



BANCA D'ITALIA
EUROSISTEMA

Supplements to the Statistical Bulletin

Sample Surveys

**Business Outlook Survey
of Industrial and Service Firms**

New series

Year XXV - 6 November 2015

Number

59

Summary

1. Non-construction industrial firms and service firms.....	7
Demand, expectations and economic performance.....	7
Investment and employment	7
2. Construction firms	12
Output, economic performance and employment.....	12
Financial aspects.....	12
Appendix A: Methodological Notes	14
Appendix B: Statistical Tables	18
Appendix C: Questionnaires	32

This report was written by a committee headed by Andrea Alivernini and composed by Marco Bottone, Tatiana Cesaroni, Caterina Di Benedetto, Michele Loberto, Elena Mattevi e Giuseppina Papadia. The Bank's branches assisted in the survey and were responsible for the collection of the data.

The data were gathered exclusively for economic analysis and will be released only in aggregate form. We thank all the firms that participated in the survey.

BUSINESS OUTLOOK SURVEY OF INDUSTRIAL AND SERVICE FIRMS

MAIN FINDINGS - 2015

The survey was conducted in September and October 2015 on a sample of 4,322 industrial (excluding construction) and service firms with 20 or more workers and 592 construction firms with 10 or more workers. The main findings were illustrated in the Bank of Italy's *Economic Bulletin*, published on 16 October 2015.

INDUSTRY EXCLUDING CONSTRUCTION AND SERVICES

- The share of firms reporting an expansion in their sales turnover in the first nine months of the year rose further to 42.3 per cent (compared with 33.2 per cent in the previous year). Less than 30 per cent continued to report a contraction. The outlook is positive for both the domestic market and the main foreign outlet markets, with the exception of emerging markets other than China.
- Positive signals are expected to persist in the coming months: the share of firms anticipating an increase in their orders between the autumn and the next spring rose to almost 40 per cent, up by 10 percentage points compared with one year earlier.
- Firms' self-assessments suggest that the direct and indirect effects of the slowdown in the Chinese economy have been moderate up to now. The depreciation of the euro would also appear to have had negligible effects on the vast majority of the firms surveyed although, among those with a greater share of sales turnover generated on foreign markets, the share reporting positive effects is larger than that reporting negative effects.
- Two thirds of firms confirmed their investment plans, which were based on expectations of a pick-up in investment; for the remaining firms, the proportion reporting a review upwards and that reporting a review downwards were almost equal.
- The pick-up in investment is expected to continue next year: the balance between expectations of an improvement versus those of a deterioration increased by almost 10 percentage points compared with the previous year, reaching 14 per cent.
- Labour demand returned to growth: in 2015 the balance between firms creating more employment and firms reducing it swung back to positive territory at about 8 percentage points, after being negative at 10 percentage points on average since the beginning of the financial crisis.
- A quarter of firms report improved borrowing conditions in the first part of the year, owing mainly to a decrease in the interest rates applied, the possibility of accessing new credit, and faster processing times. The picture is expected to remain positive in the second part of the year.

CONSTRUCTION AND PUBLIC WORKS

- The balance of firms' assessments concerning the trend of overall production for 2015 is slightly positive for the first time since 2007, although the outlook is still negative for public works.
- Expectations for the demand for labour are still negative: the share of firms forecasting a drop is much larger, by 13 percentage points, than that anticipating a rise.

SURVEY OF INDUSTRIAL AND SERVICE FIRMS

1. Non-construction industrial firms and service firms

Demand, expectations and economic performance

The interviews conducted on firms in industry excluding construction and services for the Bank of Italy's 23rd survey point to a gradual consolidation of the positive signals recorded in the first part of the year.¹

The share of firms reporting an expansion in their sales turnover in the first nine months of the year rose significantly, while the share reporting a contraction dropped accordingly. The cyclical upturn is confirmed by an increase in the volume of orders throughout the summer and by a positive outlook for the next six months. The share of firms expecting a rise in orders in the next 6 months grew by more than 10 percentage points compared with the previous year, reaching almost 40 per cent; this was matched by a fall in negative expectations, which dropped to 13 per cent (Figure 1). The improvement in firms' assessments concerning current and future demand was widespread and spanned all firm size groups and all the main sectors except textiles and clothing. Even a vast majority of firms exporting to China, which account for only a quarter of the total, believe that the slowdown in the Chinese economy did not have meaningful effects on their business (Figure 2).

The strong depreciation of the euro against the dollar and other currencies observed between mid-2014 and last summer had a negligible effect on firms operating on the domestic market. Exporting firms report a similar view, although the proportion decreases as the share of sales turnover realized on foreign markets increases. When the share of turnover realized on foreign markets becomes greater than two thirds, the balance of responses reporting a favourable versus a negative impact becomes strongly positive (Figure 3).

Export-oriented industrial firms report demand expectations which are overall more positive than those, still positive, revealed by non-exporting firms with similar characteristics. The outlook for next year is favourable for all the main export markets (Figure 4).

In keeping with the generally positive expectations for actual and expected sales, firms in both industry and in services forecast a significant improvement of their economic performance. The share of firms expecting to post a profit at the end of the year is over 70 per cent, while the share of those expecting a loss is around 15 per cent. These figures are consistent with those observed before the onset of the financial crisis. Compared with last year, the balance between the two shares went up by 12 percentage points.

Between 2012 and 2015 more than half of the firms increased their net equity compared with 2011. The figure reaches two thirds if only firms with 500 or more workers are considered. The tax allowance in support of economic growth (known as 'ACE', Aiuto alla Crescita Economica) that was part of the end-2011 'Save Italy' decree had a significant impact on almost one tenth of the firms that reported an increase in their equity.

Investment and employment

A more favourable outlook for demand had a positive effect on investment and employment decisions.

More than 60 per cent of firms expect their investment expenditure for the current year to match the amount planned, for which a pick-up was forecast.² According to firms' plans, investment would gain momentum over the course of 2016: the balance between firms expecting a further increase in expenditure and those anticipating a decrease rose by almost 10 percentage points compared with the previous year, reaching 14 percentage points. The positive balance improved considerably both for firms that reviewed their investment plans downwards and for those that reviewed them upwards.

The pick-up in investment was also spurred by the significant improvement in borrowing conditions reported by firms for the first half of the year: two thirds reported stable conditions, a share unchanged from the previous year; the proportion reporting a deterioration halved, going from 15 per cent to 8 per cent, while the

¹ The interviews were conducted by the Bank of Italy's branches and took place from 22 September to 23 October, involving 3,088 industrial firms (excluding construction) and 1,234 non-financial private services firms with 20 or more workers as well as 592 construction firms with 10 or more workers. The shares of firms referred to in the text and in the statistical tables are weighted using the number of workers, and not the number of firms, as was the cases in previous years. This makes it possible to observe more clearly the macroeconomic effects of the individual assessments.

² See Banca d'Italia, Indagine sulle imprese industriali e dei servizi, Anno di riferimento 2014, in Supplementi al Bollettino Statistico - Indagini campionarie n.34, 1 luglio 2015.

percentage stating an improvement rose from 20 per cent to 26 per cent. The improvement is mainly due to the trend in the interest rates applied, access to new loans and faster processing times. In their self-assessment, firms believe the improvement in borrowing conditions will continue in the second part of the year.

One third of firms who have trade receivables vis-à-vis the general government report a decrease in the payment times of invoices issued in the current year compared with those issued in the same period of 2014. Some 5.4 per cent of firms stated the reduction was significant.

Demand for labour returned to growth: in 2015 the balance between firms creating more jobs and firms reducing them bounced back to positive territory at about 8 percentage points, after being negative (-10 percentage points on average) for the last six years. The growth in employment, which benefited almost all sectors (with the exception of textiles, clothing and footwear, and logistics) and all size groups, went hand in hand with a growing amount of cases where salary increases were not mandated by the relevant national labour contract and were not usually part of a company or territorial deal. This involved some 42 per cent of firms' employees, almost 9 percentage points more than in the two previous years, and could trigger an increase in average wages: the share of workers whose salaries will go up between 1 and 2 per cent grew from 32 per cent to 39 per cent, while the share of those whose salaries will grow by less than 1 per cent declined.

Apart from the effects of the cyclical upturn, the demand for labour appears to have benefited from the new legislation on individual dismissals on economic grounds (the 'Jobs Act'). Some 17 per cent of firms observed a simplification of the procedure to dismiss an employee compared with the situation that prevailed in 2013, and almost 14 per cent of firms believe it to be an effect of the new legislation, a figure which is double that found by the Bank of Italy in a survey conducted as part of the ESCB project to collect firms' assessments of legal and regulatory changes in the period 2010-13³ (Figure 5). The vast majority of firms, however, report little or no change.

