097
South and Islands	149	4,299	187	1,708	336	6,007
Number of employees						
20 – 49	391	19,925	-	-	391	19,925
50 – 199	-	-	344	7,465	344	7,465
200 – 499	-	-	163	1,289	163	1,289
500 and over	-	-	153	646	153	646
Branch of activity						
Trade, hotels, restaurants	261	11,174	297	3,874	558	15,048
Transport, storage, communication	70	3,475	180	2,069	250	5,544
Other h.hold and business services	60	5,276	183	3,457	243	8,733
Total services	391	19,925	660	9,400	1,051	29,325
Total	1,721	51,038	2,707	22,810	4,428	73,848

(1) Population data are from Istat and refer to 2006. – (2) The geographical area is defined by the location of the registered head office (North-West = Piedmont, Valle d'Aosta, Lombardy and Liguria; North-East = Veneto, Trentino-Alto Adige, Friuli Venezia Giulia and Emilia Romagna; Centre = Tuscany, Umbria, Le Marche and Lazio; South and Islands = Abruzzo, Molise, Campania, Puglia, Basilicata, Calabria, Sicily and Sardinia). – (3) Does not include firms in credit and insurance, public services and other social and personal services.

Table B1

Change in average workforce, 2005-2009

(per cent)

	2005	2006	2007	2008	2009 ⁽¹⁾
Industrial firms					
Geographical area					
North-West	-1.3	-0.6	0.1	-1.2	-3.3
North-East	-0.7	0.4	0.8	0.1	-3.0
Centre	-0.2	0.4	-0.3	-0.4	-3.2
South and Islands.....	-0.4	-0.3	0.7	-1.6	-4.9
Area of employment					
North-West	-1.0	-0.7	-0.1	-1.3	-3.3
North-East.....	-0.7	0.4	0.9	0.1	-2.9
Centre	-1.1	0.3	0.2	0.3	-3.3
South and Islands.....	-0.4	-0.2	0.3	-2.3	-4.8
Number of employees					
20 – 49	-0.7	-0.1	-0.5	-1.6	-3.5
50 – 199	-1.4	-0.5	0.6	-0.8	-3.7
200 – 499	-0.2	0.7	0.9	0.3	-2.8
500 and over	-0.8	-0.2	0.5	-0.3	-3.1
Branch of activity					
Total manufacturing	-0.9	-0.3	0.4	-0.7	-3.5
Textiles, clothing, leather, footwear.....	-2.8	-2.8	-1.0	-2.6	-5.8
Chemicals, rubber, plastics	-0.8	-0.6	0.2	-0.6	-3.2
Engineering	-0.4	0.6	1.4	0.3	-2.9
Other manufacturing	-1.0	-0.5	-0.7	-1.7	-3.6
Energy and extraction	0.8	2.6	-2.0	-1.3	-0.2
Share of exports					
Less than one-third	-0.7	0.1	0.1	-1.1	-3.1
From one- to two-thirds	-1.2	-0.8	0.5	-1.0	-3.7
Over two-thirds	-0.7	0.3	0.5	0.5	-3.4
Total industrial firms.....	-0.9	-0.1	0.3	-0.7	-3.3
Service firms					
Geographical area					
North-West	1.0	0.1	1.9	0.2	-1.1
North-East	1.5	2.4	3.5	3.0	-0.2
Centre	-0.3	1.8	1.7	-0.1	-0.6
South and Islands.....	1.1	-0.5	2.1	1.5	-0.6
Area of employment					
North-West	1.5	0.3	1.8	0.7	-0.8
North-East.....	1.1	1.8	3.1	1.7	-0.7
Centre	-0.3	1.8	3.1	0.3	0.1
South and Islands.....	0.5	0.1	1.3	1.0	-1.4
Number of employees					
20 – 49	-0.7	-0.4	1.2	-2.0	-2.6
50 – 199	1.8	1.2	1.6	1.7	-0.4
200 – 499	1.5	0.3	3.7	3.8	-0.3
500 and over	1.1	2.1	2.9	1.3	0.2
Branch of activity					
Trade, hotels, restaurants	1.1	2.0	2.4	1.2	-1.2
Transport, storage, communication	0.7	-0.8	1.4	-0.7	-1.1
Other h.hold and business services	0.7	1.0	2.7	2.1	0.3
Total service firms	0.9	1.0	2.3	0.9	-0.7
Total	-0.1	0.4	1.2	0.1	-2.1

(1) Forecast.

Table B2

Change in end-of-year workforce, 2005-2008

(per cent)

	2005	2006	2007	2008
Industrial firms				
Geographical area				
North-West	-1.1	0.0	-0.5	-1.0
North-East	-0.7	0.5	1.0	-0.3
Centre	-1.2	-0.5	-0.5	-0.9
South and Islands	-1.0	0.6	0.4	-2.2
Area of employment				
North-West	-1.0	-0.1	-0.6	-1.0
North-East	-0.7	0.4	0.9	-0.3
Centre	-1.4	0.2	0.2	-0.4
South and Islands	-1.1	-0.2	-0.2	-2.5
Number of employees				
20 – 49	-0.6	0.4	-0.5	-1.5
50 – 199	-1.5	0.2	0.6	-0.9
200 – 499	-0.4	1.1	0.4	0.3
500 and over	-1.2	-0.9	-0.2	-1.0
Branch of activity				
Total manufacturing	-0.9	0.2	0.2	-0.9
Textiles, clothing, leather, footwear	-3.0	-2.0	-1.5	-3.3
Chemicals, rubber, plastic	-0.9	-0.6	-0.3	-0.7
Engineering	-0.2	1.3	1.1	0.3
Other manufacturing	-1.3	-0.5	-0.6	-2.1
Energy and extraction	-2.0	-0.8	-2.5	-0.4
Share of exports				
Less than one-third	-1.0	-0.2	-0.2	-0.9
From one- to two-thirds	-1.3	0.0	-0.2	-1.3
Over two-thirds	-0.5	0.9	1.0	-0.2
Total industrial firms	-1.0	0.1	0.0	-0.9
Service firms				
Geographical area				
North-West	-0.1	0.0	1.6	-0.5
North-East	1.0	3.5	3.0	3.0
Centre	-0.1	2.5	1.5	0.3
South and Islands	3.0	-1.8	3.5	1.3
Area of employment				
North-West	0.4	0.3	1.4	0.2
North-East	0.5	2.4	2.6	1.6
Centre	0.1	3.1	3.2	0.5
South and Islands	1.6	-0.8	2.0	1.0
Number of employees				
20 – 49	0.1	-0.4	1.3	-2.2
50 – 199	2.0	2.2	2.9	1.5
200 – 499	0.2	1.1	2.9	3.4
500 and over	0.1	1.7	2.0	1.2
Branch of activity				
Trade, hotels, restaurants	1.1	2.3	2.3	0.8
Transport, storage, communication	-0.2	-1.0	0.8	-0.6
Other h.hold and business services	0.6	1.7	3.1	2.0
Total service firms	0.6	1.2	2.2	0.7
Total	-0.3	0.6	1.1	-0.1

Table B3

Fixed-term work, temporary work and immigrant workers, 2008

(per cent; number; average points)

	Fixed-term workers	Temporary workers ⁽¹⁾		Non-EU workers
	% of end-year workforce	number of assignments	% of end-year workforce	% of end-year workforce
Industrial firms				
Geographical area				
North-West	5.5	22.6	3.4	3.6
North-East	5.8	14.5	3.0	5.5
Centre	5.9	13.8	2.5	3.5
South and Islands	8.5	6.8	1.7	0.6
Number of employees				
20 – 49	6.7	-	-	5.0
50 – 199	6.4	9.2	2.7	4.2
200 – 499	5.7	36.0	3.8	3.9
500 and over	4.6	100.6	3.0	1.9
Branch of activity				
Total manufacturing	6.0	16.7	3.1	4.0
Textiles, cloth., leather, footwear	6.0	8.0	1.7	4.0
Chemicals, rubber, plastics	6.2	24.2	3.9	4.5
Engineering	5.6	16.2	3.5	3.8
Other manufacturing	6.7	18.5	2.5	4.1
Energy and extraction	4.1	24.2	1.9	0.7
Share of exports				
Less than one-third	6.5	12.3	2.4	4.0
From one- to two-thirds	5.5	22.6	3.0	3.5
Over two-thirds	5.1	18.1	4.2	4.2
Total industrial firms.....	5.9	16.9	3.1	3.9
Service firms				
Geographical area				
North-West	8.9	32.4	2.0	2.8
North-East	14.6	15.3	1.3	5.8
Centre	7.8	17.8	1.1	3.0
South and Islands	10.2	5.0	0.8	1.1
Number of employees				
20 – 49	12.6	-	-	3.2
50 – 199	11.3	4.8	1.5	2.6
200 – 499	9.5	15.4	1.2	4.0
500 and over	8.0	211.5	1.5	3.9
Branch of activity				
Trade, hotels, restaurants	13.8	32.7	1.7	3.2
Transport, storage, communication	7.0	16.1	1.3	3.3
Other h.hold and business services	8.3	9.4	1.3	3.5
Total service firms	10.1	20.5	1.4	3.3
Total	7.9	18.4	2.3	3.6

(1) Only firms with 50+ employees.

Table B4

Labour turnover, hirings and terminations, 2008

(per cent of average workforce)

	Labour turnover ⁽¹⁾	Hirings			Terminations		
		Payroll employees	Fixed-term employees	Total	Other reasons	End of fixed-term contract	Total
	Industrial firms						
Geographical area							
North-West	19.6	4.6	4.7	9.3	5.8	4.4	10.3
North-East	24.3	5.3	6.7	12.0	4.7	7.6	12.3
Centre	24.2	5.2	6.4	11.6	6.0	6.6	12.5
South and Islands	40.1	6.8	12.2	18.9	8.0	13.1	21.1
Number of employees							
20 – 49	23.5	5.5	5.5	11.0	7.4	5.0	12.5
50 – 199	25.5	5.2	7.1	12.3	5.5	7.7	13.2
200 – 499	22.9	5.0	6.6	11.6	4.2	7.1	11.3
500 and over	21.9	4.6	5.8	10.5	5.0	6.4	11.4
Branch of activity							
Total manufacturing	24.0	5.1	6.4	11.5	5.7	6.7	12.5
Textiles/cloth./leather/footwear	23.8	4.9	5.3	10.2	8.7	4.8	13.6
Chemicals, rubber, plastics.. ..	18.5	4.4	4.5	8.9	5.3	4.3	9.6
Engineering	21.5	5.6	5.3	10.9	4.8	5.9	10.6
Other manufacturing	31.5	4.6	10.1	14.7	6.3	10.5	16.8
Energy and extraction	15.3	4.4	3.0	7.4	5.4	2.5	7.9
Share of exports							
Less than one-third	26.1	5.3	7.3	12.6	6.2	7.4	13.5
From one- to two-thirds	21.2	4.6	5.4	10.0	5.6	5.7	11.3
Over two-thirds	21.2	5.3	5.2	10.5	4.8	5.9	10.7
Total industrial firms.....	23.6	5.1	6.3	11.3	5.7	6.5	12.2
	Service firms						
Geographical area							
North-West	39.4	9.2	10.2	19.4	9.1	10.9	20.0
North-East	53.3	10.1	18.0	28.1	6.3	18.9	25.2
Centre	44.9	6.6	16.0	22.6	6.4	15.8	22.3
South and Islands	50.7	10.3	15.7	26.0	9.3	15.5	24.7
Number of employees							
20 – 49	54.4	6.2	19.9	26.1	8.2	20.2	28.3
50 – 199	47.5	9.3	15.2	24.5	8.1	14.9	23.0
200 – 499	48.8	12.9	13.2	26.1	7.2	15.6	22.7
500 and over	37.5	8.9	10.5	19.4	7.6	10.6	18.1
Branch of activity							
Trade, hotels, restaurants	62.5	8.4	23.2	31.6	6.6	24.3	30.9
Transp., storage, communication	30.1	6.1	8.6	14.7	7.3	8.1	15.4
Other h.hold/business services	38.6	11.9	8.4	20.3	9.8	8.5	18.3
Total service firms	45.6	8.8	14.3	23.1	7.8	14.6	22.4
Total	34.2	6.9	10.1	17.0	6.7	10.4	17.1

(1) Sum of flows of hirings and terminations during the year.

Table B5

Hours worked per capita, 2005-2008

(number; per cent)

	2005	2006	2007	2008	Annual hours overtime/hours worked in 2008
Industrial firms					
Geographical area					
North-West	1,631	1,648	1,645	1,625	4.3
North-East	1,634	1,651	1,660	1,640	4.3
Centre	1,648	1,642	1,672	1,664	4.2
South and Islands	1,697	1,718	1,710	1,685	3.6
Number of employees					
20 – 49	1,684	1,704	1,708	1,690	3.8
50 – 199	1,664	1,666	1,674	1,653	4.3
200 – 499	1,620	1,647	1,655	1,617	4.2
500 and over	1,583	1,595	1,596	1,591	4.8
Branch of activity					
Total manufacturing	1,643	1,661	1,660	1,640	4.2
Textiles, clothing, leather, footwear	1,571	1,573	1,600	1,581	2.8
Chemicals, rubber, plastic	1,670	1,663	1,676	1,630	3.8
Engineering	1,646	1,677	1,666	1,651	4.7
Other manufacturing	1,662	1,672	1,670	1,652	3.9
Energy and extraction	1,605	1,533	1,649	1,648	5.8
Share of exports					
Less than one-third	1,652	1,654	1,668	1,659	4.3
From one- to two-thirds	1,628	1,655	1,657	1,625	4.1
Over two thirds	1,631	1,654	1,644	1,622	4.3
Total industrial firms.....	1,641	1,654	1,660	1,641	4.3
Service firms					
Geographical area					
North-West	1,626	1,617	1,620	1,645	5.0
North-East	1,598	1,577	1,594	1,598	6.1
Centre	1,656	1,663	1,671	1,635	5.4
South and Islands	1,738	1,754	1,745	1,709	4.4
Number of employees					
20 – 49	1,742	1,767	1,784	1,776	4.0
50 – 199	1,737	1,693	1,728	1,727	5.2
200 – 499	1,631	1,636	1,676	1,685	5.6
500 and over	1,502	1,505	1,474	1,483	6.2
Branch of activity					
Trade, hotels, restaurants	1,633	1,615	1,627	1,614	4.3
Transport, storage, communication.....	1,687	1,668	1,697	1,684	6.6
Other h.hold and business services	1,615	1,642	1,622	1,633	5.3
Total service firms	1,641	1,637	1,643	1,640	5.3
Total	1,641	1,646	1,651	1,640	4.7

Table B6

**Proportion of part-time workers in total average workforce in
service firms, 2003-2008**

(per cent)

	2003	2004	2005	2006	2007	2008
Geographical area						
North-West	18.5	18.3	15.8	16.1	17.7	17.2
North-East	20.2	22.7	21.5	23.7	21.1	21.4
Centre	9.6	9.9	10.1	9.9	11.9	10.1
South and Islands	9.1	9.4	12.5	14.5	11.9	13.3
Number of employees						
20 – 49	6.5	8.5	8.2	7.8	8.4	8.9
50 – 199	8.1	8.4	8.4	9.4	9.0	10.5
200 – 499	15.2	14.9	14.8	17.6	14.0	10.3
500 and over	27.5	28.4	26.4	27.1	27.9	25.3
Branch of activity						
Trade, hotels, restaurants	20.9	21.0	19.6	22.2	20.9	20.7
Transport, storage, communication	4.9	5.9	5.7	4.9	4.9	5.7
Other h.hold and business services	17.1	18.9	18.2	18.0	19.3	18.7
Total service firms	15.7	16.4	15.6	16.4	16.4	15.7

Table B7

Total gross earnings and minimum wages per national agreements, 2008

(€ thousand; per cent)

	Total gross earnings	Minimum wage/total gross earnings
Industrial firms		
Geographical area		
North-West	29.8	80.5
North-East	28.9	83.7
Centre	28.3	86.4
South and Islands	24.5	94.3
Number of employees		
20 – 49	25.9	88.1
50 – 199	27.8	86.1
200 – 499	30.9	82.1
500 and over	31.6	79.3
Branch of activity		
Total manufacturing	28.5	83.6
Textiles, clothing, leather, footwear	23.9	85.6
Chemicals, rubber, plastic	31.3	81.5
Engineering	29.4	82.3
Other manufacturing	27.7	86.1
Energy and extraction	35.3	87.0
Share of exports		
Less than one-third	28.3	85.7
From one- to two-thirds	29.1	82.0
Over two-thirds	29.2	82.1
Total industrial firms.....	28.7	83.8
Service firms		
Geographical area		
North-West	28.7	84.4
North-East	27.0	84.5
Centre	30.1	89.0
South and Islands	24.9	94.3
Number of employees		
20 – 49	27.4	89.7
50 – 199	28.5	88.2
200 – 499	28.6	88.7
500 and over	28.3	85.0
Branch of activity		
Trade, hotels, restaurants	25.0	90.5
Transport, storage, communication.....	31.4	85.6
Other h.hold and business services	28.8	86.7
Total service firms	28.2	87.4
Total	28.5	85.5

Table C1

Annual change in turnover, 2005-2009

(per cent; constant 2008 prices)⁽¹⁾

	2005	2006	2007	2008	2009 ⁽²⁾
Industrial firms					
Geographical area					
North-West	-0.1	3.8	2.0	-2.7	-6.5
North-East	1.3	4.7	2.7	-1.1	-7.5
Centre	-1.4	3.5	-3.1	-5.3	4.7
South and Islands	0.7	4.3	0.8	-2.0	-3.1
Number of employees					
20 – 49	0.2	4.4	2.5	-3.7	-8.0
50 – 199	0.1	4.7	2.2	-2.0	-6.0
200 – 499	1.1	1.9	0.3	-2.1	-4.7
500 and over	-1.0	5.0	0.2	-3.3	-1.2
Branch of activity					
Total manufacturing	0.1	4.3	2.0	-2.5	-7.0
Textile, clothing, leather, footwear	-1.5	3.8	0.3	-6.0	-9.4
Chemicals, rubber, plastics	-1.8	1.2	-0.7	-3.8	-3.8
Engineering	1.5	8.0	5.0	-1.1	-10.2
Other manufacturing	0.5	2.4	0.7	-2.3	-3.6
Energy and extraction	-0.6	2.1	-4.3	-4.7	11.6
Share of exports					
Less than one-third	-0.3	2.5	-0.5	-3.4	-0.2
From one- to two-thirds	-0.3	5.6	2.8	-2.7	-8.9
Over two-thirds	1.5	7.1	4.4	-0.8	-11.5
Total industrial firms.....	0.0	4.0	1.1	-2.8	-4.5
Service firms					
Geographical area					
North-West	2.2	4.5	1.2	-1.6	-3.9
North-East	0.4	5.2	2.2	-1.3	-3.2
Centre	1.4	2.8	2.1	-2.3	-2.1
South and Islands	1.7	4.2	2.1	-2.7	-0.9
Number of employees					
20 – 49	0.2	3.8	1.4	-3.1	-4.7
50 – 199	2.2	5.5	2.4	-1.4	-3.1
200 – 499	1.2	5.8	1.5	-0.1	-2.3
500 and over	2.1	2.7	1.8	-1.3	-1.2
Branch of activity					
Trade, hotels, restaurants	0.8	4.9	1.4	-2.4	-2.5
Transport, storage, communication... ..	3.1	2.0	1.1	-1.9	-2.7
Other h.hold and business services ...	1.6	5.2	3.8	0.9	-5.3
Total service firms	1.4	4.3	1.8	-1.8	-3.0
Total	0.5	4.1	1.4	-2.3	-3.8

(1) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For details see Appendix A: Methodological Notes. – (2) Forecast.

Table C2

Turnover per employee and from exports, 2008

(€ thousand; per cent)

	Turnover per employee ⁽¹⁾	Share of turnover from exports	
	2008	2008	2009 ⁽²⁾
Industrial firms			
Geographical area			
North-West	341.7	31.9	30.2
North-East	290.5	40.5	38.6
Centre	447.8	21.8	20.4
South and Islands	222.0	25.3	24.2
Number of employees			
20 – 49	243.6	28.1	27.0
50 – 199	276.5	36.4	34.0
200 – 499	382.1	23.1	21.9
500 and over	449.5	36.2	33.7
Branch of activity			
Total manufacturing	303.5	36.0	34.8
Textiles, clothing, leather, footwear	219.1	42.3	41.6
Chemicals, rubber, plastic	424.9	23.1	21.4
Engineering	297.3	47.5	46.7
Other manufacturing	300.8	26.2	25.7
Energy and extraction	863.5	4.7	5.2
Share of exports			
Less than one-third	359.5	8.2	8.2
From one- to two-thirds	310.3	49.2	49.5
Over two-thirds	295.3	79.5	78.1
Total industrial firms	330.6	31.8	29.9
Service firms			
Geographical area			
North-West	329.7	10.8	11.0
North-East	336.3	7.2	7.1
Centre	232.5	10.5	10.1
South and Islands	230.9	5.9	5.9
Number of employees			
20 – 49	369.3	9.1	8.8
50 – 199	353.1	9.3	9.3
200 – 499	272.3	8.9	9.0
500 and over	210.4	9.7	9.8
Branch of activity			
Trade, hotels, restaurants	434.2	5.8	5.6
Transport, storage, communication	229.2	20.1	19.9
Other h.hold and business services	169.4	9.8	10.1
Total service firms	291.6	9.3	9.2
Total	311.9	21.8	20.7

(1) Robust means (Winsorized). For details see Appendix A: Methodological Notes. – (2) Forecast.

Table C3

Operating result, 2008

(per cent)

	Profit	Balance	Loss	Total
Industrial firms				
Geographical area				
North-West	60.2	15.4	24.4	100.0
North-East	60.8	14.7	24.4	100.0
Centre	62.1	14.9	23.0	100.0
South and Islands	56.8	20.1	23.0	100.0
Number of employees				
20 – 49	60.3	15.3	24.4	100.0
50 – 199	59.3	18.2	22.5	100.0
200 – 499	65.3	10.9	23.9	100.0
500 and over.....	61.4	9.2	29.4	100.0
Branch of activity				
Total manufacturing	60.1	15.8	24.1	100.0
Textiles, cloth., leather, footwear	49.5	20.4	30.1	100.0
Chemicals, rubber, plastics	60.8	9.9	29.3	100.0
Engineering	67.3	13.3	19.3	100.0
Other manufacturing	54.3	19.2	26.5	100.0
Energy and extraction.....	66.2	13.7	20.2	100.0
Share of exports				
Less than one-third	59.7	17.1	23.3	100.0
From one- to two-thirds	59.2	14.9	25.9	100.0
Over two-thirds	63.9	12.3	23.9	100.0
Total industrial firms.....	60.2	15.8	24.0	100.0
Service firms				
Geographical area				
North-West	63.5	18.3	18.2	100.0
North-East	56.7	20.7	22.7	100.0
Centre	60.4	16.1	23.5	100.0
South and Islands	48.8	25.4	25.8	100.0
Number of employees				
20 – 49	54.6	21.9	23.5	100.0
50 – 199	64.4	15.8	19.9	100.0
200 – 499	66.3	17.4	16.2	100.0
500 and over	74.0	12.6	13.3	100.0
Branch of activity				
Trade, hotels, restaurants	54.1	18.2	27.7	100.0
Transport, storage, communication	62.2	16.2	21.6	100.0
Other h.hold and business services	62.3	25.3	12.4	100.0
Total service firms.....	58.1	19.9	22.0	100.0
Total	59.3	17.6	23.1	100.0

Table D1

Annual change in investment, 2005-2009

(per cent; constant 2008 prices)⁽¹⁾

	2005	2006	2007	2008	2009 ⁽²⁾
Industrial firms					
Geographical area					
North-West	-4.5	-2.4	3.8	3.2	-17.7
North-East	-3.6	-1.8	8.1	-3.2	-21.2
Centre	-5.1	-4.0	7.9	-0.6	-14.9
South and Islands	-4.7	-0.4	3.2	-1.1	-20.2
Area of investment					
North-West	-7.9	-2.5	7.8	0.2	-18.2
North-East	-4.1	-2.7	9.9	-2.6	-19.1
Centre	-0.5	-1.9	6.9	-4.0	-18.4
South and Islands	-0.5	-3.4	-3.4	11.3	-14.9
Number of employees					
20 – 49	-3.9	-2.8	6.0	-1.3	-25.7
50 – 199	-4.3	1.4	6.0	-4.5	-20.8
200 – 499	-3.9	-2.8	2.0	3.0	-18.1
500 and over	-5.0	-4.2	6.8	3.0	-13.3
Branch of activity					
Total manufacturing	-3.8	-1.3	3.9	0.1	-21.2
Textiles, clothing, leather, footwear	-11.8	-4.3	2.8	-4.2	-35.8
Chemicals, rubber, plastic	-5.4	-0.1	0.9	2.5	-12.1
Engineering	-2.3	1.2	6.3	5.3	-23.7
Other manufacturing	-3.0	-4.5	2.5	-8.8	-17.4
Energy and extraction	-6.8	-6.4	12.2	1.3	-7.8
Share of exports					
Less than one-third	-4.7	-5.0	6.6	0.4	-16.1
From one- to two-thirds	-3.0	-0.3	3.1	0.8	-19.3
Over two-thirds	-5.5	4.3	5.6	-0.2	-23.7
Total industrial firms	-4.4	-2.4	5.6	0.4	-18.2
Service firms					
Geographical area					
North-West	3.4	17.0	-4.9	-4.7	-5.1
North-East	-0.6	-0.8	1.1	2.5	-4.6
Centre	3.7	0.8	7.3	-5.6	-0.8
South and Islands	-0.6	1.9	-0.1	-1.3	-10.6
Area of investment					
North-West	4.8	21.0	-6.7	-6.9	-2.8
North-East	-3.7	-0.1	3.4	5.4	-5.1
Centre	6.2	0.4	7.6	0.0	-4.8
South and Islands	5.9	0.2	-1.0	-3.4	-8.5
Number of employees					
20 – 49	4.9	4.6	0.9	2.1	-15.4
50 – 199	1.1	5.7	-4.2	-4.0	-8.3
200 – 499	-1.1	1.0	-4.2	1.5	-10.5
500 and over	2.3	7.7	2.5	-5.8	3.1
Branch of activity					
Trade, hotels, restaurants	0.9	4.7	-2.9	-0.2	-15.1
Transport, storage, communication.....	5.0	7.2	1.7	-4.4	1.5
Other h.hold and business services.....	-1.4	3.7	0.6	-5.1	-8.5
Total service firms	2.2	5.8	-0.1	-3.5	-4.5
Total	-1.5	1.4	2.6	-1.5	-11.7

(1) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For details see Appendix A: Methodological Notes. – (2) Forecast.

Table D2

Investment per employee, 2005-2009

(€ thousand at constant 2008 prices)⁽¹⁾

	2005	2006	2007	2008	2009 ⁽²⁾
Industrial firms					
Geographical area					
North-West	11.5	11.9	13.1	12.7	10.4
North-East	9.7	9.8	10.7	9.9	7.9
Centre	16.4	17.7	18.7	19.6	17.2
South and Islands	10.0	10.0	10.3	10.0	7.2
Area of investment					
North-West	10.3	10.9	12.2	11.6	9.3
North-East	10.8	10.9	12.0	11.1	9.0
Centre	12.6	13.2	14.3	14.2	11.8
South and Islands	16.3	16.3	15.8	17.8	15.3
Number of employees					
20 – 49	8.4	8.2	9.2	8.0	5.3
50 – 199	8.6	9.2	9.8	8.7	7.1
200 – 499	12.1	12.1	13.3	14.1	11.3
500 and over	17.8	18.7	19.9	20.8	18.4
Branch of activity					
Total manufacturing	9.9	10.1	10.8	10.4	8.2
Textiles, clothing, leather, footwear	4.9	5.5	6.6	5.9	3.3
Chemicals, rubber, plastic	13.0	12.9	14.5	13.5	11.9
Engineering	9.3	9.8	10.6	11.0	8.3
Other manufacturing	11.9	11.6	11.5	10.2	8.7
Energy and extraction	42.2	44.9	54.3	55.6	50.2
Share of exports					
Less than one-third	12.8	13.2	15.1	14.5	12.2
From one- to two-thirds	11.1	11.4	11.5	11.4	9.2
Over two-thirds	9.0	9.8	9.9	10.2	7.8
Total industrial firms	11.6	12.0	12.9	12.6	10.3
Service firms					
Geographical area					
North-West	11.0	12.3	12.3	11.0	10.8
North-East	9.2	8.6	9.6	9.1	8.5
Centre	16.8	16.7	18.1	13.6	13.8
South and Islands	9.8	9.5	9.1	8.6	7.2
Area of investment					
North-West	11.5	13.4	13.4	10.9	10.8
North-East	10.1	10.3	11.5	10.4	10.2
Centre	12.7	11.7	12.8	12.0	11.2
South and Islands	12.8	11.6	11.5	10.6	9.8
Number of employees					
20 – 49	9.1	8.7	9.0	8.2	7.0
50 – 199	9.8	9.7	10.1	9.2	8.1
200 – 499	8.1	9.2	10.3	8.7	7.5
500 and over	16.2	17.1	17.4	14.6	15.4
Branch of activity					
Trade, hotels, restaurants	10.4	9.4	9.5	8.5	7.1
Transport, storage, communication.....	21.1	24.1	23.9	19.9	21.3
Other h.hold and business services.....	5.9	5.8	7.7	5.8	5.1
Total service firms	11.6	12.0	12.5	11.0	10.6
Total	11.6	12.0	12.7	11.8	10.4

(1) Robust means (Winsorized) calculated at constant 2008 prices using deflators recorded in the survey. For details see Appendix A: Methodological Notes. – (2) Forecast.

Table D3

Investment realization rate, 2005-2008

(per cent) ^{(1) (2)}

	2005	2006	2007	2008
Industrial firms				
Geographical area				
North-West	96.1	100.9	101.8	92.5
North-East	105.1	103.7	104.0	93.8
Centre	77.1	103.7	86.5	97.4
South and Islands	103.4	105.7	104.9	97.1
Number of employees				
20 – 49	117.6	109.3	112.1	98.9
50 – 199	102.4	104.8	106.5	94.4
200 – 499	99.6	99.5	101.5	96.3
500 and over	80.7	99.3	88.4	91.2
Branch of activity				
Total manufacturing	102.9	103.8	106.2	93.3
Textiles, cloth., leather, footwear	113.5	112.0	121.2	109.2
Chemicals, rubber, plastics	101.6	100.7	99.7	95.6
Engineering	100.7	105.1	104.7	91.5
Other manufacturing	104.6	101.6	110.6	92.3
Energy and extraction	72.5	98.6	81.3	97.7
Share of exports				
Less than one-third	92.1	102.7	96.1	97.2
From one- to two-thirds	94.4	101.9	106.2	90.4
Over two-thirds	101.4	103.7	99.6	91.2
Total industrial firms	93.9	102.7	98.9	94.2
Service firms				
Geographical area				
North-West	73.6	105.4	100.3	96.6
North-East	110.9	98.3	103.3	100.8
Centre	104.2	99.3	100.7	86.4
South and Islands	116.7	104.0	99.5	101.9
Number of employees				
20 – 49	111.1	110.5	107.1	113.5
50 – 199	110.8	107.8	107.2	97.6
200 – 499	97.8	101.9	98.6	95.6
500 and over	80.2	96.6	97.4	88.6
Branch of activity				
Trade, hotels, restaurants	115.7	107.2	104.2	105.2
Transport, storage, communication	79.8	96.3	95.9	91.9
Other h.hold and business services	98.3	114.1	110.6	89.5
Total service firms	92.8	102.0	100.9	94.4
Total	93.4	102.3	99.9	94.3

(1) Robust means (Winsorized). For details see Appendix A: Methodological Notes. – (2) Ratio between effective investments and investments planned at the end of the previous year.