³ An analysis of the data made available by this survey can be found in F. D'Amuri, S. Fabiani, R. Sabbatini, R. Tartaglia Polcini, F. Venditti, E. Viviano and R. Zizza, 'Wages and prices in Italy during the crisis: the firms' perspective', *Banca d'Italia, Questioni di Economia e Finanza (Occasional Papers)*, 289, 2015.

Fig. 1

Time series of the main performance indicators
(percentage of responses and balance between positive and negative assessments of firms)

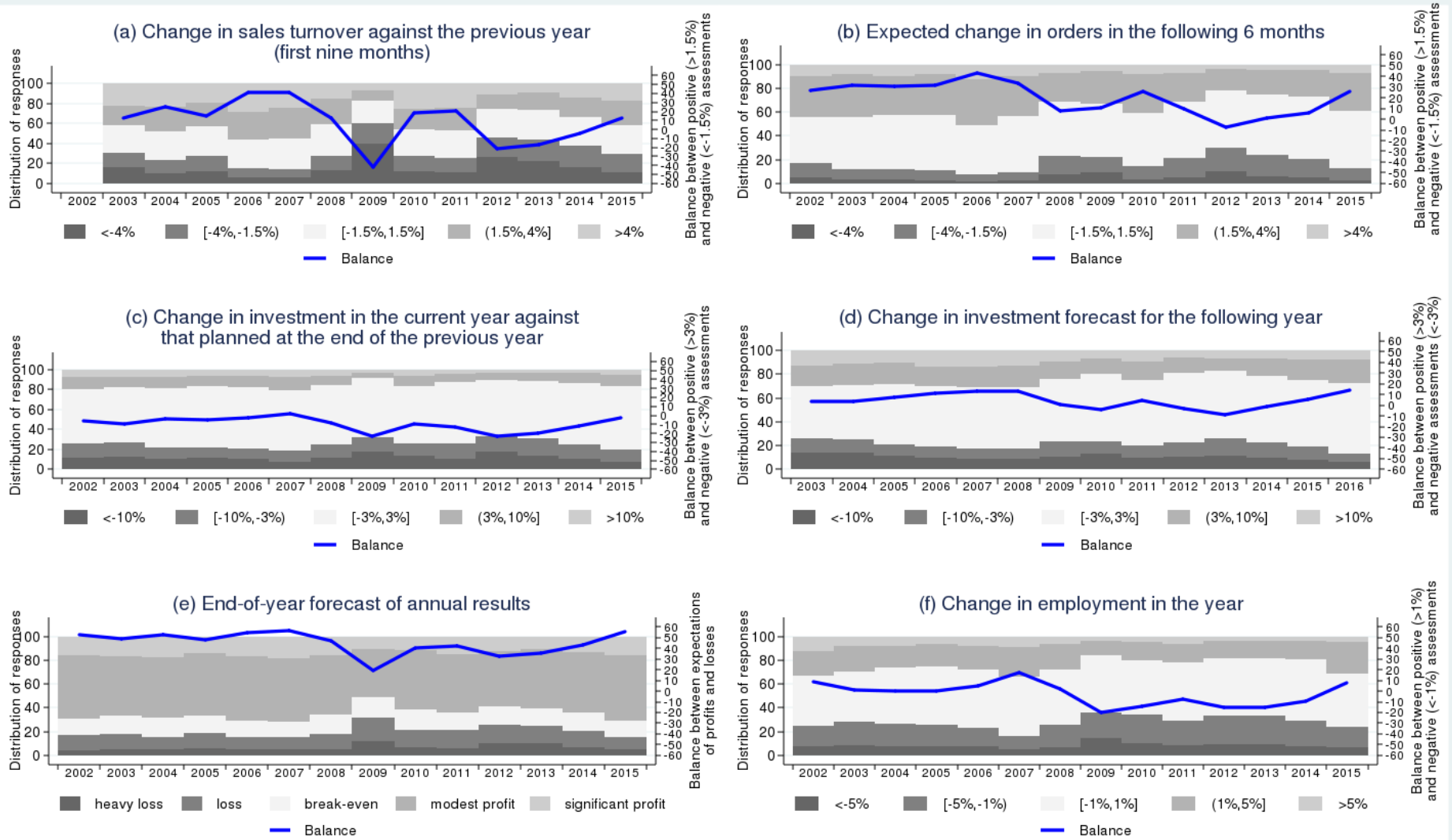


Fig. 2

Effect of the slowdown in the Chinese economy on firms exporting to China
(per cent)

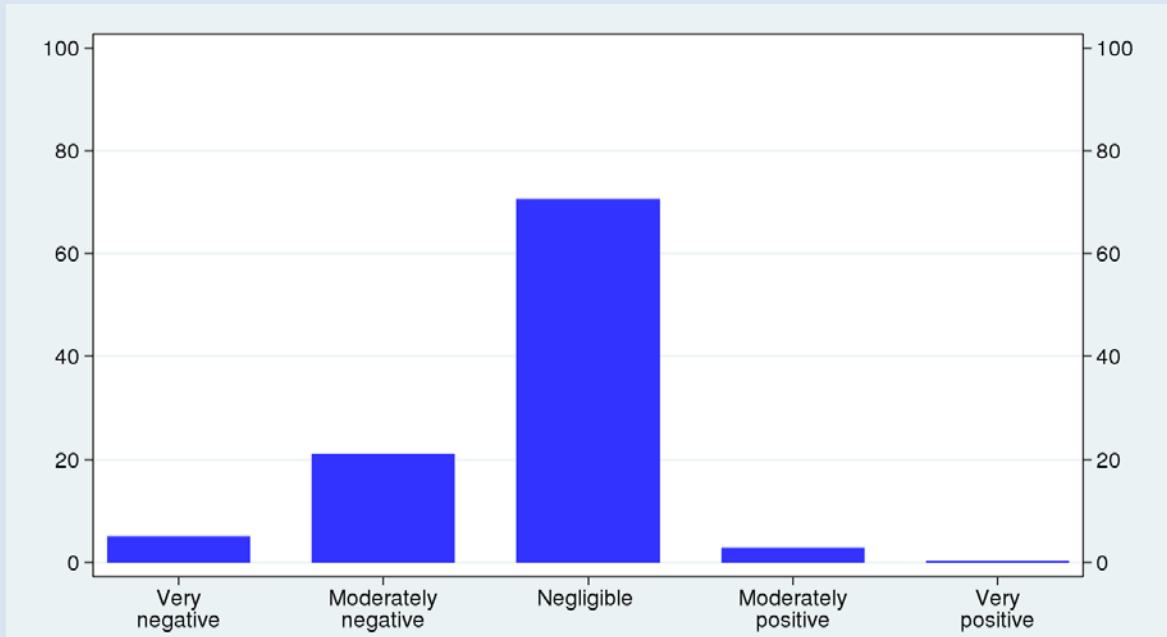


Fig. 3

Effect of the depreciation of the euro against the share of exports in total sales turnover
(per cent)

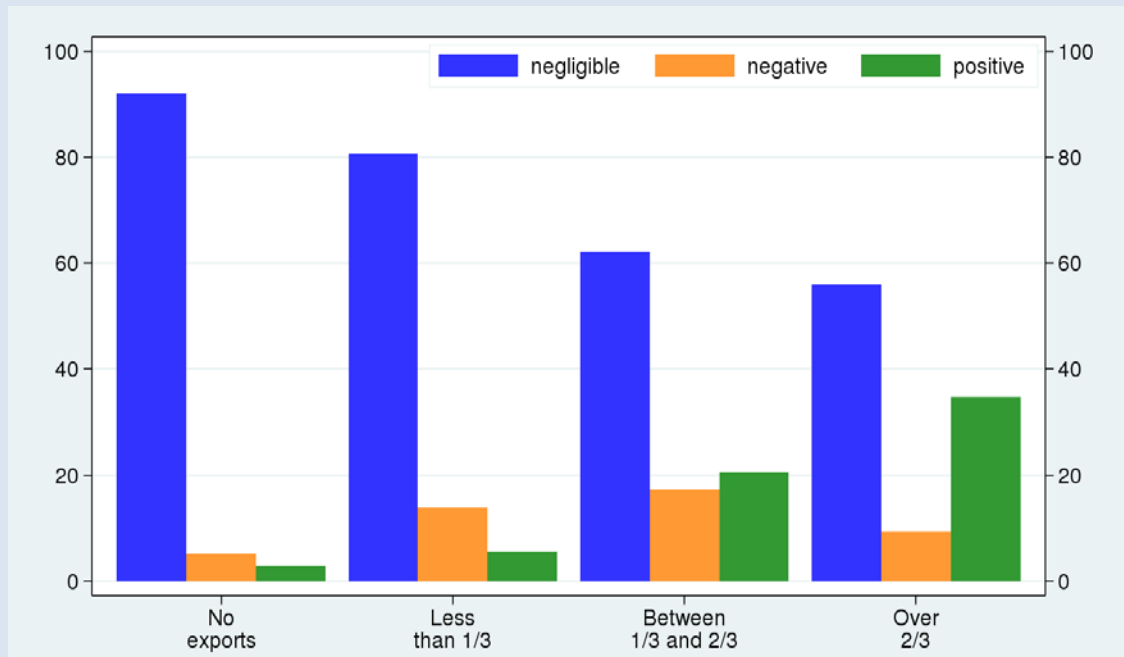


Fig. 4

Trends in sales on various export markets
(balance between the share of firms reporting an increase and those reporting a decrease)