Table D4

Review of investment plans, 2008

(per cent)

	Expenditure on gross fixed investment in 2008 compared with plans at end-2007 ⁽¹⁾							
	much lower	lower	a little lower	unchanged	a little higher	higher	much higher	Total
Industrial firms								
Geographical area								
North-West	25.6	14.6	3.8	4.1	2.7	15.3	33.9	100.0
North-East	33.0	12.2	1.7	4.0	4.4	17.0	27.7	100.0
Centre	30.1	11.3	2.1	9.3	3.1	9.2	34.8	100.0
South and Islands	28.0	12.2	3.0	15.3	2.3	9.5	29.7	100.0
Number of employees								
20 – 49	30.0	7.4	2.6	8.5	2.2	16.3	33.1	100.0
50 – 199	27.6	23.9	2.9	2.8	5.1	9.1	28.5	100.0
200 – 499	23.9	27.5	4.2	1.5	7.2	8.7	27.0	100.0
500 and over	28.4	26.0	3.7	0.7	6.6	13.5	21.1	100.0
Branch of activity								
Total manufacturing	29.3	12.5	2.6	6.5	3.3	14.2	31.6	100.0
Text./clothes/leather/footwear	27.0	6.6	0.6	11.4	1.8	4.8	47.7	100.0
Chemicals, rubber, plastics	25.3	17.3	3.0	3.2	1.9	5.8	43.4	100.0
Engineering	26.4	13.9	2.7	4.8	2.5	23.9	25.7	100.0
Other manufacturing	36.3	11.7	3.6	7.8	5.7	6.6	28.3	100.0
Energy and extraction	19.4	34.7	6.7	7.3	2.3	5.0	24.6	100.0
Share of exports								
Less than one-third	28.1	11.7	2.7	7.9	3.2	14.5	31.9	100.0
From one- to two-thirds	29.3	15.1	3.5	4.8	2.7	15.7	29.0	100.0
Over two-thirds	32.5	14.4	1.7	4.0	4.2	9.5	33.7	100.0
Total industrial firms	29.1	12.9	2.7	6.5	3.3	14.0	31.5	100.0
Service firms								
Geographical area								
North-West	23.6	11.0	4.2	5.0	11.9	8.6	35.7	100.0
North-East	16.3	19.8	9.7	6.7	4.3	6.2	37.0	100.0
Centre	21.3	12.0	3.8	11.3	6.4	6.3	38.9	100.0
South and Islands	17.3	10.0	4.7	10.6	6.4	9.7	41.4	100.0
Number of employees								
20 – 49	17.1	9.0	3.6	10.1	10.6	7.7	41.9	100.0
50 – 199	25.0	21.1	10.4	3.7	1.7	7.4	30.6	100.0
200 – 499	29.5	27.7	6.5	0.3	1.3	9.6	25.0	100.0
500 and over	33.0	20.9	9.0	4.4	1.3	9.7	21.7	100.0
Branch of activity								
Trade, hotels, restaurants	18.4	8.2	8.4	9.2	1.1	7.0	47.6	100.0
Transp., storage, communication	22.3	18.5	4.8	8.0	1.2	12.4	32.8	100.0
Other h.hold/business services	21.5	18.3	1.3	5.5	23.2	6.1	24.1	100.0
Total service firms	20.0	13.1	5.6	7.9	7.7	7.8	37.8	100.0
Total	25.0	13.0	4.0	7.1	5.3	11.2	34.3	100.0

(1) The frequency distribution is based on the following categories: 'much lower' = investment less than 75 per cent of amount planned; 'lower' = 75 to 95 per cent of planned investment; 'a little lower' = 95 to 100 per cent of planned investment; 'unchanged' = 100 per cent of planned investment; 'a little higher' = 100 to 105 per cent of planned investment; 'higher' = 105 to 125 per cent of planned investment; 'much higher' = more than 125 per cent of planned investment. Distribution calculated on Winsorized data. For details see Appendix A: Methodological Notes.

Table D5

Reasons for reviewing investment plans, 2008

(per cent) ⁽¹⁾

	Industrial firms with 50+ employees											
	Demand	Cost		Rules	Delivery times	Price	Self-financing	Interest rates	Funding		Internal organization	Other reasons
		Amount	Uncertainty						Shares	Loans		
	Cut-back in planned investment ⁽²⁾											
Geographical area												
North-West	34.2	9.9	11.6	2.4	11.7	6.0	11.1	4.4	4.3	11.6	55.9	20.9
North-East.....	46.3	9.1	13.9	10.9	13.0	11.4	21.6	10.5	0.3	10.5	64.7	13.5
Centre	27.7	9.9	17.3	8.4	10.1	7.2	10.4	6.5	2.8	12.5	67.2	14.6
South and Islands	61.3	6.0	25.3	3.4	2.2	3.8	9.6	6.6	1.0	9.3	79.9	6.6
Number of employees												
20 – 49	-	-	-	-	-	-	-	-	-	-	-	-
50 – 199	42.0	9.6	15.4	7.4	10.5	7.6	14.6	7.4	2.2	11.4	63.1	14.3
200 – 499	34.8	5.9	12.4	3.4	11.8	11.1	15.7	6.7	2.5	8.8	63.1	19.1
500 and over	40.7	9.0	14.9	0.7	13.6	4.8	14.3	6.2	2.0	10.3	73.5	25.0
Branch of activity												
Total manufacturing	41.6	9.3	15.3	6.6	10.9	8.1	14.7	7.4	2.3	10.6	63.7	15.4
Text./cloth./leather/footw.	50.2	7.2	20.3	8.2	6.4	7.4	9.0	2.9	8.7	13.8	53.4	18.3
Chemicals, rubber, plastic	30.1	7.3	13.8	9.7	16.2	11.8	13.5	1.5	1.1	6.2	60.3	11.5
Engineering	43.5	10.2	14.6	3.0	14.4	9.5	17.0	8.3	1.1	7.6	70.1	11.5
Other manufacturing	39.7	9.9	14.7	10.5	4.4	4.0	14.0	11.1	1.7	16.6	59.5	22.7
Energy and extraction.....	15.8	0.0	0.0	2.9	6.7	0.0	15.5	0.0	0.0	30.6	63.8	19.3
Share of exports												
Less than one-third	39.1	7.3	9.4	4.9	6.2	5.8	13.1	5.8	3.2	12.6	63.6	16.2
From one- to two-thirds ...	45.0	12.2	21.5	10.2	15.0	13.1	14.7	11.1	1.2	11.5	57.7	16.5
Over two-thirds	38.9	8.0	16.0	4.3	13.7	4.1	17.8	4.3	1.8	7.4	72.9	12.6
Total industrial firms.....	41.0	9.1	15.0	6.5	10.8	7.9	14.7	7.3	2.2	11.0	63.7	15.5
	Increase in planned investment ⁽³⁾											
Geographical area												
North-West	33.2	5.4	11.4	5.9	5.9	14.8	13.7	0.4	1.2	6.1	64.3	14.6
North-East	37.0	6.3	9.4	6.8	7.6	10.6	19.1	8.6	3.6	9.4	67.1	12.4
Centre	24.4	8.2	8.6	13.4	1.7	7.0	9.8	9.8	2.7	7.8	70.4	17.4
South and Islands	43.0	4.6	10.7	4.7	2.7	9.3	6.4	7.7	3.7	12.3	81.5	12.4
Number of employees												
20 – 49	-	-	-	-	-	-	-	-	-	-	-	-
50 – 199	34.1	5.8	10.8	7.3	5.3	12.4	15.4	5.8	2.3	8.1	67.2	13.5
200 – 499	31.4	6.0	8.2	8.9	4.4	7.4	6.1	2.1	3.8	6.8	71.5	16.6
500 and over	36.7	12.9	5.5	1.2	10.4	8.7	4.2	0.0	0.0	8.7	74.9	21.8
Branch of activity												
Total manufacturing	34.0	6.2	10.3	7.4	5.5	11.8	13.6	5.0	2.4	8.1	68.7	13.4
Text./cloth./leather/footw.	25.9	12.9	13.8	6.0	2.3	5.3	22.0	4.3	2.3	6.8	66.6	18.8
Chemicals, rubber, plastic	19.3	3.9	8.9	8.4	12.9	13.3	7.9	7.4	0.0	8.3	68.5	18.2
Engineering	43.2	3.9	8.7	7.4	7.0	15.6	12.3	3.6	3.2	8.5	68.3	9.4
Other manufacturing	28.3	7.5	11.9	7.6	1.6	8.3	13.4	7.1	1.9	8.0	70.7	15.6
Energy and extraction.....	28.9	0.0	8.2	4.1	0.0	5.4	23.0	8.8	3.4	5.4	42.6	41.4
Share of exports												
Less than one-third	30.4	6.1	9.1	7.3	3.1	10.5	10.0	6.6	1.4	6.4	70.4	18.8
From one- to two-thirds ...	34.7	6.3	7.1	5.2	9.9	12.9	10.6	5.5	4.0	9.4	74.9	11.0
Over two-thirds	40.2	5.5	17.6	10.5	3.6	12.3	27.2	1.4	2.3	9.4	52.5	8.7
Total industrial firms	33.9	6.0	10.3	7.3	5.3	11.7	13.8	5.1	2.4	8.0	68.0	14.2

(1) As every firm can give more than one reason for reviewing plans, each row may not sum to 100. – (2) Expenditure lower than the amount planned. – (3) Expenditure higher than the amount planned.

Table D6

**Capacity utilization rate in industrial firms with
50+ employees, 2005-2009**

(per cent)

	Capacity utilization rate					Change in plant capacity from previous year	
	2005	2006	2007	2008	2009 ⁽¹⁾	2008	2009 ⁽¹⁾
Geographical area							
North-West	80.4	81.6	82.3	81.2	76.0	4.3	4.8
North-East	82.4	82.6	82.7	82.1	75.5	5.3	3.0
Centre	77.5	78.1	77.3	74.1	78.1	0.7	1.6
South and Islands	83.4	82.0	83.1	83.8	79.2	7.7	3.9
Number of employees							
20 – 49	-	-	-	-	-	-	-
50 – 199	81.2	81.9	81.7	81.6	77.1	5.9	4.4
200 – 499	83.4	84.7	83.7	83.8	77.2	5.1	5.3
500 and over	77.9	77.8	79.6	76.5	75.3	1.8	2.1
Branch of activity							
Total manufacturing	81.3	82.2	82.6	81.4	75.5	4.4	3.7
Textiles, clothing, leather, footwear	80.0	82.2	81.4	80.3	77.2	2.3	1.6
Chemicals, rubber, plastics	84.3	85.2	84.2	85.3	79.3	4.1	5.0
Engineering	79.8	80.8	82.3	80.2	71.7	5.0	3.4
Other manufacturing	80.5	80.6	81.3	79.3	77.9	4.3	3.1
Energy and extraction.....	74.7	75.4	75.2	73.5	81.0	1.8	4.1
Share of exports							
Less than one-third	78.2	78.5	80.7	79.4	77.7	3.9	4.9
From one- to two-thirds	83.0	84.2	82.0	78.4	73.5	3.9	2.8
Over two-thirds	82.1	83.1	83.1	85.2	77.0	4.4	1.9
Total industrial firms.....	80.4	81.0	81.5	80.2	76.4	4.0	3.7

(1) Forecast.

Table E1

**Concentration of ownership, listed firms and transfers of control in
industrial firms with 50+ employees, 2008**

(per cent)

	Quota of leading shareholder	Quota of first three shareholders	Listed firms	Transfers of control
Geographical area				
North-West	69.6	90.1	2.1	7.8
North-East	71.7	91.4	2.2	4.4
Centre	66.1	90.5	0.7	3.5
South and Islands	62.6	91.4	0.2	3.1
Number of employees				
20 – 49	-	-	-	-
50 – 199	66.9	90.4	0.9	5.1
200 – 499	77.7	92.5	3.2	8.3
500 and over	81.0	92.5	11.3	4.4
Branch of activity				
Total manufacturing	69.1	90.9	1.6	5.5
Textiles, clothing, leather, footwear	65.5	93.0	2.4	6.1
Chemicals, rubber, plastic	78.8	94.8	1.0	6.2
Engineering	69.1	89.9	1.5	6.2
Other manufacturing	66.6	89.9	1.6	3.8
Energy and extraction.....	63.1	83.0	4.4	2.7
Share of exports				
Less than one-third	66.1	89.9	1.4	5.6
From one- to two-thirds	71.3	90.9	2.5	5.1
Over two-thirds	71.7	92.2	1.1	5.7
Total industrial firms	69.0	90.7	1.7	5.4

Table E2

**Type and nationality of leading shareholder in
industrial firms with 50+ employees, 2008**

(per cent)

	Leading shareholder					Nationality		
	Physical person	Holding or sub-holding company	Bank ⁽¹⁾	Non-financial company	Total	Italian	Foreign	Total
Geographical area								
North-West	45.1	37.2	5.8	11.9	100.0	83.1	16.9	100.0
North-East	34.3	43.5	5.2	17.0	100.0	83.8	16.2	100.0
Centre	45.4	34.5	4.2	15.9	100.0	84.0	16.0	100.0
South and Islands	61.9	23.4	3.6	11.2	100.0	92.8	7.2	100.0
Number of employees								
20 – 49	-	-	-	-	-	-	-	-
50 – 199	49.0	32.1	5.0	13.9	100.0	86.0	14.0	100.0
200 – 499	20.4	60.3	5.0	14.2	100.0	80.5	19.5	100.0
500 and over	8.7	66.5	6.7	18.2	100.0	70.8	29.2	100.0
Branch of activity								
Total manufacturing	44.2	37.7	5.1	13.1	100.0	84.3	15.7	100.0
Textiles, cloth., leather, footwear	58.0	25.8	4.7	11.5	100.0	89.1	10.9	100.0
Chemicals, rubber, plastic	30.2	51.3	5.5	13.0	100.0	72.7	27.3	100.0
Engineering	42.6	38.8	4.9	13.8	100.0	84.8	15.2	100.0
Other manufacturing	45.2	36.4	5.5	12.8	100.0	86.0	14.0	100.0
Energy and extraction	15.5	21.2	5.1	58.1	100.0	98.0	2.0	100.0
Share of exports								
Less than one-third	47.6	33.7	5.0	13.8	100.0	88.3	11.7	100.0
From one- to two-thirds	40.0	39.8	5.5	14.7	100.0	84.3	15.7	100.0
Over two-thirds	40.1	41.0	4.8	14.1	100.0	77.4	22.6	100.0
Total industrial firms	43.5	37.3	5.1	14.1	100.0	84.6	15.4	100.0

(1) Includes independent financial companies and insurance companies

Table E3

**Firms involved in mergers, acquisitions, contributions,
transfers and splits, 2008**
(per cent)

	Firms with 20-49 employees	Firms with 50+ employees	Total firms with 20+ employees
Industrial firms			
Geographical area			
North-West	1.0	5.7	2.7
North-East.....	1.1	6.0	2.7
Centre	4.6	6.1	5.0
South and Islands	2.1	2.8	2.3
Number of employees			
20 – 49	1.8	-	1.8
50 – 199	-	4.2	4.2
200 – 499	-	9.1	9.1
500 and over	-	19.0	19.0
Branch of activity			
Total manufacturing	1.9	5.4	3.0
Textiles, clothing, leather, footwear	4.5	4.0	4.4
Chemicals, rubber, plastic	3.2	5.8	4.2
Engineering	0.9	6.0	2.6
Other manufacturing	1.5	5.0	2.5
Energy and extraction	0.0	8.0	3.0
Share of exports			
Less than one-third	2.1	6.9	3.3
From one- to two-thirds	0.9	3.6	2.0
Over two-thirds	1.9	5.4	3.4
Total industrial firms.....	1.8	5.5	3.0
Service firms			
Geographical area			
North-West	3.9	7.7	5.2
North-East	0.0	5.0	1.5
Centre	3.6	8.0	5.0
South and Islands	1.8	4.4	2.6
Number of employees			
20 – 49	2.4	-	2.4
50 – 199	-	5.5	5.5
200 – 499	-	9.7	9.7
500 and over	-	12.6	12.6
Branch of activity			
Trade, hotels, restaurants	1.9	5.7	2.9
Transport, storage, communication.....	1.5	2.1	1.7
Other h.hold and business services	4.0	10.1	6.4
Total service firms	2.4	6.5	3.7
Total	2.1	6.0	3.3

Table E4

Firms belonging to a group, 2008

(per cent)

	Firms belonging to a group	Nationality of the group			
		Italian	Other EU ⁽¹⁾	Rest of the world	Total
Industrial firms					
Geographical area					
North-West	33.0	72.6	22.0	5.4	100.0
North-East.....	36.9	85.9	11.6	2.6	100.0
Centre	24.3	87.7	9.5	2.8	100.0
South and Islands	19.7	88.6	6.6	4.8	100.0
Number of employees					
20 – 49	21.8	85.2	13.7	1.2	100.0
50 – 199	42.5	77.9	16.6	5.4	100.0
200 – 499	82.2	78.2	13.8	8.0	100.0
500 and over	93.2	71.0	17.9	11.1	100.0
Branch of activity					
Total manufacturing	30.6	80.8	15.2	4.0	100.0
Textiles, clothing, leather, footwear	21.5	94.8	2.9	2.3	100.0
Chemicals, rubber, plastic	39.8	60.7	32.4	6.8	100.0
Engineering	33.0	78.9	15.5	5.5	100.0
Other manufacturing	28.6	87.8	11.7	0.5	100.0
Energy and extraction	44.0	92.1	6.6	1.4	100.0
Share of exports					
Less than one-third	27.1	87.0	10.9	2.1	100.0
From one- to two-thirds	34.9	81.9	14.2	3.9	100.0
Over two-thirds	39.3	64.6	26.7	8.6	100.0
Total industrial firms.....	30.9	81.1	15.0	3.9	100.0
Service firms					
Geographical area					
North-West	43.0	72.4	16.1	11.5	100.0
North-East	37.4	88.6	8.5	3.0	100.0
Centre	34.5	85.7	11.9	2.4	100.0
South and Islands	23.1	92.6	3.8	3.6	100.0
Number of employees					
20 – 49	30.7	82.7	11.1	6.2	100.0
50 – 199	43.1	80.1	12.4	7.4	100.0
200 – 499	56.3	89.4	8.7	2.0	100.0
500 and over	69.2	72.4	18.3	9.3	100.0
Branch of activity					
Trade, hotels, restaurants	29.3	79.3	13.7	7.0	100.0
Transport, storage, communication... ..	42.0	91.8	6.1	2.1	100.0
Other h.hold and business services ...	43.1	79.0	12.6	8.4	100.0
Total service firms	35.8	82.0	11.6	6.4	100.0
Total.....	33.1	81.5	13.4	5.1	100.0

(1) European Union on 31-12-2003.