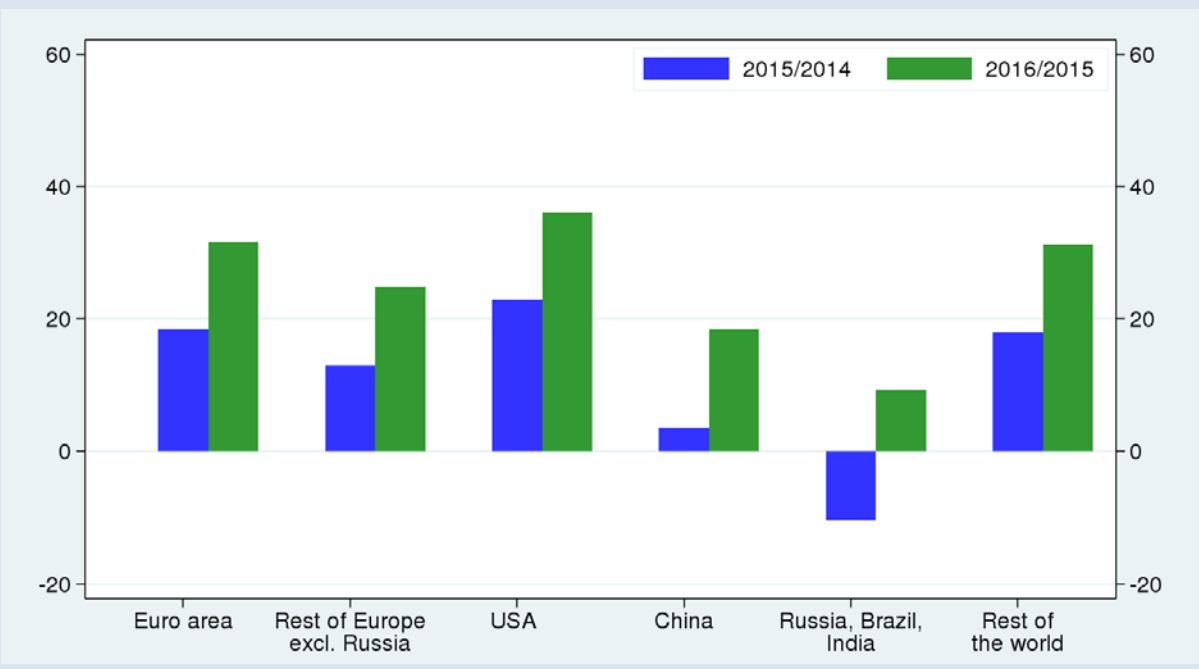
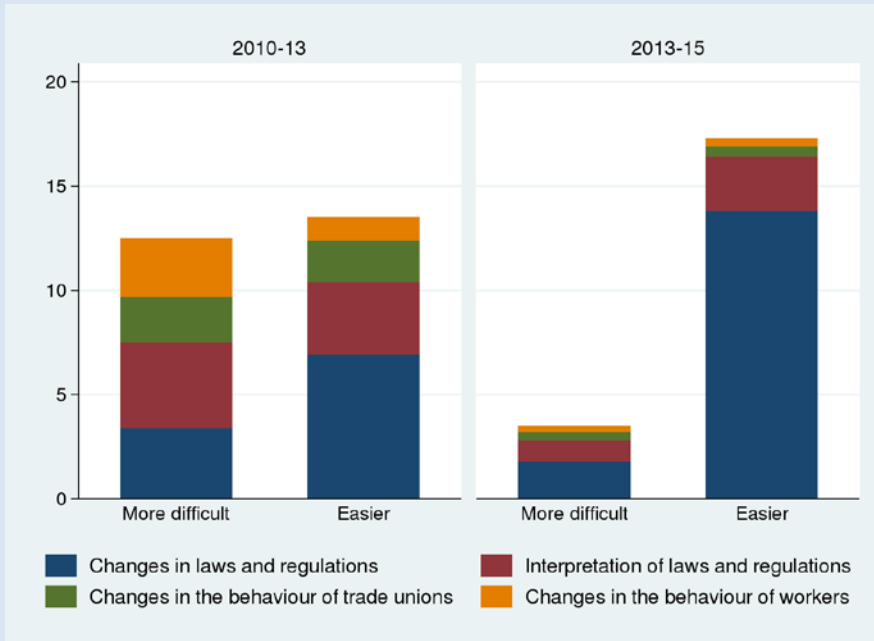


Fig. 5

Firms' responses on changes in the legislation governing individual dismissals on economic grounds, by perceived explanation
(per cent)



2. Construction firms ⁴

Output, economic performance and employment

Construction firms, like industrial and service firms, reported expectations for the current year that are markedly more positive compared with the results recorded in previous years.

Their assessments for 2015 are in line with the positive trend displayed since 2013: the balance between the share of firms reporting an expansion of their activity and those reporting a contraction increased to 2.6 percentage points, up from -12.2 in 2014 (Figure 6). The forecast for 2016 is also positive: 21 percentage points.

In public works, where approximately three quarters of construction firms are active, the outlook is improving but the balance is still negative: -2.7 percentage points. As to the expectations for 2016, the balance is positive at 8.3 percentage points, continuing the improvement ongoing since 2011.

The effects of the new legislation (Decree Law 133/2014, commonly known as the 'Sblocca Italia' Decree) on the construction sector were perceived as positive by less than 10 per cent of the firms active in residential and non-residential housing and by some 15 per cent of those active in public works.

The positive trend of output reflected favourably on the annual result, which this year is expected to be positive for over 60 per cent of firms. This is especially true for medium-large ones and those operating in the South and Islands.

Notwithstanding the encouraging trend in demand and in annual results, the outlook for employment in construction remains bleak. The negative balance between the share of firms expecting an increase in the number of employees and the share of those expecting a decrease remained at 13 per cent, unchanged from 2014.

Financial aspects

The overall borrowing terms for construction firms in the first half of 2015 continued to improve. The balance between firms pointing to an improvement and those pointing to a worsening virtually zeroed out after being extremely negative for the previous four years with values ranging from -20 to -50 percentage points. The improvement is expected to continue in the second part of the year.

The overall demand for bank loans by construction firms is expected to slow in 2015, with a positive but declining balance between firms anticipating an increase and those anticipating a decrease. As regards invoices issued by general government since the beginning of 2015, slightly over one third of firms reported a reduction in the payment times of trade receivables.