Table E5

Corporate governance, 2008

(per cent)

	One-person or family business			
	Present head of firm			
	Founder	Heir	Non-family member	
	Industrial firms			
Geographical area				
North-West	65.7	27.1	34.6	4.1
North-East.....	59.8	32.9	24.0	2.9
Centre	66.1	39.6	24.0	2.5
South and Islands	67.6	47.4	17.7	2.5
Number of employees				
20 – 49	65.4	37.0	25.3	3.1
50 – 199	64.1	30.3	31.1	2.8
200 – 499	51.0	18.5	26.4	6.1
500 and over	37.1	13.0	19.0	5.0
Branch of activity				
Total manufacturing	64.8	34.5	27.2	3.2
Textiles, clothing, leather, footwear	80.3	40.7	36.1	3.5
Chemicals, rubber, plastic	61.6	33.2	25.1	3.3
Engineering	61.3	33.0	25.3	3.0
Other manufacturing	62.3	33.5	25.5	3.3
Energy and extraction	36.5	21.0	12.2	3.2
Share of exports				
Less than one-third	61.9	33.4	25.1	3.4
From one- to two-thirds	69.3	34.6	31.0	3.7
Over two-thirds	65.0	36.0	27.4	1.6
Total industrial firms.....	64.1	34.1	26.8	3.2
	Service firms			
Geographical area				
North-West	44.4	28.5	14.8	1.2
North-East	48.3	22.3	23.5	2.5
Centre	48.5	27.5	17.9	3.1
South and Islands	57.3	34.6	20.5	2.2
Number of employees				
20 – 49	51.4	29.7	20.1	1.6
50 – 199	48.6	26.9	17.7	4.0
200 – 499	27.2	16.1	9.8	1.3
500 and over	20.8	10.4	9.6	0.8
Branch of activity				
Trade, hotels, restaurants	63.1	35.9	24.9	2.3
Transport, storage, communication.....	46.3	19.4	25.7	1.2
Other h.hold and business services	27.2	20.5	4.4	2.3
Total service firms	48.9	28.0	18.8	2.1
Total	57.3	31.4	23.2	2.7

Table F1

**Changes in sources of finance in firms with
50+ employees, 2008**
(per cent)⁽¹⁾

	Self-financing		Equity capital		Bonds and other long-term securities		Bank loans	
	negative	positive	negative	positive	negative	positive	negative	positive
Industrial firms								
Geographical area								
North-West	63.4	24.6	7.5	11.8	4.1	2.9	25.0	37.4
North-East.....	63.4	29.8	2.7	13.9	3.5	0.9	25.0	29.2
Centre	56.4	30.2	3.4	13.2	1.1	1.8	21.8	31.4
South and Islands	47.4	27.5	3.9	11.1	0.1	0.3	8.3	28.9
Number of employees								
20 – 49	-	-	-	-	-	-	-	-
50 – 199	59.5	26.8	4.6	12.7	2.6	1.6	22.4	30.9
200 – 499	64.4	31.1	3.7	10.6	3.5	1.9	23.0	39.0
500 and over	67.6	29.5	10.8	16.5	9.2	3.5	23.3	47.4
Branch of activity								
Total manufacturing	61.4	26.6	4.9	12.5	3.1	1.7	22.5	32.4
Textiles, clothing, leather, footwear	58.3	21.3	4.7	14.5	5.1	1.3	25.2	26.9
Chemicals, rubber, plastic	60.1	33.0	5.4	5.4	4.4	0.9	22.1	31.7
Engineering	65.0	23.5	6.1	12.4	2.2	2.1	23.6	30.6
Other manufacturing	57.2	31.8	2.6	14.9	2.9	1.5	19.2	38.6
Energy and extraction	23.9	62.6	3.3	12.6	0.4	0.8	20.3	43.1
Share of exports								
Less than one-third	54.9	31.0	3.0	12.9	1.8	1.2	20.0	31.9
From one- to two-thirds	67.3	21.4	6.5	12.9	4.7	3.3	27.9	32.3
Over two-thirds	62.5	28.8	5.9	11.8	2.9	0.4	19.4	34.6
Total industrial firms.....	60.5	27.4	4.9	12.5	3.0	1.7	22.4	32.7
Service firms								
Geographical area								
North-West	63.5	28.4	4.9	16.8	1.2	0.0	16.2	39.0
North-East	54.2	35.6	3.8	19.7	1.6	0.0	13.6	42.7
Centre	58.1	32.5	2.4	14.8	0.2	0.1	19.7	39.9
South and Islands	55.5	26.1	9.2	17.8	2.0	4.2	12.9	33.7
Number of employees								
20 – 49	-	-	-	-	-	-	-	-
50 – 199	58.9	29.6	5.0	16.5	0.9	1.0	13.8	40.4
200 – 499	58.9	33.7	2.3	18.2	0.0	0.0	23.9	34.2
500 and over	57.4	33.6	9.5	22.9	4.6	0.4	20.7	33.5
Branch of activity								
Trade, hotels, restaurants	61.6	26.7	3.5	16.4	1.1	0.4	16.2	40.3
Transport, storage, communication	65.4	30.4	4.3	14.3	1.3	1.6	16.9	46.9
Other h.hold and business services	51.7	34.8	6.7	20.0	0.9	1.2	14.7	33.0
Total service firms	58.8	30.5	4.9	17.2	1.1	0.9	15.8	39.0
Total	59.7	28.8	4.8	14.6	2.1	1.4	19.6	35.4

(1) Percentage of firms reporting a change in sources of finance with respect to amounts outstanding at the end of the previous year. Answers were grouped into the categories 'negative', 'positive' and 'no change'. The percentage of firms reporting no change under each source is equal to the difference between the sum of the two percentages appearing in the table and 100.

Table G1

Perceived effect of the recession, 2008

(per cent)

	Effect of the recession on firms				
	None	Small	Average	Large	total
Industrial firms					
Geographical area					
North-West	8.7	18.7	42.6	30.0	100.0
North-East.....	9.5	20.7	43.1	26.7	100.0
Centre	8.7	25.3	35.9	30.0	100.0
South and Islands	10.4	22.7	43.8	23.1	100.0
Number of employees					
20 – 49	8.8	21.4	41.9	27.9	100.0
50 – 199	9.9	19.5	41.8	28.7	100.0
200 – 499	10.6	24.8	41.1	23.4	100.0
500 and over	14.0	21.7	35.7	28.5	100.0
Branch of activity					
Total manufacturing	8.9	20.8	41.8	28.4	100.0
Textiles, clothing, leather, footwear	3.4	19.5	48.4	28.6	100.0
Chemicals, rubber, plastic	9.0	16.6	50.7	23.7	100.0
Engineering	9.9	20.6	37.1	32.3	100.0
Other manufacturing	10.3	23.3	42.8	23.6	100.0
Energy and extraction	22.7	28.8	42.1	6.3	100.0
Share of exports					
Less than one-third	9.5	22.8	41.1	26.7	100.0
From one- to two-thirds	7.8	18.6	43.0	30.6	100.0
Over two-thirds	10.4	17.9	42.7	29.0	100.0
Total industrial firms.....	9.2	21.0	41.8	28.0	100.0
Service firms					
Geographical area					
North-West	13.7	25.2	43.8	17.4	100.0
North-East	13.4	28.7	44.5	13.4	100.0
Centre	14.7	30.6	43.8	10.8	100.0
South and Islands	19.6	21.2	38.8	20.4	100.0
Number of employees					
20 – 49	12.5	23.9	46.1	17.5	100.0
50 – 199	20.0	30.9	36.7	12.5	100.0
200 – 499	24.7	31.3	32.8	11.1	100.0
500 and over	18.5	38.6	36.8	6.2	100.0
Branch of activity					
Trade, hotels, restaurants	10.1	28.3	43.7	17.9	100.0
Transport, storage, communication... ..	19.1	21.3	42.4	17.2	100.0
Other h.hold and business services ...	21.0	26.3	41.9	10.9	100.0
Total service firms	15.1	26.3	42.9	15.7	100.0
Total	11.8	23.4	42.3	22.5	100.0

Table G2

Impact of the recession on firms, 2008

(per cent) ⁽¹⁾

	Drop in turnover ⁽²⁾	Effect of the recession on demand for the firm's products				
		Negligible	Small	Large	Very large	Total
	Industrial firms					
Geographical area						
North-West	19.6	3.2	15.2	42.9	38.7	100.0
North-East.....	19.6	2.6	15.2	48.4	33.8	100.0
Centre	20.3	5.5	17.7	44.2	32.5	100.0
South and Islands	19.4	9.1	19.8	44.4	26.8	100.0
Number of employees						
20 – 49	21.0	4.7	16.3	44.7	34.3	100.0
50 – 199	20.9	3.0	16.9	45.3	34.8	100.0
200 – 499	13.6	3.0	12.1	47.1	37.8	100.0
500 and over	21.2	2.9	11.5	53.1	32.4	100.0
Branch of activity						
Total manufacturing.....	19.8	3.8	15.9	45.3	34.9	100.0
Textiles, cloth., leather, footwear	14.3	0.9	18.6	46.4	34.1	100.0
Chemicals, rubber, plastic	18.9	0.7	21.7	56.5	21.1	100.0
Engineering	23.7	3.9	11.8	42.6	41.7	100.0
Other manufacturing	13.9	6.8	19.1	45.1	29.1	100.0
Energy and extraction	4.6	28.7	37.2	27.6	6.5	100.0
Share of exports						
Less than one-third	16.1	5.5	18.0	44.9	31.6	100.0
From one- to two-thirds	19.9	2.3	14.5	43.4	39.8	100.0
Over two-thirds	25.4	2.3	12.6	48.4	36.7	100.0
Total industrial firms.....	19.6	4.2	16.2	45.1	34.5	100.0
	Service firms					
Geographical area						
North-West	14.4	17.8	31.3	40.7	10.3	100.0
North-East	14.8	6.8	25.1	51.7	16.4	100.0
Centre	13.7	6.7	26.4	53.6	13.3	100.0
South and Islands	13.5	11.8	27.4	41.3	19.5	100.0
Number of employees						
20 – 49	13.4	11.0	28.0	46.7	14.4	100.0
50 – 199	18.8	13.5	27.8	44.3	14.4	100.0
200 – 499	12.9	12.7	31.0	40.7	15.5	100.0
500 and over	10.9	19.2	27.8	47.4	5.5	100.0
Branch of activity						
Trade, hotels, restaurants	14.5	4.8	27.7	49.0	18.5	100.0
Transport, storage, communication	12.6	6.5	19.3	60.9	13.3	100.0
Other h.hold and business services	15.2	29.0	34.8	29.4	6.8	100.0
Total service firms	14.3	11.7	28.0	46.0	14.3	100.0
Total	17.3	7.2	21.0	45.4	26.4	100.0

(1) Only firms that reported the effect of the recession as 'average' or 'large' (see Table G1). – (2) Data weighted with firms' turnover in 2008.

Table G3

Measures taken by industrial firms to cope with the recession, 2008

(per cent)^{(1) (2)}

	Reduce profit margins	Limit production costs	Diversify outlet markets	Improve range of products or services	Reduce scale of production	Delocalize	Other
Geographical area							
North-West	49,0	84,0	41,2	29,6	26,0	3,3	7,5
North-East.....	46,4	86,8	51,2	30,7	30,9	2,2	9,6
Centre	48,5	85,0	48,4	32,7	24,8	2,4	13,1
South and Islands	46,6	81,2	41,3	23,0	23,5	3,8	9,5
Number of employees							
20 – 49	47,3	83,7	49,0	28,8	26,2	2,1	9,8
50 – 199	49,9	86,7	40,2	30,9	28,6	3,9	8,2
200 – 499	42,2	87,4	29,5	33,1	26,7	7,8	10,7
500 and over	42,4	86,7	20,8	29,5	40,7	9,9	7,7
Branch of activity							
Total manufacturing	48,0	84,9	45,7	29,8	27,1	2,9	9,2
Textiles, clothing, leather, footwear	47,5	86,4	51,5	43,4	24,8	3,3	7,6
Chemicals, rubber, plastic	49,5	87,7	45,8	20,6	24,7	2,1	13,2
Engineering	50,9	84,4	39,6	24,0	30,2	3,2	11,5
Other manufacturing	42,9	83,7	52,2	34,2	24,1	2,5	5,0
Energy and extraction	30,0	68,2	35,5	13,6	23,0	0,0	18,4
Share of exports							
Less than one-third	51,1	83,9	45,9	27,0	24,5	2,5	10,5
From one- to two-thirds	46,2	86,1	43,3	32,7	28,3	3,3	7,1
Over two-thirds	38,0	85,2	47,7	33,7	34,1	3,5	9,0
Total industrial firms.....	47,8	84,7	45,5	29,5	27,0	2,9	9,4

(1) Only firms that reported the effect of the recession as 'average' or 'large' (see Table G1). – (2) As every firm could list up to three measures, the rows may not sum to 100.

Table G4

Measures taken by service firms to cope with the recession, 2008

(per cent)^{(1) (2)}

	Reduce profit margins	Limit production costs	Diversify customer base	Improve range of services	Downsize	Other
Geographical area						
North-West	32.1	91.2	28.9	33.3	35.8	16.5
North-East	45.1	91.3	28.8	41.5	31.7	6.7
Centre	38.9	92.6	35.0	39.2	47.0	11.6
South and Islands	40.3	80.8	30.1	31.9	34.1	10.2
Number of employees						
20 – 49	36.6	88.8	32.4	36.6	37.9	10.5
50 – 199	44.9	90.8	25.2	34.3	32.2	15.8
200 – 499	37.0	94.0	25.0	36.9	36.3	19.8
500 and over	30.2	82.3	15.1	37.8	41.4	6.3
Branch of activity						
Trade, hotels, restaurants	41.2	90.2	27.9	37.2	36.2	13.5
Transport, storage, communication...	39.2	92.8	27.9	27.2	43.7	7.8
Other h.hold and business services ...	31.7	85.1	37.1	40.4	32.6	11.8
Total service firms	38.3	89.3	30.3	36.1	36.7	11.9

(1) Only firms that reported the effect of the recession as 'average' or 'large' (see Table G1). – (2) As every firm could list up to three measures, the rows may not sum to 100.