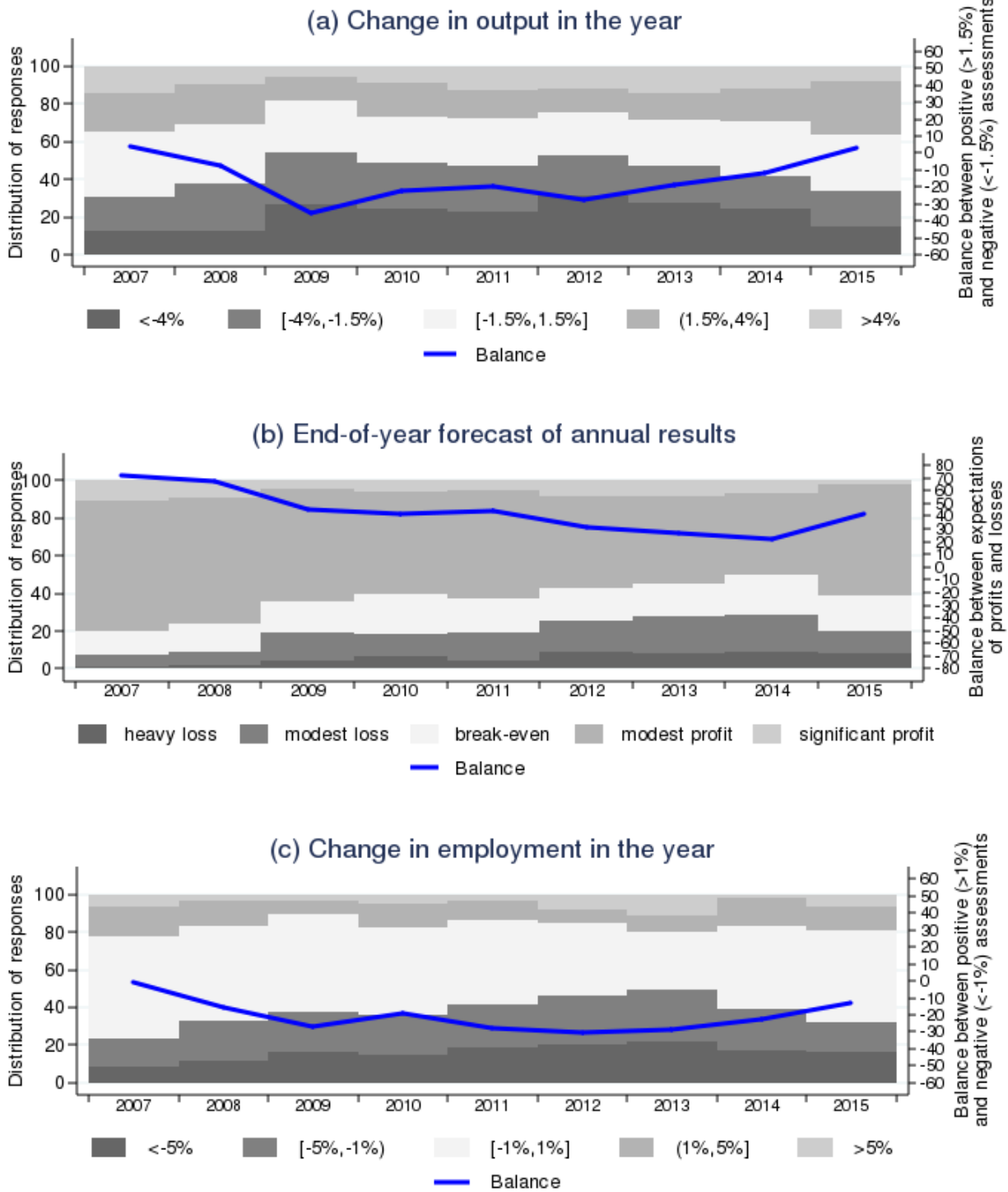
In the period 2012-15 slightly less than 40 per cent of firms increased their net equity. Of these, only two fifths attributed their decision to the 'ACE' tax allowance and stated that this had a limited impact on their decision.

⁴ Up to 2012 the survey only covered firms with 20 or more workers; starting from 2013 it was extended to firms with 10 or more workers.

Fig. 6

Time series of the main performance indicators

(percentage of responses and balance between positive and negative assessments of firms)



Appendix A:

Methodological Notes

METHODOLOGICAL NOTES

A1. The sample

Since 1993 the Bank of Italy has conducted a business outlook survey of firms, between September and October⁵.

The present survey covers 4,322 firms with 20 and more workers, of which 3,088 in industry excluding construction and 1,234 non-financial private service firms (including firms in the wholesale and retail trade, hotels and restaurants, transport and communication companies, real-estate activities, IT and other private services). Since 2007 a parallel survey has been conducted using a simplified questionnaire on a sample of construction firms with 10 and more workers, totaling 592 this year. Most of the firms contacted⁶ were the same as those interviewed in the early months of 2015 for the 2014 Survey of Industrial and Service Firms. The sampling design is the same in both surveys⁷. Table A1 contains a breakdown of the sample by number of workers, branch of activity and geographical area.

A2. Data collection

The data were collected by the branches of the Bank of Italy between 22 September and 23 October 2015 using the questionnaires contained in Appendix C.⁸ The firms were asked to provide mainly qualitative information on the performance of the main economic variables, and the value ranges of numbers appearing in the questionnaire are purely indicative. The questionnaire dedicated to construction firms includes questions on output, workforce and profit/loss for the year. All questions appearing for the first time were tested beforehand.

A3. Estimators

The aggregates are estimated using a weighting coefficient for each sampling unit that takes account, in respect of marginal distributions by geographical area, number of workers and branch of activity, of the ratio between the number of workers of the firms surveyed and the number of workers of firms in the reference population.⁹ By using the number of workers as a scale variable, this method of weighting can provide information on macroeconomic results.

The standard errors of the percentage estimates, in relation to the national total, do not exceed 0.7 per cent (2.0 per cent for construction firms), that is, the maximum confidence intervals (at 95 per cent) are 1.4 percentage points (4.0 points for the construction industry). In the case of narrower domains (such as the geographical area, number of workers or branch of activity), the standard errors are greater as the statistics refer to a smaller sample. Table 1 contains the estimates of the standard errors for the whole sample and for some classification variables. The estimates also take account of the necessary finite population correction.

⁵ The field of observation has evolved, progressing gradually between 1998 and 2002 from manufacturing firms with 50 and more workers to all industrial and non-financial private service firms with 20 and more workers. For a description of how the sample has changed over the years see Banca d'Italia, "Survey of Industrial and Service Firms Year 2003" in Supplements to the Statistical Bulletin – Sample Surveys, No. 55, 20 October 2005.

⁶ The response rate was 89.9 per cent for industrial firms and 89.3 per cent for service firms. For construction firms it was 89.6 per cent.

⁷ For details of the methodology used in the two surveys see Banca d'Italia, "Survey of Industrial and Service Firms Year 2014" in Supplements to the Statistical Bulletin – Sample Surveys, No. 34, 1 July 2015.

⁸ Data were loaded onto a web platform directly by 50,5% of the firms of the sample (they used an interactive pdf questionnaire). The rest of the questionnaires were loaded by the Bank of Italy's branches, that collected data from the firms by telephone, email or fax.

⁹ The weighting is separate for the sectors "industry excluding construction", "services" and "construction", and within them, for the groups of firms with "20-49 workers" and "50 and more workers" (for the construction sector the class 10-19 employees has been included since 2014).

A4. The BIRD system for the distance processing of the survey data

From March 2008 the Bank of Italy has made a system available for the remote processing of data collected in its surveys on firms (BIRD – Bank of Italy Remote access to micro Data)¹⁰. The system allows researchers and economists to carry out computations using the data collected with the surveys on non-construction and service firms from 1984 onwards (for the Business Outlook Survey from 1993 onwards) in full compliance with the confidentiality of the individual data. Researchers can carry out their statistical and econometric analyses without having direct access to the individual micro data by submitting their calculations by e-mail and receiving the output in the same way. Both the input and the output of calculations are subject to automatic and manual controls on their content. Access to the system requires registration and assignment of a username.

¹⁰ See the web <http://www.bancaditalia.it/statistiche/basi-dati/bird/index.html> for further details.

Tav. 1a
Standard errors for response percentages
(percentages)

	Estimate									
	5 %	10 %	15 %	20 %	25 %	30 %	35 %	40 %	45 %	50 %
	95 %	90 %	85 %	80 %	75 %	70 %	65 %	60 %	55 %	50 %
Non-construction firms										
Size of workforce										
20 - 49	0.6	0.9	1.0	1.2	1.2	1.3	1.4	1.4	1.4	1.4
50 - 199	0.6	0.8	0.9	1.1	1.1	1.2	1.3	1.3	1.3	1.3
200 - 499	0.9	1.2	1.4	1.6	1.8	1.9	1.9	2.0	2.0	2.0
500 and more	0.9	1.2	1.4	1.6	1.7	1.8	1.9	1.9	2.0	2.0
Branch of activity										
Textiles	1.2	1.6	1.9	2.1	2.3	2.4	2.5	2.6	2.6	2.7
Chemicals.....	1.1	1.5	1.8	2.0	2.2	2.3	2.4	2.4	2.5	2.5
Engineering	0.6	0.8	1.0	1.1	1.2	1.2	1.3	1.3	1.4	1.4
Other manufacturing.....	0.7	0.9	1.1	1.2	1.3	1.4	1.4	1.5	1.5	1.5
Energy, mining and quarrying	1.5	2.0	2.4	2.7	2.9	3.1	3.2	3.3	3.3	3.3
Geographical area										
North	0.6	0.8	0.9	1.1	1.1	1.2	1.3	1.3	1.3	1.3
Centre.....	0.7	1.0	1.2	1.4	1.5	1.6	1.6	1.7	1.7	1.7
South and Islands.....	0.6	0.8	1.0	1.1	1.2	1.3	1.3	1.4	1.4	1.4
Total – Non-construction industry....	0.4	0.5	0.6	0.7	0.7	0.8	0.8	0.8	0.8	0.9
Private non-financial services										
Size of workforce										
20 - 49	1.1	1.5	1.7	2.0	2.1	2.2	2.3	2.4	2.4	2.4
50 - 199.....	1.0	1.4	1.7	1.9	2.0	2.2	2.2	2.3	2.3	2.4
200 - 499	1.5	2.0	2.4	2.7	2.9	3.1	3.2	3.3	3.3	3.3
500 and more	1.3	1.8	2.1	2.4	2.6	2.7	2.8	2.9	3.0	3.0
Branch of activity										
Trade, hotels and restaurants	0.9	1.2	1.4	1.6	1.7	1.8	1.9	1.9	1.9	2.0
Transport and communications	1.1	1.5	1.8	2.0	2.1	2.3	2.4	2.4	2.5	2.5
Other business and h,hld services....	1.5	2.0	2.4	2.7	2.9	3.1	3.2	3.3	3.3	3.3
Geographical area										
North	0.9	1.2	1.5	1.6	1.8	1.9	2.0	2.0	2.1	2.1
Centre.....	1.3	1.7	2.1	2.3	2.5	2.7	2.8	2.9	2.9	2.9
South and Islands.....	1.1	1.5	1.8	2.0	2.2	2.3	2.4	2.4	2.5	2.5
Total - Services	0.6	0.8	1.0	1.1	1.2	1.3	1.3	1.4	1.4	1.4
Total – Non-construction & services	0.3	0.4	0.5	0.6	0.6	0.7	0.7	0.7	0.7	0.7
Construction										
Size of workforce										
10 - 49	1.1	1.5	1.8	2.0	2.2	2.3	2.4	2.5	2.5	2.6
50 - 199.....	1.5	2.1	2.5	2.8	3.1	3.2	3.4	3.5	3.5	3.5
200 - 499	3.0	4.2	5.0	5.6	6.0	6.4	6.6	6.8	6.9	6.9
500 and more	3.7	5.0	6.0	6.7	7.3	7.7	8.0	8.2	8.4	8.4
Geographical area										
North	1.4	1.9	2.2	2.5	2.7	2.8	3.0	3.0	3.1	3.1
Centre.....	1.9	2.6	3.1	3.5	3.8	4.0	4.1	4.2	4.3	4.3
South and Islands.....	1.5	2.0	2.4	2.7	2.9	3.1	3.2	3.3	3.4	3.4
Total - Construction.....	0.9	1.2	1.4	1.6	1.8	1.9	1.9	2.0	2.0	2.0

Appendix B:
Statistical Tables

TABLES

Table A1	Composition of the sample and reference population	20
Table B1	Industrial and services firms – Investment	21
Table B2	Industrial and services firms – Bank loans	22
Table B3	Industrial and services firms – Overall credit conditions	23
Table B4	Industrial and services firms – Workforce	24
Table B5	Industrial and services firms –Wage increases	25
Table B6	Industrial and services firms – Operating result.....	26
Table B7	Industrial and services firms – Sales revenues and orders: domestic and foreign markets.....	27
Table B8	Industrial firms – Sales revenues and orders: foreign markets.....	28
Table C1	Construction – Workforce	29
Table C2	Construction – Operating result.....	29
Table C3	Construction – Total production	30
Table C4	Construction – Public works production.....	30
Table C5	Construction – Bank loans.....	31
Table C6	Construction – Overall credit conditions.....	31

Composition of the samples and reference populations

(number)

	Firms with up to 50 employees		Firms with 50+ employees		Total firms	
	sample size 2015	population size ⁽¹⁾	sample size 2015	population size ⁽¹⁾	sample size 2015	population size ⁽¹⁾
Industry excluding construction (firms with 20+ employees)						
Geographical area ⁽²⁾						
North West	180	7,199	524	4,289	704	11,488
North East	171	6,580	478	3,467	649	10,047
Centre	249	3,565	490	1,555	739	5,120
South and Islands	540	2,999	456	1,226	996	4,225
Number of employees						
20 - 49	1,140	20,343	—	—	1,140	20,343
50 - 199	—	—	1,238	8,658	1,238	8,658
200 - 499	—	—	421	1,348	421	1,348
500 and over	—	—	289	531	289	531
Branch of activity						
Total manufacturing	1,074	19,394	1,816	9,721	2,890	29,115
Textiles, cloth., leather, footwear	135	2,947	190	1,119	325	4,066
Chemicals, rubber, plastics	112	1,747	244	1,323	356	3,070
Basic metals and engineering	400	9,027	831	4,808	1,231	13,835
Other manufacturing	427	5,673	551	2,471	978	8,144
Energy and extraction	66	949	132	816	198	1765
Total industry excl. construction.....	1,140	20,343	1,948	10,537	3,088	30,880
Services (firms with 20+ employees) ⁽³⁾						
Geographical area ⁽²⁾						
North West	86	7,021	194	3,819	280	10,840
North East	77	5,420	213	2,215	290	7,635
Centre	92	4,654	190	2,264	282	6,918
South and Islands	156	4,846	226	1,802	382	6,648
Number of employees						
20 - 49	411	21,941	—	—	411	21,941
50 - 199	—	—	428	8,020	428	8,020
200 - 499	—	—	193	1,361	193	1,361
500 and over	—	—	202	719	202	719
Branch of activity						
Trade, hotels, restaurants	251	11,780	378	3,830	629	15,610
Transport, storage, communication..	108	5,167	279	3,040	387	8,207
Other h.hold and business services ..	52	4,994	166	3,230	218	8,224
Total services.....	411	21,941	823	10,100	1,234	32,041
Total industry excl. construction and services	1,551	42,284	2,771	20,637	4,322	62,921
Construction (firms with 10+ employees)						
Geographical area ⁽²⁾						
North West	65	6,352	52	384	117	6,736
North East	80	4,983	58	318	138	5,301
Centre	80	4,132	49	226	129	4,358
South and Islands	149	4,576	59	283	208	4,859
Number of employees						
10 - 49	374	20,043	—	—	374	20,043
50 - 199	—	—	170	1,094	170	1,094
200 - 499	—	—	33	91	33	91
500 and over	—	—	15	26	15	26
Total construction	374	20,043	218	1,211	592	21,254
Total	1,925	62,327	2,989	21,848	4,914	84,175

(1) Population data are from Istat and refer to 2013. - (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.

Industrial and Services firms - Investment

(per cent)

	2015 investment expenditure compared to plans				2016/2015 investment expenditure (<i>forecast</i>)			
	lower	same	higher	total	lower	same	higher	total
Industrial firms								
Geographical area ⁽¹⁾								
North West	14.7	64.5	20.8	100.0	15.4	57.9	26.7	100.0
North East	19.6	62.2	18.2	100.0	17.0	54.5	28.5	100.0
Centre	27.9	58.3	13.8	100.0	17.3	57.4	25.4	100.0
South and Islands	17.2	64.8	18.1	100.0	15.6	52.0	32.4	100.0
Number of employees								
20 - 49	15.3	69.7	15.0	100.0	15.5	60.0	24.4	100.0
50 - 199	15.5	64.3	20.1	100.0	16.9	55.1	28.0	100.0
200 - 499	16.6	62.9	20.4	100.0	17.1	57.6	25.3	100.0
500 and over	26.1	55.2	18.6	100.0	15.5	52.7	31.8	100.0
Branch of activity								
Total manufacturing	17.4	63.2	19.4	100.0	16.5	56.5	27.0	100.0
Textiles, cloth., leather, footwear ..	20.6	64.3	15.1	100.0	18.0	58.9	23.1	100.0
Chemicals, rubber, plastics	19.5	60.2	20.3	100.0	19.6	48.3	32.1	100.0
Basic metals and engineering	16.1	64.8	19.1	100.0	15.4	59.5	25.1	100.0
Other manufacturing	17.9	60.9	21.1	100.0	16.4	53.7	30.0	100.0
Energy and extraction	29.9	59.3	10.8	100.0	14.0	52.7	33.3	100.0
Share of exports								
Less than one-third	21.3	62.0	16.7	100.0	17.5	55.3	27.1	100.0
From one- to two-thirds	17.2	61.9	20.9	100.0	15.3	55.6	29.1	100.0
Over two-thirds	16.3	65.0	18.7	100.0	15.1	57.9	27.1	100.0
Total industry excl. construction.....	18.7	62.8	18.5	100.0	16.2	56.1	27.7	100.0
Services firms								
Geographical area ⁽¹⁾								
North West	15.2	71.9	12.9	100.0	9.7	60.2	30.1	100.0
North East	18.5	63.2	18.3	100.0	12.8	63.6	23.6	100.0
Centre	34.2	49.5	16.3	100.0	13.6	58.6	27.8	100.0
South and Islands	14.0	68.2	17.8	100.0	8.3	66.5	25.2	100.0
Number of employees								
20 - 49	14.9	70.7	14.3	100.0	13.5	67.2	19.3	100.0
50 - 199	12.6	71.8	15.6	100.0	15.5	64.2	20.2	100.0
200 - 499	19.0	66.9	14.1	100.0	9.1	62.7	28.1	100.0
500 and over	27.3	56.3	16.4	100.0	8.5	57.0	34.5	100.0
Branch of activity								
Trade, hotels, restaurants	16.2	67.4	16.4	100.0	14.3	57.9	27.8	100.0
Transport, storage, communication...	31.3	53.3	15.4	100.0	6.4	63.4	30.2	100.0
Other h.hold and business services ...	15.3	70.1	14.5	100.0	12.0	63.8	24.3	100.0
Total services.....	20.6	63.9	15.5	100.0	11.1	61.4	27.5	100.0
Total industry excl. construction and services	19.8	63.4	16.8	100.0	13.3	59.1	27.6	100.0
<i>memorandum item</i>								
2014	24.6	62.2	13.2	100.0	19.1	56.0	24.9	100.0
2013	31.2	57.2	11.6	100.0	22.5	56.5	21.0	100.0
2012	33.5	56.0	10.4	100.0	25.7	57.3	16.9	100.0
2011.....	25.5	61.9	12.6	100.0	22.4	58.6	19.1	100.0

(1) Location of the firm's head office.