Supplementary pension schemes, 2008

(per cent)

	Subscribers to supplementary pension schemes/end-of-year workforce		Severance pay allocated to supplementary schemes/total wage bill 2008
	2007	2008	
Industrial firms			
Geographical area			
North-West	42.4	46.1	2.9
North-East.....	40.7	42.4	2.5
Centre	43.5	44.9	2.9
South and Islands	23.2	25.7	1.6
Number of employees			
20 – 49	22.3	24.7	1.7
50 – 199	41.0	43.5	2.8
200 – 499	48.7	50.2	3.0
500 and over	53.5	56.9	3.2
Branch of activity			
Total manufacturing	38.9	41.7	2.6
Textiles, clothing, leather, footwear	27.1	30.5	2.0
Chemicals, rubber, plastic	55.2	56.6	3.7
Engineering	39.0	41.6	2.5
Other manufacturing	37.1	40.3	2.5
Energy and extraction	67.8	67.7	3.6
Share of exports			
Less than one-third	38.2	40.1	2.5
From one- to two-thirds	42.3	46.3	2.9
Over two-thirds	42.1	44.2	2.7
Total industrial firms.....	40.3	42.9	2.7
Service firms			
Geographical area			
North-West	31.4	33.2	2.2
North-East	25.7	26.9	1.7
Centre	36.9	37.2	1.9
South and Islands	17.7	19.6	1.0
Number of employees			
20 – 49	9.9	11.0	0.8
50 – 199	30.3	32.2	2.1
200 – 499	30.8	32.9	2.0
500 and over	42.1	42.1	2.3
Branch of activity			
Trade, hotels, restaurants	21.0	21.9	1.5
Transport, storage, communication.....	39.2	41.1	1.9
Other h.hold and business services	32.0	33.0	2.1
Total service firms	29.8	30.9	1.8
Total	35.3	37.1	2.3

Table G6

Company-level labour contracts, 2008

(per cent)

	Firms with own contract	Amount of pay increases is:				
		fixed	partly variable	entirely variable	other	Total
Industrial firms						
Geographical area						
North-West	37.6	18.8	42.1	35.0	4.1	100.0
North-East.....	33.7	24.2	30.1	45.0	0.7	100.0
Centre	28.7	26.4	30.4	40.7	2.5	100.0
South and Islands	9.7	21.4	52.8	22.7	3.1	100.0
Number of employees						
20 – 49	21.1	28.7	31.3	37.5	2.5	100.0
50 – 199	46.6	18.1	38.8	40.4	2.7	100.0
200 – 499	72.7	10.1	46.5	41.3	2.1	100.0
500 and over	84.3	8.3	51.1	37.9	2.6	100.0
Branch of activity						
Total manufacturing.....	30.9	22.3	36.3	38.9	2.5	100.0
Textiles, clothing, leather, footwear	20.2	19.2	52.3	26.5	1.9	100.0
Chemicals, rubber, plastic	41.2	11.8	31.0	54.3	2.8	100.0
Engineering	33.1	22.2	34.0	41.6	2.2	100.0
Other manufacturing	29.7	28.4	37.2	31.3	3.1	100.0
Energy and extraction	18.8	8.4	37.6	47.8	6.2	100.0
Share of exports						
Less than one-third	25.7	26.2	39.1	31.8	2.9	100.0
From one- to two-thirds	40.5	16.5	32.8	48.2	2.5	100.0
Over two-thirds	35.2	20.2	34.6	43.4	1.8	100.0
Total industrial firms.....	30.6	22.1	36.4	39.0	2.6	100.0
Service firms						
Geographical area						
North-West	24.9	30.2	31.9	32.4	5.5	100.0
North-East	22.8	28.0	31.1	34.3	6.7	100.0
Centre	21.3	31.7	32.9	28.1	7.3	100.0
South and Islands	10.1	37.9	34.7	18.9	8.6	100.0
Number of employees						
20 – 49	14.4	34.0	35.0	31.0	0.0	100.0
50 – 199	29.4	31.0	24.6	31.6	12.8	100.0
200 – 499	43.4	20.8	43.3	24.1	11.8	100.0
500 and over	50.1	15.6	46.7	31.8	5.9	100.0
Branch of activity						
Trade, hotels, restaurants	8.6	9.9	38.4	49.2	2.5	100.0
Transport, storage, communication...	36.8	37.3	32.7	20.7	9.4	100.0
Other h.hold and business services...	30.9	35.7	28.5	29.6	6.2	100.0
Total service firms	20.4	30.6	32.2	30.7	6.5	100.0
Total	26.1	25.0	34.9	36.1	3.9	100.0

Table G7

Expenditure on energy efficiency and environmental protection, 2007-2008

(per cent)

	Percentage of firms making expenditure		Expenditure as a percentage of investment ⁽¹⁾
	2007	2008	2008
Industrial firms			
Geographical area			
North-West	36.3	46.8	6.5
North-East.....	31.7	34.2	6.5
Centre	37.2	37.1	9.0
South and Islands	26.7	28.8	5.1
Number of employees			
20 – 49	23.0	28.3	3.6
50 – 199	55.7	58.4	8.2
200 – 499	65.7	70.0	7.5
500 and over	82.8	81.9	7.8
Branch of activity			
Total manufacturing	33.0	37.7	6.7
Textiles, clothing, leather, footwear	23.0	31.5	7.6
Chemicals, rubber, plastic	44.9	51.9	10.0
Engineering	34.6	39.9	6.5
Other manufacturing	32.0	33.0	5.3
Energy and extraction	44.6	44.5	6.8
Share of exports			
Less than one-third	31.7	36.4	7.1
From one- to two-thirds	35.7	40.3	6.6
Over two-thirds	36.0	40.0	6.1
Total industrial firms.....	33.3	37.8	6.8
Service firms			
Geographical area			
North-West	16.2	15.5	1.6
North-East	7.2	12.7	7.6
Centre	11.0	9.4	3.1
South and Islands	10.8	13.2	1.1
Number of employees			
20 – 49	9.8	10.2	5.7
50 – 199	14.9	19.5	0.6
200 – 499	19.6	20.6	3.7
500 and over	22.1	23.2	2.6
Branch of activity			
Trade, hotels, restaurants	10.9	14.2	1.6
Transport, storage, communication.....	15.2	15.9	3.7
Other h.hold and business services	10.1	8.8	1.1
Total service firms	11.5	12.9	2.7
Total	23.5	26.6	4.9

(1) Investment is obtained as robust means (Winsorized). For details see Appendix A: Methodological Notes.

Table H1

Construction firms: workforce and output, 2008

(per cent)

	Percentage change on previous year			
	Average workforce		Output ⁽¹⁾	
	2008	2009 ⁽³⁾	2008	2009 ⁽²⁾
Geographical area				
North-West	-3.1	-4.3	-6.6	-9.8
North-East	-0.3	-2.4	-0.3	-6.1
Centre	4.7	-3.9	-2.1	-6.2
South and Islands	-4.6	-6.8	-3.5	-7.2
Number of employees				
20 – 49	-4.4	-5.2	-6.1	-8.9
50 – 199	-0.1	-4.8	-1.3	-8.3
200 – 499	-1.0	-2.1	1.9	-6.2
500 and over	8.6	-0.6	-0.7	-0.4
Total construction firms	-1.2	-4.3	-3.2	-7.4
Change in output at current prices ⁽¹⁾			-0.1	-4.3

(1) Robust means (Winsorized) calculated at constant 2008 prices using Istat deflators. For 2009 the last available rate of growth is assumed constant. For details see Appendix A: Methodological Notes. – (2) Forecast.

Table H2

Construction firms: public works contracts, 2008

(per cent)

	Firms undertaking public works in 2007-2008	Share of public works in total output		Change in percentage of public works from previous year ⁽¹⁾	
		2008	2009 ⁽²⁾	2008	2009 ⁽²⁾
Geographical area					
North-West	80.6	40.3	41.8	-5.7	-7.2
North-East	73.2	43.1	42.5	-1.1	-3.8
Centre	80.2	52.6	50.5	-0.2	-6.8
South and Islands	83.4	66.6	66.9	0.8	-4.8
Number of employees					
20 – 49	77.4	44.6	45.5	-2.7	-5.3
50 – 199	88.0	49.2	48.1	1.0	-7.5
200 – 499	92.6	57.2	57.3	1.1	-5.2
500 and over	93.9	51.1	50.1	-7.1	-2.1
Total construction firms	79.6	48.0	48.1	-1.8	-5.6
Change in output at current prices ⁽¹⁾				1.5	-2.4

(1) Robust means (Winsorized) calculated at constant 2008 prices using Istat deflators. For 2009 the last available rate of growth is assumed constant. For details see Appendix A: Methodological Notes. – (2) Forecast.

Appendix C:
Questionnaire



Survey of industrial firms – 2008

Confidentiality notice (Legislative Decree 196/2003) – The purpose of this survey is to collect information on the main economic and financial variables in the industrial sector. Your cooperation is important but not compulsory and any refusal to take part will bear no consequences. The information provided will be used for research purposes only and will not be published outside the Bank except in aggregate form. The firms taking part will be sent an extract of the main results of the survey. The data will be processed entirely inside the Bank and appropriate devices will be put in place to ensure the safety and confidentiality of all information. The only people with access to individual data are those in charge of data handling and the staff engaged in processing and analysis. Firms enjoy the rights granted under the terms of Article 7 of Decree 196, including the right to correct and integrate information concerning them. In charge of data handling: Head of the Economic and Financial Statistics Department of the Bank of Italy, Via Nazionale 91, 00184 ROME, Italy. Responsible for data processing: Bank of Italy (Organization Department) Via Nazionale 91, 00184 ROME, Italy.

PART A – General information

Bank of Italy codes: Branch code..... Firm code.....
(to be entered by BI branch) Registered office Type (sub-group)⁽¹⁾.....

Tax Identification Number

Name of firm

Legal status.....
SRL SPA SAPA SCRL SCRI SAS SNC Other

for SPA (plc) only: Has the firm adopted a governance model other than the traditional one?

no yes dualistic 1 monistic 2

Branch of activity Istat: Ateco 2002⁽²⁾
Ateco 2007⁽²⁾

(1) See Centrale dei Rischi (Central Credit Register), *Nuova classificazione della clientela bancaria, 1991*. - (2) See ISTAT, *Classificazione delle attività economiche. Metodi e norme, 2002 e 2007*.

Year founded

Is the firm listed? yes no Total shareholders in firm.....

Is the firm owned or controlled (directly or indirectly) by a physical person or a family? yes no

If 'yes', is the 'head of the firm' (i.e. the person running it)?

(1=the founder; 2=his/her heir (1st or 2nd generation); 3=a manager recruited outside the firm or selected among existing staff)

Does the firm belong to a group?

yes no

If the firm belongs to a group (i.e. a set of firms directly or indirectly controlled – through one or more chains of control – by the same physical persons or the same public entity):

Is the firm the parent company?

no

Name of parent company

yes

Name of group

Nationality of group

1 2 3 4
Italian Other EU at 31-12-03 Other European Rest of world

Holdings of three largest shareholders and details

	Quota	Type (1)	Nationality (2)	Nature (3)
1	<input type="text"/> %	<input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/>
2	<input type="text"/> %	<input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/>
3	<input type="text"/> %	<input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/>

(1) 1=physical person; 2=holding or sub-holding company; group financial company; 3=bank; 4=independent financial company (non-group); insurance company; 5=non-financial company. - (2) 1=Italian; 2=Foreign. - (3) 1=Public; 2=Private.

Are there voting agreements between the shareholders or agreements on the sale of holdings? no yes

Do the by-laws place conditions on the transfer of holdings (e.g. directors' acceptance or pre-emptive rights)? no yes

Did a **transfer of direct control** over the firm (or the majority of it) take place in 2008? yes no

If 'yes', did the transfer take place

- within the same group? no yes

- between relatives? no yes

Changes taking place in 2008:

Split

no yes

Name of firm that split off

Incorporation

no yes

Name of incorporated firm

Merger

no yes

Name of merged firm

Spin-off

no yes

Name of firm making split

Capital contribution

no yes

Transfer of assets

no yes

Are you able to provide homogeneous data for 2007 and 2008? (see instructions) no yes

PART B - Workforce, wages, severance pay fund and company-level contracts (see instructions)

(number)	Total workforce	of which:		
		Total fixed-term contracts	Total EU workforce (excluding Italy)	Total non-EU workforce
2007 Average workforce				
- of which: blue-collar and apprentices				
Workforce at end of year				
Hirings				
Terminations				
2008 Average workforce				
- of which: blue-collar and apprentices				
- of which: % obtaining tax relief on overtime or productivity bonuses				
Workforce at end of year				
Hirings				
Terminations				
2009 Average workforce (projection)				

Only if the projected workforce in 2009 is less than in 2008:

How do you intend to reduce staff? (no more than 2 answers) 1st method 2nd method

(1=freeze labour turnover (not replace voluntary terminations, e.g. retirement, change of job decided by worker); 2=voluntary resignation incentives; 3=individual or collective dismissals; 4=DO NOT USE; 5=non-renewal of fixed-term contracts)

	2007	2008	2009/2008 projection
Total hours worked by payroll employees			<input type="text"/> <input type="text"/> . <input type="text"/> %
Total hours of Wage Equalization Fund			<input type="text"/> <input type="text"/> . <input type="text"/> %
Number of temporary work assignments			<input type="text"/> <input type="text"/> . <input type="text"/> %
Total hours of temporary work			<input type="text"/> <input type="text"/> . <input type="text"/> %

	2007	2008	2009 projection
Percentage of overtime in total hours worked ...	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %

Wages and salaries in 2008	Blue-collar/apprentices	Clerks/managers	Overall average
Total gross annual wages per capita (€) ⁽¹⁾			
Minimum national contract wage ⁽²⁾	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
(approximate per cent of total)			

(1) Includes social security and tax withheld on behalf of workers; does not include firms' payments on behalf of INPS and others. - (2) The part covered by the national contract includes minimum rates of pay, cost of living allowance, 13 month's pay (*tredicesima*) and other additional months' pay, meal allowance, overtime, and shift allowance.

This section concerns enrolment in **supplementary pension plans** by the firm's employees (i.e. occupational schemes, open pension funds and individual retirement plans, in addition to the state pension).

(Please use end-of-year figures)

	2006	2007	2008
Number of employees enrolled in supplementary pension plans (number)			
Accrued severance pay allocated to supplementary pension plans (€ thousand)			

The law makes provision for **compensation to the firm** (reduction of social security contributions, increased tax deductions) for accruals to the severance pay fund allocated to a supplementary pension plan or to the specific INPS fund (cash fund). How do you rate the effects on the firm's economic and financial situation?

(1=satisfactory; 2=unsatisfactory; 3=other)

(Comment)

(Please use end-of-year figures)

	2006	2007	2008
Number of employees enrolled in a trade union (number)			

Has the firm signed a supplementary company-level labour contract or work agreement since 2000? yes no

ONLY firms that answered 'yes' to the question above should answer the following questions.

In what year did the firm sign the last supplementary contract/agreement? 2 0 0

Does this contract/agreement entail any changes in organization? yes no

What type of pay increase does the contract envisage?

(1=pre-arranged; 2=partially variable according to firm's performance; 3=wholly variable according to firm's performance; 4=other (e.g. associated with a specific change in organization))

PART C – Gross fixed investment in Italy*(Please express amounts in € thousand; enter 0 for no investment; see instructions)*

	2007	2008	2009 projection
Expenditure on tangible assets			
- property			
- plant, machinery and equipment			
- of which: used tangible assets			
- means of transport			
Total expenditure on tangible assets			
Total expenditure on software & databases ⁽¹⁾			
Expenditure on R&D and market research; design and test products			

	2008/2007	2009/2008 projection
Average annual percentage change in prices of tangible assets purchased	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
Average annual percentage change in prices of software and databases purchased ⁽¹⁾	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %

(1) Includes expenditure on mineral exploration, copyright on entertainment and works of literature and art.

Only to be completed by firms that took part in the previous survey:

If investment expenditure in 2008 has diverged significantly (over 5% above or below) from the estimate given in the previous survey (see annex), to what is this due?

- **exclusively** to differences between actual and estimated purchase prices of assets no yes- **also** to differences between actual and estimated quantities purchased yesIf you ticked the second answer, please say whether the difference in quantities purchased (plus or minus) was due to *(more than one answer possible; tick 'no' otherwise)*- change in expectations regarding demand no yes- change in expected production costs: level no yesuncertainty no yes- change in regulations (taxes and tax deductions for investments, financial contributions, etc.) no yes- change in delivery times of purchased capital goods imputable to supplier no yes- change in purchase price of capital goods no yes- change in self-financing no yes- change in interest rates no yes- change in availability of financing: shares no yescredit (subsidized or otherwise) no yes- factors relating to the firm's internal organization (for given external conditions) no yes- other (please specify) no yes**Geographical distribution** (per cent) of workforce and total fixed investment in 2007 and 2008 and projection for 2009:

	Average workforce			Total gross fixed investment		
	2007	2008	2009 (proj.)	2007	2008	2009 (proj.)
North-West ⁽¹⁾	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
North-East ⁽²⁾	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
Centre ⁽³⁾	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
South and Islands ⁽⁴⁾	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
Total	100 %	100 %	100 %	100 %	100 %	100 %
Same region ⁽⁵⁾	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %

(1) North-West = Piedmont, Valle d'Aosta, Lombardy and Liguria. – (2) North-East = Veneto, Trentino-Alto Adige, Friuli Venezia Giulia and Emilia Romagna. – (3) Centre = Tuscany, Umbria, Le Marche and Lazio. – (4) South and Islands = Abruzzo, Molise, Campania, Puglia, Basilicata, Calabria, Sicily and Sardinia. – (5) Same region as the location of the registered office.

PART D – Production capacity

	2008/2007	2009/2008 projection
Percentage change in production capacity..... (production capacity is the maximum output obtainable with plant operating at full capacity, without altering the organization of work shifts)	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %

	2008	2009 projection
Capacity utilization (actual output as a percentage of maximum obtainable output)	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %

PART E – Turnover, prices and operating result

Turnover (€ thousand)	2007	2008	2009 (proj.)	2009/2008 projection
Turnover from year's sales of goods/services	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> %
- of which: exports	<input type="text"/>	<input type="text"/>	<input type="text"/>	(a) Calculate: (turnover 2009/2008-1)*100

Only to be completed by exporting firms: Assuming the total value of exports equal to 100, what percentage was sold on each of the following markets in 2007 and 2008 and what is the projection for 2009?

	Value of exports		
	2007	2008	2009 proj.
Euro-area (1 st January 2007)	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
USA and Canada	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
China.....	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
Rest of the world.....	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
Total.....	100 %	100 %	100 %

	2008/2007	2009/2008 projection (b)
Average annual percentage change in selling prices of goods and services		
☞ Italy and abroad	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
☞ Italy only	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
☞ abroad only (€).....	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %

The projected **percentage change 2009/2008** in turnover, adjusted for the percentage change in prices, is approximately (sign and % change):

% calculate (a) – (b)

Please give a **range around this figure**, i.e. a forecast of minimum and maximum turnover, adjusted for changes in prices.

Min. (sign and % change) % Max. (sign and % change) %

Please describe the firm's **operating result** for 2008

<input type="text"/> 1 Large profit	<input type="text"/> 2 Small profit
<input type="text"/> 3 Broad balance	<input type="text"/> 4 Small loss
	<input type="text"/> 5 Large loss

PART F – Financing

Please state whether, at the terms and conditions (cost and collateral) currently applied, the firm would like to **borrow more** from banks or other lenders

yes

no

If 'yes':

(assuming current debt equal to 100) What level of debt would the firm like?.....

- Would the firm be willing, at present, to pay a slightly higher rate of interest or accept worse terms (e.g. higher collateral) in order to borrow more?..... no yes
- Why has the firm been unable to borrow as much as it would like? (only one answer possible)
 - no banks or other lenders were contacted because they were expected to answer 'no' to any request for additional financing no yes
 - no banks or other lenders were contacted for other reasons..... no yes
 - lenders contacted were unwilling to increase the volume of lending to the firm no yes

Sources of finance

	2007	2008	2009 projection
Self-financing ⁽¹⁾ (+/-) (€ thousand)	<input type="text"/>	<input type="text"/>	<input type="text"/>

(1) Please use the minus sign (-) in the case of negative self-financing. For the definition of self-financing, see the instructions.

For each of the following items, please say whether there has been any change with respect to the amounts outstanding at the end of the preceding year and indicate by how much (for a **negative** change please write: 1=more than -20%; 2=from -20% to -10.1%; 3=from -10% to -5.1%; 4=from -5% to -0.1%; for a **positive** change please write: 5=from 0.1% to 5%; 6=from 5.1% to 10%; 7=from 10.1% to 20%; 8=more than 20%)

	2008	2009 projection
Equity capital ⁽¹⁾	no yes <input type="text"/>	no yes <input type="text"/>
Bonds and other medium/long-term securities ⁽²⁾	no yes <input type="text"/>	no yes <input type="text"/>
Other ⁽²⁾	no yes <input type="text"/>	no yes <input type="text"/>
Bank borrowing	no yes <input type="text"/>	no yes <input type="text"/>

(1) Please include only changes due to issues and redemptions of capital equities. Changes are negative in the case of redemptions. - (2) Changes are negative for firms that **overall** reimburse bonds or securities.

PART G - Private equity (see instructions)

Has the firm received, since 2003, any offers from **private equity or venture capital companies** to acquire part of its equity capital? yes no

If 'yes', did the firm take up at least one of these offers? no yes

If an offer was not accepted, please give the year it was made and the main reason for rejecting it

(In the event of more than one offer, enter the first in order of occurrence)

Main reason for rejection
(1=wanted to retain full control over the firm's strategic decisions; 2=no apparent advantage over the usual sources of financing; 3=other (please give details below))

PART H - The economic crisis

How much has the economic crisis affected the firm?

1 Not at all 2 A little 3 Somewhat 4 A lot

Only to be completed by firms affected by the recession (answers 2, 3, 4 to the question above):

For how many months?

Since the crisis began, how much has annual turnover contracted in percentage terms?..... . %

(Please enter 0 if turnover has not contracted)

What is the effect of the recession on the firm as regards the following aspects?

(0=negligible; 1=small; 2=large; 3=very large)

Decline in demand for the firm's products.....

Payment difficulties of clients/customers

Difficulty procuring funds by the firm's usual means.....

Difficulty procuring raw materials or intermediate goods through the usual network of suppliers

Compared with previous recessions, how do you rate the impact of the present recession on the firm?

(1=less serious; 2=equally serious; 3=more serious)

How many months do you think the present negative conditions will continue to affect the firm?.....

(Please estimate a minimum and maximum number of months) minimum maximum

Which of the following measures have you taken/do you intend to take to cope with the recession? (max 3 answers)

1st 2nd 3rd

(1=reduce profit margins; 2=curb production costs; 3=diversify outlet markets; 4=improve quality of range of products/services; 5=reduce scale of production; 6=delocalize (even partially) production abroad; 7=other).

Please describe the trend, **since October 2008**, in the firm's demand for credit facilities and bank loans, excluding any normal seasonal fluctuations.....

(1=large contraction; 2=small contraction; 3=virtually no change; 4=small increase; 5=large increase; 8=not applicable; 9=don't know, not answering)

Only to be completed by firms reporting changes in their demand for credit (answers 1, 2, 4 and 5):

Which **two** of the following factors have played the most important role in changing the firm's demand for loans

and credit facilities since October 2008? 1st factor 2nd factor

(1=change in financing requirements for fixed investment; 2=change in financing requirements for inventories and working capital; 3=change in financing requirements for debt restructuring; 4=change in recourse to self-financing; 5=change in other factors)

Have you noticed, since October 2008, any **worsening in the firm's overall borrowing conditions?**..... ☐ yes ☐ no

If 'yes',

- 1) Have lenders asked you to repay, even partially, any outstanding debts? ☐ no ☐ yes
- 2) Which of the following specific measures have you taken to counter the worsening of borrowing conditions (excluding any downsizing of production)? *(Please indicate degree of use: 1=none at all, 2=small; 3=average; 4=large; 5=extensive)*
- using liquid assets (e.g. withdrawal from bank deposits or sale of government securities)..... ☐
 - selling other financial assets (e.g. shareholdings or claims)..... ☐
 - changing trade credit policies (applied to clients; see instructions)..... ☐
 - reducing debt..... ☐
 - making equity capital contributions ☐
 - cutting back planned investment..... ☐
 - curbing staff costs or other running costs..... ☐
 - other (please specify) ☞ ☐
- 3) If goods or assets eligible as debt collateral have declined in value, has this had a negative effect on the firm's ability to borrow? ☐
(1=no; 2=small; 3=large; 8=there has been no loss of value)

PART I – Civil actions (see instructions)

This section looks at **civil actions** brought by the firm for **breach of contract**.

How many lawsuits did the firm bring in 2008? (number)

In how many (per cent) of the lawsuits concluded in the last 3 years did the firm prefer to **reach an out-of-court settlement** with the other party rather than wait for the judge's ruling? %

In such cases, what percentage of the sum due did the firm forgo, on average, in order to reach an out-of-court settlement? %

How much did the firm pay in 2008 to cover the **cost of legal services for civil actions**? (€ thousand)
(Include only the cost of external legal services)

PART J – Energy efficiency and environmental protection measures (see instructions)

How much did the firm spend in 2008 on:
 (€ thousand; enter 0 for no expenditure)

- improving energy efficiency in production (electrical motors, fluorescent lighting, etc.)
- treatment of production waste (reduction, recycling, disposal)
- reducing harmful emissions from production processes (present or future legal requirement) *(tick box on right if not applicable)*
- changing product characteristics to reduce their environmental impact (packaging, recyclable materials, etc.).....

Expenditure during 2008		Was there any expenditure on such measures in 2007?	
<input type="text"/>	<input type="checkbox"/> N. A.	<input type="checkbox"/> no	<input type="checkbox"/> yes
<input type="text"/>		<input type="checkbox"/> no	<input type="checkbox"/> yes
<input type="text"/>		<input type="checkbox"/> no	<input type="checkbox"/> yes
<input type="text"/>		<input type="checkbox"/> no	<input type="checkbox"/> yes

If the firm spent sums on at least one of the above measures in 2007 or 2008:

On a scale from 0 to 10, how much did each of the following considerations affect the decision to take steps to limit the environmental impact of the firm's activity? *(from 0=not at all to 10; or use codes 88=not applicable; 99=don't know, not answering)*

- Score (from 0 to 10)
- complying with stricter environmental regulations.....
 - preventing/controlling ecological damage caused by the firm's activities.....
 - safeguarding the firm's image
 - reducing production costs
 - adopting the same technologies as other firms.....
 - improving the environment as ethical policy of management.....
 - making the firm more competitive
 - exploiting tax incentives
 - other (please specify) ☞

How would you rate the effort involved in completing the questionnaire? .. ☐ modest ☐ average ☐ large ☐ excessive

Comments:



Survey of industrial firms – 2008

PART A – General information

Type (sub-group)⁽¹⁾ | | |

Name of firm |

for SPA (plc) only: Has the firm adopted a governance model other than the traditional one?

no yes dualistic..... 1 monistic 2

Branch of activity Istat: Ateco 2002 ⁽²⁾	
	Ateco 2007 ⁽²⁾

Year founded | | | |

Is the firm owned or controlled (*directly or indirectly*) by a physical person or a family? ☐ yes ☐ no

If 'yes', is the 'head of the firm' (i.e. the person running it)?
 (1=the founder; 2=his/her heir (1st or 2nd generation); 3=a manager recruited outside the firm or selected among existing staff).

Does the firm belong to a group?..... ☐ yes ☐ no

If the firm belongs to a group (i.e. a set of firms directly or indirectly controlled – through one or more chains of control – by the same physical persons or the same public entity):

Is the firm the parent company?... ☐ yes ☐ no

Name of group	Name of parent company
----------------------------	------------------------

Nationality of group.....

1	2	3	4
Italian	Other EU at 31-12-03	Other European	Rest of world

Was the firm involved in any extraordinary operations in 2008?..... ☐ yes ☐ no

If 'yes', are you able to provide homogeneous data for 2007 and 2008? (see instructions) ☐ yes ☐ no

PART B – Workforce, wages, severance pay fund and company-level contracts (see instructions)

(number)

79

Only if the projected workforce in 2009 is less than in 2008:

How do you intend to reduce staff? (no more than 2 answers) 1st method 2nd method
 (1=freeze labour turnover (not replace voluntary terminations, e.g. retirement, change of job decided by worker);
 2=voluntary resignation incentives; 3=individual or collective dismissals ; 4=DO NOT USE; 5=non-renewal of fixed-term contracts)

	2007	2008	2009/2008 proj.
Total hours worked by payroll employees			<input type="text"/> <input type="text"/> <input type="text"/> . <input type="text"/> %

	2007	2008	2009 projection
Percentage of overtime in total hours worked ...	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %

Wages and salaries in 2008

Total gross annual wages per capita (€)⁽¹⁾

Minimum national contract wage⁽²⁾

(approximate per cent of total)

Blue-collar/apprentices	Clerks/managers	Overall average
<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %

(1) Includes social security and tax withheld on behalf of workers; does not include firms' payments on behalf of INPS and others. – (2) The part covered by the national contract includes minimum rates of pay, cost of living allowance, 13 month's pay (*tredicesima*) and other additional months' pay, meal allowance, overtime, and shift allowance.

This section concerns enrolment in **supplementary pension plans** by the firm's employees (*i.e. occupational schemes, open pension funds and individual retirement plans, in addition to the state pension*)

(Please use end-of-year figures)

Number of employees enrolled in supplementary pension plans (*number*)

Accrued severance pay allocated to supplementary pension plan (€ thousand)

2006	2007	2008

The law makes provision for **compensation to the firm** (reduction of social security contributions, increased tax deductions) for accruals to the severance pay fund allocated to a supplementary pension plan or to the specific INPS fund (cash fund). How do you rate the effects on the firm's economic and financial situation?

(1=satisfactory; 2=unsatisfactory; 3=other).....

(Comment) ☞

(Please use end-of-year figures)

Number of **employees enrolled in a trade union** (*number*).....

2006	2007	2008

Has the firm signed a supplementary company-level labour contract or work agreement since 2000? yes no

ONLY firms that answered 'yes' to the question above should answer the following questions.

In what year did the firm sign the last supplementary contract/agreement?

2 0 0

Does this contract/agreement entail any changes in organization?

yes no

What type of pay increase does the contract envisage?

(1=pre-arranged; 2=partially variable according to firm's performance; 3=wholly variable according to firm's performance; 4=other (e.g. associated with a specific change in organization))

PART C – Gross fixed investment in Italy

(please express amounts in € thousand; enter 0 for no investment; see instructions)

	2007	2008	2009 projection
Total expenditure on tangible assets ⁽¹⁾			
- of which: property			
Total expenditure on software & databases ⁽²⁾			

(1) Tangible assets include property, plant, machinery and equipment, and means of transport. – (2) Includes expenditure on mineral exploration, copyright on entertainment and works of literature and art.

How much did the firm spend in 2008 to reduce the environmental impact of production (increased energy efficiency, energy saving, waste reduction/recycling, reduction of harmful emissions, or other pro-environmental sustainability measures? (€ thousand; enter 0 for no expenditure)

Was any expenditure made on the above measures in 2007?..... no yes

PART D - Turnover, prices and operating result**Turnover (€ thousand)**

Turnover from year's sales of goods/services

- of which: exports

2007	2008	2009 proj.	2009/2008 projection
			<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
			(a) Calculate: (turnover 2009/2008-1)*100

Average annual percentage change in selling prices of goods (home and abroad).....

2008/2007	2009/2008 projection (b)
-----------	--------------------------

 . % . %The projected **percentage change 2009/2008** in turnover, adjusted for the percentage change in prices, is approximately (sign and % change) % (calculate (a) - (b))Please give a **range around this figure**, i.e. a forecast of minimum and maximum turnover, adjusted for changes in prices.Min. (sign and % change) % Max. (sign and % change) %Please describe the firm's **operating result** for 2008.

- | | | | |
|------------------------|---------------|------------------------|--------------|
| <input type="text"/> 1 | Large profit | <input type="text"/> 2 | Small profit |
| <input type="text"/> 3 | Broad balance | <input type="text"/> 4 | Small loss |
| | | <input type="text"/> 5 | Large loss |

PART E - FinancingPlease state whether, at the terms and conditions (cost and collateral) currently applied, the firm would like to **borrow more** from banks or other lenders yes no**If you answered 'yes' to the question above:**

- Would the firm be willing, at present, to pay a slightly higher rate of interest or accept worse terms (e.g. higher collateral) in order to borrow more?

 no yes

- Why has the firm been unable to borrow as much as it would like? (only one answer possible)

- no banks or other lenders were contacted because they were expected to answer 'no' to any request for additional financing

 no yes

- no banks or other lenders were contacted for other reasons.....

 no yes

- lenders contacted were unwilling to increase the volume of lending to the firm

 no yes**PART H - The economic crisis**

How much has the economic crisis affected the firm?

 1 Not at all 2 A little 3 Somewhat 4 A lot**Only to be completed by firms affected by the recession** (answers 2, 3, 4 to the question above):

For how many months?

Since the crisis began, how much has annual turnover contracted in percentage terms?

(Please enter 0 if turnover has not contracted)

What is the effect of the recession on the firm as regards the following aspects?

(0=negligible; 1=small; 2=large; 3=very large)

Decline in demand for the firm's products.....

Payment difficulties of clients/customers

Difficulty procuring funds by the firm's usual means.....

Difficulty procuring raw materials or intermediate goods through the usual network of suppliers

Compared with previous recessions, how do you rate the impact of the present recession on the firm?

(1=less serious; 2=equally serious; 3=more serious)

How many months do you think the present negative conditions will continue to affect the firm?.....