Industrial and Services firms – Bank loans

(per cent)

	2015 H1 on 2014 H2				2015 H2 on 2015 H1 (forecast)			
	contraction	no change	increase	total	contraction	no change	increase	total
Industrial firms								
Geographical area ⁽¹⁾								
North West	15.6	62.0	22.4	100.0	17.1	64.7	18.2	100.0
North East	18.4	62.5	19.0	100.0	16.9	63.3	19.8	100.0
Centre	11.6	63.0	25.4	100.0	9.7	73.8	16.4	100.0
South and Islands	13.5	65.6	20.9	100.0	10.2	70.1	19.7	100.0
Number of employees								
20 - 49	15.5	63.1	21.4	100.0	14.4	68.2	17.5	100.0
50 - 199	14.4	63.3	22.4	100.0	13.9	65.3	20.8	100.0
200 - 499	19.9	56.2	23.9	100.0	15.3	60.8	23.9	100.0
500 and over	14.4	65.7	19.9	100.0	16.4	70.7	12.9	100.0
Branch of activity								
Total manufacturing	16.1	62.0	21.9	100.0	15.3	66.0	18.7	100.0
Textiles, cloth., leather, footwear ..	22.2	56.2	21.7	100.0	19.4	63.2	17.4	100.0
Chemicals, rubber, plastics	20.7	51.7	27.6	100.0	16.1	63.3	20.6	100.0
Basic metals and engineering	13.5	64.9	21.6	100.0	13.4	67.2	19.3	100.0
Other manufacturing	16.7	63.4	19.9	100.0	16.6	66.2	17.2	100.0
Energy and extraction	10.2	69.8	20.1	100.0	10.7	71.6	17.7	100.0
Share of exports								
Less than one-third	13.4	66.8	19.8	100.0	13.3	69.0	17.7	100.0
From one- to two-thirds	17.3	60.4	22.3	100.0	15.5	65.7	18.8	100.0
Over two-thirds	17.0	58.8	24.1	100.0	16.7	63.5	19.8	100.0
Total industry excl. construction.....	15.5	62.8	21.7	100.0	14.8	66.6	18.6	100.0
Services firms								
Geographical area ⁽¹⁾								
North West	12.5	66.3	21.2	100.0	11.6	70.9	17.5	100.0
North East	15.0	62.9	22.1	100.0	9.0	71.9	19.1	100.0
Centre	18.0	46.4	35.6	100.0	29.2	51.2	19.5	100.0
South and Islands	14.2	64.0	21.9	100.0	12.1	70.7	17.2	100.0
Number of employees								
20 - 49	11.8	70.2	18.1	100.0	12.4	72.3	15.4	100.0
50 - 199	13.3	66.6	20.2	100.0	13.3	68.0	18.6	100.0
200 - 499	9.0	67.2	23.8	100.0	5.4	75.3	19.3	100.0
500 and over	18.2	50.2	31.6	100.0	22.6	58.1	19.3	100.0
Branch of activity								
Trade, hotels, restaurants	14.8	66.6	18.7	100.0	13.5	69.9	16.7	100.0
Transport, storage, communication...	17.5	45.8	36.7	100.0	24.1	52.1	23.8	100.0
Other h.hold and business services ...	11.7	65.8	22.5	100.0	10.7	75.5	13.8	100.0
Total services.....	14.8	59.5	25.7	100.0	16.4	65.2	18.4	100.0
Total industry excl. construction and services	15.1	60.9	24.0	100.0	15.7	65.8	18.5	100.0
<i>memorandum item</i>								
2014	16.1	60.9	22.9	100.0	13.7	62.4	23.8	100.0
2013	13.2	63.7	23.1	100.0	16.4	62.6	21.1	100.0
2012	11.1	63.0	25.8	100.0	10.3	61.4	28.3	100.0
2011.....	10.2	59.6	30.1	100.0	10.5	59.0	30.5	100.0

(1) Location of the firm's head office.

Industrial and Services firms – Overall credit conditions

(per cent)

	2015 H1 on 2014 H2				2015 H2 on 2015 H1 (forecast)			
	worse	stable	better	total	worse	stable	better	total
Industrial firms								
Geographical area ⁽¹⁾								
North West	6.8	67.3	25.9	100.0	7.2	68.7	24.1	100.0
North East	8.1	63.7	28.2	100.0	7.7	68.9	23.4	100.0
Centre	8.8	63.7	27.5	100.0	8.0	69.2	22.8	100.0
South and Islands	12.9	61.4	25.8	100.0	9.0	67.2	23.9	100.0
Number of employees								
20 - 49	10.8	63.0	26.2	100.0	9.0	66.7	24.3	100.0
50 - 199	9.3	64.2	26.4	100.0	9.1	67.0	23.9	100.0
200 - 499	6.8	66.3	26.9	100.0	5.0	71.7	23.2	100.0
500 and over	5.4	66.7	27.9	100.0	6.3	70.8	22.8	100.0
Branch of activity								
Total manufacturing	8.2	65.6	26.1	100.0	7.8	68.8	23.4	100.0
Textiles, cloth., leather, footwear ..	8.3	60.2	31.5	100.0	9.4	70.8	19.8	100.0
Chemicals, rubber, plastics	5.4	63.7	30.9	100.0	3.9	70.8	25.3	100.0
Basic metals and engineering	8.1	68.9	23.0	100.0	7.4	70.2	22.3	100.0
Other manufacturing	9.8	62.3	27.9	100.0	9.7	64.3	26.0	100.0
Energy and extraction	7.7	58.5	33.7	100.0	6.9	67.5	25.6	100.0
Share of exports								
Less than one-third	8.3	64.4	27.3	100.0	8.1	69.8	22.1	100.0
From one- to two-thirds	8.2	68.6	23.2	100.0	8.1	67.8	24.1	100.0
Over two-thirds	8.1	61.6	30.3	100.0	6.7	67.7	25.6	100.0
Total industry excl. construction.....	8.2	64.9	26.9	100.0	7.7	68.7	23.6	100.0
Services firms								
Geographical area ⁽¹⁾								
North West	5.1	76.0	18.9	100.0	5.6	81.5	12.9	100.0
North East	12.5	65.2	22.3	100.0	11.6	67.8	20.6	100.0
Centre	4.2	60.2	35.5	100.0	4.0	64.9	31.1	100.0
South and Islands	11.6	67.8	20.6	100.0	9.4	69.1	21.4	100.0
Number of employees								
20 - 49	11.2	71.1	17.7	100.0	9.9	72.9	17.1	100.0
50 - 199	10.5	66.2	23.3	100.0	10.5	70.9	18.7	100.0
200 - 499	5.0	75.0	19.9	100.0	5.9	73.0	21.1	100.0
500 and over	4.6	66.5	28.9	100.0	4.3	72.5	23.3	100.0
Branch of activity								
Trade, hotels, restaurants	7.5	72.4	20.2	100.0	7.3	75.1	17.5	100.0
Transport, storage, communication...	4.4	63.5	32.1	100.0	5.0	66.6	28.4	100.0
Other h.hold and business services ...	9.8	68.3	21.9	100.0	8.5	75.1	16.4	100.0
Total services.....	7.2	68.3	24.5	100.0	6.9	72.3	20.8	100.0
Total industry excl. construction and services	7.6	66.9	25.5	100.0	7.2	70.8	22.0	100.0
<i>memorandum item</i>								
2014	14.9	65.6	19.5	100.0	13.6	63.3	23.2	100.0
2013	25.2	65.0	9.8	100.0	22.1	67.5	10.3	100.0
2012	37.2	55.3	7.5	100.0	32.2	58.4	9.4	100.0
2011.....	34.9	57.5	7.6	100.0	46.5	48.2	5.3	100.0

(1) Location of the firm's head office.

Industrial and Services firms – Workforce

(per cent)

	Workforce: 2015/2014 variation ⁽¹⁾			
	lower	stable	higher	total
Industrial firms				
Geographical area ⁽¹⁾				
North West	22.6	46.8	30.6	100.0
North East	21.6	44.8	33.7	100.0
Centre	29.0	42.9	28.1	100.0
South and Islands	21.8	52.4	25.7	100.0
Number of employees				
20 - 49	19.5	53.7	26.8	100.0
50 - 199	21.7	46.6	31.7	100.0
200 - 499	26.8	42.0	31.2	100.0
500 and over	26.1	41.5	32.3	100.0
Branch of activity				
Total manufacturing	23.0	45.9	31.1	100.0
Textiles, cloth., leather, footwear ..	28.4	45.7	25.9	100.0
Chemicals, rubber, plastics	23.4	44.1	32.6	100.0
Basic metals and engineering	20.8	45.3	33.9	100.0
Other manufacturing	25.0	48.2	26.8	100.0
Energy and extraction	25.6	48.4	26.0	100.0
Share of exports				
Less than one-third	24.4	48.3	27.3	100.0
From one- to two-thirds	20.9	45.6	33.5	100.0
Over two-thirds	24.1	43.3	32.6	100.0
Total industry excl. construction.....	23.3	46.1	30.6	100.0
Services firms				
Geographical area ⁽¹⁾				
North West	19.2	42.4	38.4	100.0
North East	13.0	53.1	33.8	100.0
Centre	41.2	33.7	25.1	100.0
South and Islands	25.2	47.9	26.9	100.0
Number of employees				
20 - 49	18.7	60.5	20.8	100.0
50 - 199	24.3	48.5	27.1	100.0
200 - 499	23.2	43.3	33.5	100.0
500 and over	27.7	32.8	39.5	100.0
Branch of activity				
Trade, hotels, restaurants	18.8	49.2	32.0	100.0
Transport, storage, communication...	33.4	44.1	22.5	100.0
Other h.hold and business services ...	22.8	34.0	43.3	100.0
Total services.....	24.6	43.0	32.4	100.0
Total industry excl. construction and services	24.0	44.3	31.6	100.0
<i>memorandum item</i>				
2014	29.0	51.6	19.4	100.0
2013	33.5	48.6	18.0	100.0
2012	33.0	48.9	18.1	100.0
2011	29.3	48.8	21.9	100.0

(1) Location of the firm's head office.

Industrial and Services firms – Wage increases

(per cent)

	Wage increases for 2015 (above national agreements) ⁽¹⁾				
	Share of workers with wage increases	of which:			
		less than 1%	between 1% and 2%	between 2,1% and 3%	more than 3%
Industrial firms					
Geographical area ⁽¹⁾					
North West	54.8	23.2	24.4	5.2	1.9
North East	48.8	20.9	21.7	5.1	1.1
Centre	45.1	26.6	11.3	4.2	3.0
South and Islands	17.8	8.0	4.2	3.2	2.4
Number of employees					
20 - 49	19.2	6.8	7.8	3.0	1.6
50 - 199	36.7	15.7	14.6	3.4	2.9
200 - 499	55.4	24.3	23.7	6.1	1.2
500 and over	79.2	39.4	31.3	7.1	1.3
Branch of activity					
Total manufacturing	46.8	19.7	20.4	5.1	1.7
Textiles, cloth., leather, footwear ..	30.1	11.6	12.4	4.5	1.6
Chemicals, rubber, plastics	58.4	27.6	21.8	7.7	1.3
Basic metals and engineering	52.1	20.9	23.7	5.4	2.2
Other manufacturing	37.0	16.6	16.1	3.2	1.2
Energy and extraction	48.9	36.5	6.7	2.5	3.2
Share of exports					
Less than one-third	37.3	21.2	12.8	1.4	1.9
From one- to two-thirds	54.3	21.1	25.7	5.3	2.1
Over two-thirds	54.7	22.1	21.3	9.7	1.6
Total industry excl. construction.....	47.0	21.4	18.9	4.8	1.9
Services firms					
Geographical area ⁽¹⁾					
North West	48.2	19.2	23.1	3.9	2.0
North East	32.9	14.4	11.4	4.9	2.2
Centre	40.1	25.9	8.2	5.3	0.6
South and Islands	12.5	5.6	5.1	1.3	0.6
Number of employees					
20 - 49	18.5	9.4	6.1	2.2	0.9
50 - 199	30.6	8.8	13.1	5.0	3.6
200 - 499	35.1	14.7	16.2	3.7	0.5
500 and over	52.1	27.9	18.6	4.6	0.9
Branch of activity					
Trade, hotels, restaurants	30.7	15.1	11.0	3.4	1.2
Transport, storage, communication...	46.0	27.6	11.2	4.6	2.5
Other h.hold and business services ...	39.0	12.1	21.9	4.3	0.7
Total services.....	38.1	18.1	14.4	4.1	1.4
Total industry excl. construction and services	42.0	19.6	16.4	4.4	1.6
<i>memorandum item</i>					
2014	33.5	18.3	10.7	3.4	1.1
2013	33.5	18.9	9.8	3.2	1.6
2012	37.4	21.2	10.7	3.7	1.8
2011.....	38.5	21.2	11.6	4.0	1.7

(1) Location of the firm's head office.

Table B6

Industrial and Services firms – Operating result

(per cent)

	Operating result for 2015			
	loss	breakeven	profit	total
Industrial firms				
Geographical area ⁽¹⁾				
North West	13.9	14.6	71.5	100.0
North East	15.1	10.4	74.5	100.0
Centre	12.9	12.9	74.3	100.0
South and Islands	12.9	18.9	68.2	100.0
Number of employees				
20 - 49	13.2	19.6	67.2	100.0
50 - 199	13.6	15.5	70.8	100.0
200 - 499	17.9	9.4	72.8	100.0
500 and over	12.7	8.0	79.3	100.0
Branch of activity				
Total manufacturing	14.6	13.0	72.3	100.0
Textiles, cloth., leather, footwear ..	20.6	19.1	60.3	100.0
Chemicals, rubber, plastics	12.3	7.4	80.3	100.0
Basic metals and engineering	13.6	12.4	74.0	100.0
Other manufacturing	15.4	14.6	70.0	100.0
Energy and extraction	7.8	17.8	74.4	100.0
Share of exports				
Less than one-third	13.4	16.2	70.4	100.0
From one- to two-thirds	17.3	9.3	73.4	100.0
Over two-thirds	11.4	13.6	75.0	100.0
Total industry excl. construction.....	14.0	13.5	72.5	100.0
Services firms				
Geographical area ⁽¹⁾				
North West	16.1	11.5	72.4	100.0
North East	14.3	13.6	72.1	100.0
Centre	19.3	15.4	65.3	100.0
South and Islands	18.4	16.5	65.1	100.0
Number of employees				
20 - 49	17.9	17.6	64.5	100.0
50 - 199	20.9	15.1	64.0	100.0
200 - 499	15.5	12.4	72.1	100.0
500 and over	14.4	10.9	74.7	100.0
Branch of activity				
Trade, hotels, restaurants	19.5	10.3	70.2	100.0
Transport, storage, communication...	18.2	17.0	64.8	100.0
Other h.hold and business services ...	11.8	14.4	73.7	100.0
Total services.....	16.8	13.5	69.7	100.0
Total industry excl. construction and services	15.5	13.5	71.0	100.0
<i>memorandum item</i>				
2014	20.6	15.3	64.1	100.0
2013	24.8	14.9	60.3	100.0
2012	25.7	15.9	58.4	100.0
2011	21.7	14.1	64.2	100.0

(1) Location of the firm's head office.

Table B7

Industrial and Services firms – Sales revenues and orders: domestic and foreign markets

(per cent)