(Please estimate a minimum and maximum number of months) minimum Maximum

Which of the following measures have you taken/do you intend to take to cope with the recession? (max 3 answers)

1st 2nd 3rd

(1=reduce profit margins; 2=curb production costs; 3=diversify outlet markets; 4=improve quality of range of products/services; 5=reduce scale of production; 6=delocalize (even partially) production abroad; 7=other)

Please describe the trend, **since October 2008, in the firm's demand** for credit facilities and bank loans, excluding any normal seasonal fluctuations?
 (1=large contraction; 2=small contraction; 3=virtually no change; 4=small increase; 5=large increase; 8=not applicable; 9=don't know, not answering)

Only to be completed by firms reporting changes in their demand for credit (answers 1, 2, 4 and 5):

Which **two of the following factors have played the most important role** in changing the firm's demand for loans and credit facilities since October 2008? 1st factor 2nd factor


(1=change in financing requirements for fixed investment; 2=change in financing requirements for inventories and working capital; 3= change in financing requirements for debt restructuring; 4=change in recourse to self-financing; 5=change in other factors)

Have you noticed, since October 2008, any **worsening in the firm's overall borrowing conditions**? yes no

If 'yes',

1) Have lenders asked you to repay, even partially, any outstanding debts? no yes

2) Which of the following specific measures have you taken to counter the worsening of borrowing conditions (excluding any downsizing of production)? (Please indicate degree of use: 1=none at all, 2=small; 3=average; 4= large; 5= extensive)

- using liquid assets (e.g. withdrawal from bank deposits or sale of government securities).....
- selling other financial assets (e.g. shareholdings or claims).....
- changing trade credit policies (applied to clients; see instructions).....
- reducing debt.....
- making equity capital contributions
- cutting back planned investment.....
- curbing staff costs or other running costs.....
- other (please specify) 

3) If goods or assets eligible as debt collateral have declined in value, has this had a negative effect on the firm's ability to borrow?
 (1=no; 2=small; 3=large; 8=there has been no loss of value)

How would you rate the effort involved in completing the questionnaire? .. modest average large excessive

Comments: _____



Survey of service firms – 2008

Confidentiality notice (Legislative Decree 196/2003) – The purpose of this survey is to collect information on the main economic and financial variables in the industrial sector. Your cooperation is important but not compulsory and any refusal to take part will bear no consequences. The information provided will be used for research purposes only and will not be published outside the Bank except in aggregate form. The firms taking part will be sent an extract of the main results of the survey. The data will be processed entirely inside the Bank and appropriate devices will be put in place to ensure the safety and confidentiality of all information. The only people with access to individual data are those in charge of data handling and the staff engaged in processing and analysis. Firms enjoy the rights granted under the terms of Article 7 of Decree 196, including the right to correct and integrate information concerning them. In charge of data handling: Head of the Economic and Financial Statistics Department of the Bank of Italy, Via Nazionale 91, 00184 ROME, Italy. Responsible for data processing: Bank of Italy (Organization Department) Via Nazionale 91, 00184 ROME, Italy.

PART A – General information

Bank of Italy codes:

(to be entered by BI branch)

Branch code.....

Firm code

Registered office

Type (sub-group)⁽¹⁾

Tax Identification Number

Name of firm

Legal status.....

Public company

SRL

SPA

SAPA

SCRL

SCRI

SAS

SNC

Other

for SPA (plc) only: Has the firm adopted a governance model other than the traditional one?

no

yes



dualistic

1

monistic.....

2

Branch of activity Istat: Ateco 2002⁽²⁾..... Ateco 2007⁽²⁾.....

(1) See Centrale dei Rischi (Central Credit Register), *Nuova classificazione della clientela bancaria*, 1991. - (2) See ISTAT, *Classificazione delle attività economiche. Metodi e norme*, 2002 e 2007.

Year founded

Is the firm owned or controlled (directly or indirectly) by a physical person or a family?

yes

no

If 'yes', is the 'head of the firm' (i.e. the person running it)?.....

(1=the founder; 2=his/her heir (1st or 2nd generation); 3=a manager recruited outside the firm or selected among existing staff)

Does the firm belong to a group?.....

yes

no

If the firm belongs to a group (i.e. a set of firms directly or indirectly controlled – through one or more chains of control – by the same physical persons or the same public entity):

Is the firm the parent company?...

yes

no



Name of parent company

Name of group.....

Nationality of group.....

1

Italian

2

Other EU at 31-12-03

3

Other European

4

Rest of world

Was the firm involved in any extraordinary operations in 2008?.....

yes

no

If 'yes', are you able to provide homogeneous data for 2007 and 2008? (see instructions)

yes

no

PART B – Workforce, wages, severance pay fund and company-level contracts (see instructions)

(number)

	Total workforce	of which:	
		Total fixed-term contracts	Total EU workforce (excluding Italy)
2007			
Average workforce			
- of which: blue-collar, apprentices, etc.			
- of which: part-time			
Workforce at end of year			
Hirings			
Terminations			
2008			
Average workforce			
- of which: blue-collar, apprentices, etc.			
- of which: part-time			
- of which: % obtaining tax relief on overtime or productivity bonuses			
Workforce at end of year			
Hirings			
Terminations			
2009			
Average workforce (projection)			

Only if the projected workforce in 2009 is less than in 2008:

How do you intend to reduce staff? (no more than 2 answers):..... 1st method 2nd method

(1=freeze labour turnover (not replace voluntary terminations, e.g. retirement, change of job decided by worker); 2=voluntary resignation incentives; 3=individual or collective dismissals; 4=DO NOT USE; 5=non-renewal of fixed-term contracts)

	2007	2008	2009/2008 proj.
Total hours worked by payroll employees			<input type="text"/> <input type="text"/> . <input type="text"/> %
Number of temporary work assignments			<input type="text"/> <input type="text"/> . <input type="text"/> %
Total hours of temporary work			<input type="text"/> <input type="text"/> . <input type="text"/> %
	2007	2008	2009 projection
Percentage of overtime in total hours worked ..	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %
Cost of free-lance collaborators ⁽¹⁾ (% of total cost of payroll employees)	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	

(1) Includes occasional work invoiced with VAT and 'project' contracts.

Wages and salaries in 2008

Total gross annual wages per capita (€) ⁽¹⁾

Minimum national contract wage ⁽²⁾
(approximate per cent of total)

Blue-collar/apprentices	Clerks/managers	Overall average
<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %

(1) Includes social security and tax withheld on behalf of workers; does not include firms' payments on behalf of INPS and others. – (2) The part covered by the national contract includes minimum rates of pay, cost of living allowance, 13 month's pay (*tredicesima*) and other additional months' pay, meal allowance, overtime, and shift allowance.

This section concerns enrolment in **supplementary pension plans** by the firm's employees (*i.e. occupational schemes, open pension funds and individual retirement plans, in addition to the state pension*)

(Please use end-of-year figures)

Number of employees enrolled in supplementary pension plans (*number*)

Accrued severance pay allocated to supplementary pension plan (€ thousand)

2006	2007	2008

The law makes provision for **compensation to the firm** (reduction of social security contributions or increased tax deductions) for accruals to the severance pay fund allocated to a supplementary pension plan or to the specific INPS fund (cash fund). How do you rate the effects on the firm's economic and financial situation?

(1=satisfactory; 2=unsatisfactory; 3=other)

(Comment)

(Please use end-of-year figures)

Number of **employees enrolled in a trade union** (*number*)

2006	2007	2008

Has the firm signed a supplementary company-level labour contract or work agreement since 2000? yes no

ONLY firms that answered 'yes' to the question above should answer the following questions.

In what year did the firm sign the last supplementary contract/agreement? 2 0 0

Does this contract/agreement entail any changes in organization? yes no

What type of pay increase does the contract envisage?

(1=pre-arranged; 2=partially variable according to firm's performance; 3=wholly variable according to firm's performance; 4=other (e.g. associated with a specific change in organization))

PART C - Gross fixed investment in Italy

(Please express amounts in € thousand; enter 0 for no investment; see instructions)

	2007	2008	2009 projection
Total expenditure on tangible assets ⁽¹⁾			
- of which: property			
Total expenditure on software & databases ⁽²⁾			

(1) Tangible assets include property, plant, machinery and equipment, and means of transport. – (2) Includes expenditure on mineral exploration, copyright on entertainment and works of literature and art.

	2008/2007				2009/2008 projection			
Average annual percentage change in prices of tangible assets purchased	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	<input type="text"/>	<input type="text"/>	<input type="text"/>
Average annual percentage change in prices of software and databases purchased ⁽¹⁾	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	<input type="text"/>	<input type="text"/>	<input type="text"/>

(1) Includes expenditure on mineral exploration, copyright on entertainment and works of literature and art.

How much did the firm spend in 2008 to reduce the environmental impact of production (increased energy efficiency, energy saving, waste reduction/recycling, reduction of harmful emissions, or other pro-environmental sustainability measures)? (€ thousand; enter 0 for no expenditure).....

Was any expenditure made on the above measures in 2007?..... no yes

Geographical distribution (per cent) of workforce and total fixed investment in 2007 and 2008 and projection for 2009:

	Average workforce			Total gross fixed investment		
	2007	2008	2009 proj.	2007	2008	2009 proj.
North-West ⁽¹⁾	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
North-East ⁽²⁾	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Centre ⁽³⁾	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
South and Islands ⁽⁴⁾	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%
Total	100	%	100	%	100	%
Same region ⁽⁵⁾	<input type="text"/>	%	<input type="text"/>	%	<input type="text"/>	%

(1) North-West = Piedmont, Valle d'Aosta, Lombardy and Liguria. – (2) North-East = Veneto, Trentino-Alto Adige, Friuli Venezia Giulia and Emilia Romagna. – (3) Centre = Tuscany, Umbria, Le Marche and Lazio. – (4) South and Islands = Abruzzo, Molise, Campania, Puglia, Basilicata, Calabria, Sicily and Sardinia. – (5) Same region as the location of the registered office.

PART D – Turnover, prices and operating result

Turnover (€ thousand)	2007	2008	2009 proj.	2009/2008 projection
Turnover from year's sales of goods & services	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> %
- of which: % exports ⁽¹⁾	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	(a) Calculate: (turnover 2009/2008-1)*100

(1) Sales to non-residents of Italy.

	2008/2007	2009/2008 projection (b)
Average annual percentage change in selling prices of goods & services (home and abroad) .	<input type="text"/> %	<input type="text"/> %

The projected **percentage change 2009/2008** in turnover, adjusted for the percentage change in prices, is approximately (sign and % change):

% (calculate (a) – (b))

Please give a **range around this figure**, i.e. a forecast of minimum and maximum turnover, adjusted for changes in prices.

Min. (sign and % change) % Max. (sign and % change) %

Please describe the firm's **operating result** for 2008?.....

1 Large profit 2 Small profit
 3 Broad balance 4 Small loss 5 Large loss

PART E - Financing

Please state whether, at the terms and conditions (cost and collateral) currently applied, the firm would like to **borrow more** from banks or other lenders

yes

no

If you answered 'yes' to the question above:

(assuming current debt equal to 100) What level of debt would the firm like?.....

• Would the firm be willing, at present, to pay a slightly higher rate of interest or accept worse terms (e.g. higher collateral) in order to borrow more?.....

no

yes

• Why has the firm been unable to borrow as much as it would like? (only one answer possible)

- no banks or other lenders were contacted because they were expected to answer 'no' to any request for additional financing

no

yes

- no banks or other lenders were contacted for other reasons

no

yes

- lenders contacted were unwilling to increase the volume of lending to the firm

no

yes

Sources of finance

Self-financing⁽¹⁾ (+/-) (€ thousand)

2007	2008	2009 projection
<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/>

(1) Please use the minus sign (-) in the case of negative self-financing. For the definition of self-financing, see the instructions.

For each of the following items, please say whether there has been any change with respect to the amounts outstanding at the end of the preceding year and indicate how much.

(for a **negative** change please write: 1=more than -20%; 2=from -20% to -10.1%; 3=from -10% to -5.1%; 4=from -5% to -0.1%; for a **positive** change please write: 5=from 0.1% to 5%; 6=from 5.1% to 10%; 7=from 10.1% to 20%; 8=more than 20%)

Equity capital⁽¹⁾

Bonds and other medium/long-term securities⁽²⁾

Other⁽²⁾

Bank borrowing

2008	2009 projection
no yes <input type="text"/>	no yes <input type="text"/>
no yes <input type="text"/>	no yes <input type="text"/>
no yes <input type="text"/>	no yes <input type="text"/>
no yes <input type="text"/>	no yes <input type="text"/>

(1) Please include only changes due to issues and redemptions of capital equities. Changes are negative in the case of redemptions. - (2) Changes are negative for firms that **overall** reimburse bonds or securities.

PART F - The economic crisis

How much has the economic crisis affected the firm?

1 Not at all

2 A little

3 Somewhat

4 A lot

Only to be completed by firms affected by the recession (answers 2, 3, 4 to the question above):

For how many months?

Since the crisis began, how much has annual turnover contracted in percentage terms?..... %

(Please enter 0 if turnover has not contracted)

What is the effect of the recession on the firm as regards the following aspects?

(0=negligible; 1=small; 2=large; 3=very large)

Decline in demand for the firm's products.....

Payment difficulties of clients/customers

Difficulty procuring funds by the firm's usual means.....

Difficulty procuring raw materials or intermediate goods through the usual network of suppliers

Compared with previous recessions, how do you rate the impact of the present recession on the firm?

(1=less serious; 2=equally serious; 3=more serious)

How many months do you think the present negative conditions will continue to affect the firm?.....

(Please estimate a minimum and maximum number of months) minimum maximum

Which of the following measures have you taken/do you intend to take to cope with the recession? (max 3 answers)

1st 2nd 3rd

(1=reduce profit margins; 2=curb production costs; 3=diversify outlet markets; 4=improve quality of range of products/services; 5=reduce scale of production; 6=delocalize (even partially) production abroad; 7=other)

Please describe the trend, **since October 2008**, in **the firm's demand** for credit facilities and bank loans, excluding any normal seasonal fluctuations.....
 (1=large contraction; 2=small contraction; 3=basically unchanged; 4=small increase; 5=large increase; 8=not applicable; 9=don't know, not answering)

Only to be completed by firms reporting changes in their demand for credit (answers 1, 2, 4 and 5):

Which **two of the following factors have played the most important role** in changing the firm's demand for loans and credit facilities since October 2008? 1st factor 2nd factor
 (1=change in financing requirements for fixed investment; 2=change in financing requirements for inventories and working capital; 3= change in financing requirements for debt restructuring; 4=change in recourse to self-financing; 5=change in other factors)

Have you noticed, since October 2008, any **worsening in the firm's overall borrowing conditions**? yes no

If 'yes',

1) Have lenders asked you to repay, even partially, any outstanding debts? no yes

2) Which of the following specific measures have you taken to counter the worsening of borrowing conditions (excluding any downsizing of production)? (Please indicate degree of use: 1=none at all, 2=small; 3=average; 4= large; 5= extensive)

- using liquid assets (e.g. withdrawal from bank deposits or sale of government securities).....
- selling other financial assets (e.g. shareholdings or claims).....
- changing trade credit policies (applied to clients; see instructions).....
- reducing debt.....
- making equity capital contributions
- cutting back planned investment.....
- curbing staff costs or other running costs.....
- other (please specify) ☞.....

3) If goods or assets eligible as debt collateral have declined in value, has this had a negative effect on the firm's ability to borrow?
 (1=no; 2=small; 3= large; 8=there has been no loss of value)

PART G - Private equity (see instructions)

Has the firms received, since 2003, any offers from **private equity or venture capital companies** to acquire part of its equity capital? yes no

If 'yes', did the firm take up at least one of these offers? no yes

If an offer was not accepted, please give the year it was made and the main reason for rejecting it
 (In the event of more than one offer, enter the first in order of occurrence)

Main reasons for rejection
 (1=wanted to retain full control over the firm's strategic decisions; 2=there appeared to be no advantage over the usual sources of financing; 3=other (please give details below))

How would you rate the effort involved in completing the questionnaire? .. modest average large excessive

Comments: _____



Survey of service firms – 2008

Confidentiality notice (Legislative Decree 196/2003) – The purpose of this survey is to collect information on the main economic and financial variables in the industrial sector. Your cooperation is important but not compulsory and any refusal to take part will bear no consequences. The information provided will be used for research purposes only and will not be published outside the Bank except in aggregate form. The firms taking part will be sent an extract of the main results of the survey. The data will be processed entirely inside the Bank and appropriate devices will be put in place to ensure the safety and confidentiality of all information. The only people with access to individual data are those in charge of data handling and the staff engaged in processing and analysis. Firms enjoy the rights granted under the terms of Article 7 of Decree 196, including the right to correct and integrate information concerning them. In charge of data handling: Head of the Economic and Financial Statistics Department of the Bank of Italy, Via Nazionale 91, 00184 ROME, Italy. Responsible for data processing: Bank of Italy (Organization Department) Via Nazionale 91, 00184 ROME, Italy.

PART A – General information

Bank of Italy codes: Branch code Firm code
(to be entered by BI branch) Type (sub-group)⁽¹⁾

Tax Identification Number

Name of firm

Legal status
Public company SRL SPA SAPA SCRL SCRI SAS SNC Other

for SPA (plc) only: Has the firm adopted a governance model other than the traditional one ?

no yes dualistic..... 1 monistic 2

Branch of activity Istat: Ateco 2002⁽²⁾ Ateco 2007⁽²⁾

(1) See Centrale dei Rischi (Central Credit Register), *Nuova classificazione della clientela bancaria, 1991*. - (2) See ISTAT, *Classificazione delle attività economiche. Metodi e norme, 2002 e 2007*.

Year founded

If the firm owned or controlled (directly or indirectly) by a physical person or a family? yes no

If 'yes', is the 'head of the firm' (i.e. the person running it)?.....

(1=the founder; 2=his/her heir (1st or 2nd generation); 3=a manager recruited outside the firm or selected among existing staff).

Is the firm part of a group yes no

If the firm belongs to a group (i.e. a set of firms directly or indirectly controlled – through one or more chains of control – by the same physical persons or the same public entity):

If the firm the parent company? ... yes no

Name of parent company

Name of group

Nationality of group..... 1 2 3 4
Italian Other EU at 31-12-03 Other European Rest of world

Was the firm involved in any extraordinary operations in 2008?..... yes no

If 'yes', are you able to provide homogeneous data for 2007 and 2008? (see instructions) yes no

PART B – Workforce, wages, severance pay fund and company-level contracts (see instructions)

(number)

(number)		Total workforce	of which:		
			Total fixed-term contracts	Total EU workforce (excluding Italy)	Total non-EU workforce
2007	Average workforce				
	- of which: blue-collar, apprentices, etc.				
	- of which: part-time				
	Workforce at end of year				
	Hirings				
	Terminations				
2008	Average workforce				
	- of which: blue-collar, apprentices, etc.				
	- of which: part-time				
	- of which: % obtaining tax relief on overtime or productivity bonuses	<div><div></div><div></div></div> %			
	Workforce at end of year				
	Hirings.....				
2009	Terminations				
	Average workforce (projection)				
2007	Average workforce				

Only if the projected workforce in 2009 is less than in 2008:

How do you intend to reduce staff? (no more than 2 answers):..... First method Second method
 (1=freeze labour turnover (not replace voluntary terminations, e.g. retirement, change of job decided by worker);
 2=voluntary resignation incentives; 3=individual or collective dismissals ; 4=DO NOT USE; 5=non-renewal of fixed-term contracts)

	2007	2008	2009/2008 proj.
Total hours worked by payroll employees			<input type="text"/> <input type="text"/> . <input type="text"/> %

	2007	2008	2009 projection
Overtime in percentage of total hours worked...	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %
Cost of free-lance collaborators ⁽¹⁾ (% of total cost of payroll employees)	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	

(1) Includes occasional work invoiced with VAT and 'project' contracts.

Wages and salaries in 2008	Blue-collar/apprentices	Clerks/managers	Overall average
Total gross annual wages per capita (€) ⁽¹⁾			
Minimum national contract wage ⁽²⁾	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
(approximate per cent of total)			

(1) Includes social security and tax withheld on behalf of workers; does not include firms' payments on behalf of INPS and others. – (2) The part covered by the national contract includes minimum rates of pay, cost of living allowance, 13 month's pay (*tredicesima*) and other additional months' pay, meal allowance, overtime, and shift allowance.

This section concerns enrolment in **supplementary pension plans** by the firm's employees (*i.e. occupational schemes, open pension funds and individual retirement plans, in addition to the state pension*)

(Please use end-of-year figures)

	2006	2007	2008
Number of employees enrolled in supplementary pension plans (<i>number</i>)			
Accrued severance pay allocated to supplementary pension plan (€ thousand)			

The law makes provision for **compensation to the firm** (reduction of social security contributions, increased tax deductions) for accruals to the severance pay fund allocated to a supplementary pension plan or to the specific INPS fund (cash fund). How do you rate the effects on the firm's economic and financial situation?

(1=satisfactory; 2=unsatisfactory; 3=other).....
 (Comment)

(Please use end-of-year figures)

	2006	2007	2008
Number of employees enrolled in a trade union (<i>number</i>).....			

Has the firm signed a supplementary company-level labour contract or work agreement since 2000? yes no

ONLY firms that answered 'yes' to the question above should answer the following questions.

In what year did the firm sign the last supplementary contract/agreement? 2 0 0

Does this contract/agreement entail any changes in organization? yes no

What type of pay increase does the contract envisage?.....

(1=pre-arranged; 2=partially variable according to firm's performance; 3=wholly variable according to firm's performance; 4=other (e.g. associated with a specific change in organization))

PART C - Gross fixed investment in Italy

(Please express amounts in € thousand; enter 0 for no investment; see instructions)

	2007	2008	2009 projection
Total expenditure on tangible assets ⁽¹⁾			
- of which: property			
Total expenditure on software & databases ⁽²⁾			

(1) Tangible assets include property, plant, machinery and equipment, and means of transport. – (2) Includes expenditure on mineral exploration, copyright on entertainment and works of literature and art.

How much did the firm spend in 2008 to reduce the environmental impact of production (increased energy efficiency, energy saving, waste reduction/recycling, reduction of harmful emissions, or other pro-environmental sustainability measures? (€ thousand; enter 0 for no expenditure)

Was any expenditure made on the above measures in 2007?..... no yes

PART D – Turnover, prices and operating result

Turnover (€ thousand)

Turnover from year's sales of goods & services

- of which: % exports⁽¹⁾.....

2007	2008	2009 proj.	2009/2008 projection
			<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
<input type="text"/> %	<input type="text"/> %	<input type="text"/> %	(a) Calculate: (turnover 2009/2008-1)*100

(1) Sales to non-residents of Italy.

Average annual percentage change in selling prices of goods & services (home and abroad) .

2008/2007	2009/2008 projection (b)
<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> . <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> . <input type="text"/> %

The projected **percentage change 2009/2008** in turnover, adjusted for the percentage change in prices, is approximately (sign and % change): % (calculate (a) - (b))

Please give a **range around this figure**, i.e. a forecast of minimum and maximum turnover, adjusted for changes in prices.

Min. (sign and % change) % Max. (sign and % change) %

Please describe the firm's **operating result** for 2008?.....

- | | |
|--------------------------------------|-------------------------------------|
| <input type="text"/> 1 Large profit | <input type="text"/> 2 Small profit |
| <input type="text"/> 3 Broad balance | <input type="text"/> 4 Small loss |
| | <input type="text"/> 5 Large loss |

PART E - Financing

Please state whether, at the terms and conditions (cost and collateral) currently applied, the firm would like to **borrow more** from banks or other lenders

yes no

If you answered 'yes' to the question above:

- Would the firm be willing, at present, to pay a slightly higher rate of interest or accept worse terms (e.g. higher collateral) in order to borrow more?..... no yes
- Why has the firm been unable to borrow as much as it would like? (only one answer possible)
 - no banks or other lenders were contacted because they were expected to answer 'no' to any request for additional financing no yes
 - no banks or other lenders were contacted for other reasons..... no yes
 - lenders contacted were unwilling to increase the volume of lending to the firm no yes

PART F – The economic crisis

How much has the economic and financial crisis affected the firm?

1 Not at all 2 A little 3 Somewhat 4 A lot

Only to be completed by firms affected by the recession (answers 2, 3, 4, to the question above):

For how many months?

Since the crisis began, how much has annual turnover contracted in percentage terms?..... . %

(Please enter 0 if turnover has not contracted)

What is the effect of the recession on the firm as regards the following aspects?

(0=negligible; 1=small; 2=large; 3=very large)

Decline in demand for the firm's products.....

Payment difficulties of clients/customers

Difficulty procuring funds by the firm's usual means.....

Difficulty procuring raw materials or intermediate goods through the usual network of suppliers

Compared with previous recessions, how do you rate the impact of the present recession on the firm ?

(1=less serious; 2=equally serious; 3=more serious)

How many months do you think the present negative conditions will continue to affect the firm?.....

(Please estimate a minimum and maximum number of months) Minimum Maximum

Which of the following measures have you taken/do you intend to take to cope with the recession? (max 3 answers)

1st 2nd 3rd

(1=reduce profit margins; 2=curb production costs; 3=diversify outlet markets; 4=improve quality of range of products/services; 5=reduce scale of production; 6= delocalize (even partially) production abroad; 7=other)

Please describe the trend, **since October 2008**, in the firm's demand for credit facilities and bank loans, excluding any normal seasonal fluctuations.....

(1=large contraction; 2=small contraction; 3=virtually no change; 4=small increase; 5=large increase; 8=not applicable; 9=don't know, not answering)

Only to be completed by firms reporting changes in their demand for credit (answers 1, 2, 4 and 5):

Which **two of the following factors have played the most important role** in changing the firm's demand for loans and credit facilities since October 2008? 1st factor 2nd factor

(1=change in financing requirements for fixed investment; 2=change in financing requirements for inventories and working capital; 3=change in financing requirements for debt restructuring; 4=change in recourse to self-financing; 5=change in other factors)

Have you noticed, since October 2008, any **worsening in the firm's overall borrowing conditions**? yes no

If 'yes',

1) Have lenders asked you to repay, even partially, any outstanding debts? no yes

2) Which of the following specific measures have you taken to counter the worsening of borrowing conditions (excluding any downsizing of production)? (Please indicate degree of use: 1=none at all, 2=small; 3=average; 4= large; 5= extensive)

- using liquid assets (e.g. withdrawal from bank deposits or sale of government securities).....
- selling other financial assets (e.g. shareholdings or claims)
- changing trade credit policies (applied to clients; see instructions)
- reducing debt
- making equity capital contributions
- cutting back planned investment.....
- curbing staff costs or other running costs.....
- other (please specify) €

3) If goods or assets eligible as debt collateral have declined in value, has this had a negative effect on the firm's ability to borrow?
(1=no; 2=small; 3=large; 8=there has been no loss of value)

How would you rate the effort involved in completing the questionnaire? .. modest average large excessive

Comments: _____



Survey of construction firms – 2008

Confidentiality notice (Legislative Decree 196/2003) – The purpose of this survey is to collect information on the main economic and financial variables in the industrial sector. Your cooperation is important but not compulsory and any refusal to take part will bear no consequences. The information provided will be used for research purposes only and will not be published outside the Bank except in aggregate form. The firms taking part will be sent an extract of the main results of the survey. The data will be processed entirely inside the Bank and appropriate devices will be put in place to ensure the safety and confidentiality of all information. The only people with access to individual data are those in charge of data handling and the staff engaged in processing and analysis. Firms enjoy the rights granted under the terms of Article 7 of Decree 196, including the right to correct and integrate information concerning them. In charge of data handling: Head of the Economic and Financial Statistics Department of the Bank of Italy, Via Nazionale 91, 00184 ROME, Italy. Responsible for data processing: Bank of Italy (Organization Department) Via Nazionale 91, 00184 ROME, Italy.

PART A – General information

Bank of Italy codes: Branch code Firm code
(to be entered by BI branch)

Tax Identification Number

Name of firm

Legal status
 1 2 3 4 5 6 7 8
 SRL SPA SAPA SCRL SCRI SAS SNC Other

Branch of activity Istat: Ateco2002⁽¹⁾ Ateco2007⁽¹⁾

Was the firm involved in any extraordinary operations in 2008?⁽²⁾ yes no

If 'yes', are you able to provide homogenous data for 2007 and 2008? (see instructions) yes no

(1) See ISTAT, *Classificazione delle attività economiche. Metodi e norme, 2002 e 2007*. – (2) Splits, incorporations, mergers, spin-offs, capital contributions or transfers of assets.

Is the firm part of a group yes no

If the firm is part of a group (i.e. a set of firms directly or indirectly controlled – through one or more chains of control – by the same physical persons or the same public entity):

Is the firm the parent company? ... yes no

Name of parent company

Name of group

Nationality of group
 1 2 3 4
 Italian Other EU at 31-12-03 Other European Rest of world

Was the firm part of one or more consortiums in 2008? yes no

Name of main consortium

PART B – Workforce and output

	2007	2008	2009 projection
Average workforce (number)			
<i>of which:</i> on fixed-term contract			
from country in EU after 2003			
from non-EU country			
Value of production (€ thousand)			

PART C – Financing and operating result

Please state whether, at the terms and conditions (cost and collateral) currently applied, the firm would like to **borrow more** from banks or other lenders yes no

If you answered 'yes' to the question above:

- Would the firm be willing, at present, to pay a slightly higher rate of interest or accept worse terms (e.g. higher collateral) in order to borrow more? no yes
- Why has the firm been unable to borrow as much as it would like? (only one answer possible)
 - no banks or other lenders were contacted because they were expected to answer 'no' to any request for additional financing no yes
 - no banks or other lenders were contacted for other reasons no yes
 - lenders contacted were unwilling to increase the volume of lending to the firm no yes

Please describe the firm's **operating result** for 2008.⁽¹⁾

(1) 1=large loss; 2=small loss; 3=balance; 4=small profit; 5=large profit.

This section look at the **residential housing** sector.

What percentage of the firm's turnover does this sector represent?

2007..... . % **2008** %

For the **residential housing** sector only, please complete the following table showing the percentage changes in the various items (changes in 2009 on 2008 are estimates):

	2007/2006	2008/2007	2009/2008 proj.
A – number of housing units begun in the year	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %
B – number of housing units completed in year?	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %
C – selling price per sq. m. of completed units?	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %	<input type="text"/> . <input type="text"/> %

Considering tenders won, sub-contracted work in progress, and the firm's total portfolio of orders, approximately how many months of future production are guaranteed at today's date, assuming normal use of labour and machinery and normal seasonal variations (including those due to weather)? **months**

Was the firm active in the public works sector in 2007 and 2008?

☐ yes ☐ no

(end of interview if the answer to the previous question is 'no')

PART D – Value of production of public works in Italy

	2007	2008	2009 projection
Value of production of public works (€ thousand)	<input type="text"/>	<input type="text"/>	<input type="text"/>
Share of public works under contract from other firms	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
Share of projects assigned to firm and sub-contracted to other firms	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %

Please indicate whether and to what extent the following factors will prevent the firm undertaking public works projects in the near future (*over the next 6 months*). Please describe a maximum of 3 factors as major impediments (1=factor not an impediment; 2=minor impediment; 3=major impediment)

- uncertainty regarding national legislation (*or regional legislation in the case of autonomous regions*)
- local red tape.....
- uncertain or slow allocation/disbursement of funds.....
- difficulty recruiting manpower.....
- difficulty obtaining bank loans.....
- unprofitable prices (*e.g. lowest bid system*).....
- other (*Please specify*) ☞

PART E – Distribution of public works projects in Italy

Breakdown of public works projects

	2008	2009 projection
- completion of projects begun in previous years.....	<input type="text"/> %	<input type="text"/> %
- continuation of projects begun in previous years for completion in later years	<input type="text"/> %	<input type="text"/> %
- projects begun during the current year	<input type="text"/> %	<input type="text"/> %
Total	100 %	100 %

Distribution of public works projects by geographical location

	2008	2009 projection
- North-West ⁽¹⁾	<input type="text"/> %	<input type="text"/> %
- North-East ⁽²⁾	<input type="text"/> %	<input type="text"/> %
- Centre ⁽³⁾	<input type="text"/> %	<input type="text"/> %
- South and Islands ⁽⁴⁾	<input type="text"/> %	<input type="text"/> %
Total	100 %	100 %
- Same region ⁽⁵⁾	<input type="text"/> %	<input type="text"/> %

(1) North-West = Piedmont, Valle d'Aosta, Lombardy and Liguria. – (2) North-East = Veneto, Trentino-Alto Adige, Friuli Venezia Giulia and Emilia Romagna. – (3) Centre = Tuscany, Umbria, Le Marche and Lazio. – (4) South and Islands = Abruzzo, Molise, Campania, Puglia, Basilicata, Calabria, Sicily and Sardinia. – (5) Same region as the location of the registered office.

How would you rate the effort involved in completing the questionnaire? ..	<input type="checkbox"/> modest	<input type="checkbox"/> average	<input type="checkbox"/> large	<input type="checkbox"/> excessive
Comments:				
We thank you for your cooperation. Please enter below the contact details of the person available for clarifications				
(Name and surname)		☎ (Telephone)		

GENERAL INFORMATION

- I - Unless indicated otherwise, figures have been computed by the Bank of Italy.
- II - Symbols and Conventions:
- the phenomenon in question does not occur;
 - the phenomenon occurs but its value is not known;
 - .. the value is known but is nil or less than half the final digit shown.
- Figures in parentheses in roman type () are provisional, those in parentheses in italics () are estimated.
- III - The tables are identified both by a number and by an alphanumeric code that defines the content of the table in the database in the electronic archive in which information to be released to the public is held. A similar code identifies the different aggregates shown in each table.
- IV - The methodological notes in the last part of the Supplement are identified by electronic codes that refer to the tables and, within each table, to the individual aggregates. Notes that refer to a single observation are also identified by the date of that observation.

SUPPLEMENTS TO THE STATISTICAL BULLETIN

Money and Banking (monthly)

The Financial Market (monthly)

The Public Finances, borrowing requirement and debt (monthly)

Balance of Payments (monthly)

Financial Accounts (quarterly)

Payment System (half yearly)

Public Finance Statistics in the European Union (annual)

Local Government Debt (annual)

Household Wealth in Italy (annual)

Sample Surveys (irregular)

Methodological Notes (irregular)

All the supplements are available on the Bank of Italy's site (www.bancaditalia.it).

Requests for clarifications concerning data contained in this publication can be sent by e-mail to statistiche@bancaditalia.it