	Sales revenues January-September: change in 2015 on 2014				Orders: forecast 6 months ahead			
	decreasing	stable	increasing	total	decreasing	stable	increasing	total
Industrial firms								
Geographical area ⁽¹⁾								
North West	25.2	25.5	49.3	100.0	10.4	52.7	36.8	100.0
North East	27.3	29.1	43.6	100.0	14.9	49.0	36.1	100.0
Centre	31.0	34.1	34.9	100.0	12.6	47.6	39.8	100.0
South and Islands	23.9	30.6	45.5	100.0	9.0	47.0	44.0	100.0
Number of employees								
20 - 49	28.1	29.9	42.0	100.0	14.3	48.0	37.8	100.0
50 - 199	24.8	30.6	44.6	100.0	12.0	48.5	39.5	100.0
200 - 499	29.4	26.4	44.3	100.0	12.6	48.5	38.9	100.0
500 and over	26.1	26.6	47.3	100.0	9.7	54.7	35.6	100.0
Branch of activity								
Total manufacturing	27.0	26.9	46.1	100.0	12.7	48.4	38.9	100.0
Textiles, cloth., leather, footwear ..	42.0	25.0	32.9	100.0	21.2	46.0	32.8	100.0
Chemicals, rubber, plastics	23.7	29.3	47.0	100.0	15.2	48.6	36.3	100.0
Basic metals and engineering	25.9	26.0	48.2	100.0	10.7	49.0	40.3	100.0
Other manufacturing	24.4	28.4	47.2	100.0	11.8	48.0	40.1	100.0
Energy and extraction	24.1	45.7	30.2	100.0	5.6	65.9	28.5	100.0
Share of exports								
Less than one-third	26.5	32.3	41.2	100.0	13.5	51.4	35.1	100.0
From one- to two-thirds	25.0	26.4	48.5	100.0	9.0	49.2	41.9	100.0
Over two-thirds	28.9	25.3	45.9	100.0	12.9	48.7	38.4	100.0
Total industry excl. construction.....	26.7	28.6	44.7	100.0	12.0	50.0	38.0	100.0
Services firms								
Geographical area ⁽¹⁾								
North West	29.7	28.8	41.5	100.0	13.7	43.7	42.6	100.0
North East	20.0	30.0	49.9	100.0	11.4	45.5	43.1	100.0
Centre	46.8	22.4	30.8	100.0	13.8	53.8	32.4	100.0
South and Islands	22.2	35.0	42.8	100.0	11.6	50.2	38.2	100.0
Number of employees								
20 - 49	28.9	31.1	39.9	100.0	11.7	48.9	39.3	100.0
50 - 199	28.7	29.7	41.6	100.0	14.0	49.5	36.5	100.0
200 - 499	30.3	32.0	37.7	100.0	12.9	45.1	42.0	100.0
500 and over	33.9	25.1	41.0	100.0	13.0	47.0	40.0	100.0
Branch of activity								
Trade, hotels, restaurants	25.0	25.5	49.4	100.0	14.8	39.2	45.9	100.0
Transport, storage, communication...	39.0	25.6	35.5	100.0	11.3	58.8	29.9	100.0
Other h.hold and business services ...	31.2	34.3	34.5	100.0	12.3	46.7	41.0	100.0
Total services.....	31.4	28.1	40.5	100.0	13.0	47.7	39.4	100.0
Total industry excl. construction and services	29.4	28.3	42.3	100.0	12.6	48.7	38.8	100.0
<i>memorandum item</i>								
2014	37.3	29.4	33.2	100.0	20.8	52.6	26.6	100.0
2013	43.4	30.5	26.2	100.0	23.7	51.2	25.0	100.0
2012	46.2	28.8	25.0	100.0	30.0	48.1	22.0	100.0
2011	25.4	27.9	46.6	100.0	21.7	46.8	31.4	100.0

(1) Location of the firm's head office.

Industrial firms – Sales revenues and orders: foreign markets

(per cent)

	Exporting firms	of which:			of which:		
		Sales revenues January-September: change in 2015 on 2014			Orders: forecast 6 months ahead		
		decreasing	stable	increasing	decreasing	stable	increasing
Industrial firms							
Geographical area ⁽¹⁾							
North West	90.5	21.8	24.9	43.8	10.1	43.9	36.5
North East	88.8	22.4	24.9	41.6	11.9	39.6	37.3
Centre	74.9	18.2	21.5	35.2	6.7	30.2	38.0
South and Islands	57.3	10.6	19.3	27.4	3.0	26.1	28.1
Number of employees							
20 - 49	77.3	18.6	27.5	31.2	9.0	36.6	31.7
50 - 199	86.7	20.7	26.6	39.4	10.4	40.8	35.5
200 - 499	86.7	21.9	19.8	44.9	9.4	36.1	41.4
500 and over	84.1	19.8	19.2	45.1	8.2	38.1	37.8
Branch of activity							
Total manufacturing	90.8	22.2	25.9	42.8	10.4	41.9	38.6
Textiles, cloth., leather, footwear ..	92.1	35.3	26.2	30.6	17.4	42.7	32.0
Chemicals, rubber, plastics	94.8	16.9	30.5	47.4	10.6	43.0	41.0
Basic metals and engineering	91.8	23.3	25.1	43.4	9.7	43.5	38.6
Other manufacturing	86.1	16.6	25.2	44.2	8.4	37.6	40.1
Energy and extraction	17.9	1.0	2.9	14.0	0.0	5.2	12.7
Total industry excl. construction.....	83.7	20.2	23.7	39.9	9.3	38.3	36.1
<i>memorandum item</i>							
2014	84.1	23.7	27.2	33.1	11.0	42.1	30.9
2013	82.9	26.3	25.7	30.9	10.9	40.0	31.9
2012	82.1	29.1	25.7	27.3	16.4	42.3	23.4
2011.....	81.6	16.3	23.7	41.5	12.8	42.0	26.8

(1) Location of the firm's head office.

Table C1

Construction – Workforce

(per cent)

	Workforce: 2015/2014 variation ⁽¹⁾			
	lower	stable	higher	total
Geographical area ⁽¹⁾				
North West	25.6	56.0	18.4	100.0
North East	37.8	48.8	13.5	100.0
Centre	38.5	42.6	18.9	100.0
South and Islands	30.2	43.5	26.3	100.0
Number of employees ⁽²⁾				
10 - 49	31.6	53.2	15.2	100.0
50 - 199	32.6	44.1	23.3	100.0
200 - 499	51.6	21.1	27.4	100.0
500 and over	21.6	37.5	40.9	100.0
Total construction firms	32.2	48.8	19.0	100.0
<i>memorandum item</i>				
2014	39.4	44.1	16.6	100.0
2013	49.0	30.9	20.1	100.0
2012	46.2	38.3	15.5	100.0
2011	41.7	44.7	13.6	100.0

(1) Location of the firm's head office. - (2) The survey covered the construction firms with 20 employees or more until 2012. The firms with 10-19 employees have been added since 2013.

Table C2

Construction – Operating result

(per cent)

	Operating result for 2015			
	loss	breakeven	profit	total
Geographical area ⁽¹⁾				
North West	12.0	28.4	59.6	100.0
North East	33.8	16.5	49.7	100.0
Centre	24.7	11.6	63.8	100.0
South and Islands	11.9	13.4	74.7	100.0
Number of employees				
10 - 49	24.1	20.0	55.9	100.0
50 - 199	7.4	13.0	79.6	100.0
200 - 499	19.3	5.0	75.6	100.0
500 and over	4.6	36.2	59.1	100.0
Total construction firms	19.7	18.9	61.5	100.0
<i>memorandum item</i>				
2014	28.4	21.7	49.9	100.0
2013	27.9	17.6	54.5	100.0
2012	25.4	17.7	56.8	100.0
2011	19.5	17.6	62.9	100.0

(1) Location of the firm's head office.

Construction – Total production

(per cent)

	Value of production 2015/2014				Value of production 2016/2015 (<i>forecast</i>)			
	decreasing	stable	increasing	total	decreasing	stable	increasing	total
Geographical area ⁽¹⁾								
North West	29.0	33.8	37.2	100.0	22.3	42.5	35.3	100.0
North East	38.0	32.3	29.7	100.0	17.2	38.7	44.1	100.0
Centre	40.2	23.4	36.5	100.0	26.3	33.1	40.6	100.0
South and Islands	29.4	29.0	41.6	100.0	13.3	42.4	44.3	100.0
Number of employees								
10 - 49	35.4	29.9	34.7	100.0	19.6	42.2	38.3	100.0
50 - 199	27.2	36.2	36.6	100.0	17.1	44.1	38.8	100.0
200 - 499	43.7	24.4	31.9	100.0	17.2	38.0	44.8	100.0
500 and over	23.3	21.7	55.0	100.0	29.0	7.0	64.0	100.0
Total construction firms	33.6	30.3	36.2	100.0	19.7	39.7	40.7	100.0
<i>memorandum item</i>								
2014	41.7	28.7	29.5	100.0	31.6	31.6	36.8	100.0
2013	47.4	24.0	28.6	100.0	28.7	34.3	37.0	100.0
2012	52.7	22.6	24.8	100.0	34.9	30.1	35.0	100.0
2011	47.1	25.0	27.8	100.0	37.0	32.5	30.5	100.0

(1) Location of the firm's head office.

Construction – Public works production

(per cent)

	Firms producing public works	of which:			of which:		
		Value of production 2015/2014			Value of production 2016/2015 (<i>forecast</i>)		
		decreasing	stable	increasing	decreasing	stable	increasing
Geographical area ⁽¹⁾							
North West	74.3	25.3	28.2	20.7	20.8	33.9	19.6
North East	73.8	26.5	33.6	13.7	17.9	29.4	26.6
Centre	71.2	26.3	22.6	22.2	18.7	28.4	24.1
South and Islands	75.7	19.2	25.1	31.3	11.1	31.7	32.9
Number of employees							
10 - 49	71.6	25.0	27.1	19.6	16.8	32.7	22.1
50 - 199	79.5	20.5	31.9	27.1	12.9	37.4	29.2
200 - 499	76.4	31.4	25.1	19.9	20.3	20.0	36.1
500 and over	80.1	23.8	25.4	30.9	29.6	10.5	40.1
Total construction firms	73.9	24.4	27.7	21.7	17.3	31.1	25.6
<i>memorandum item</i>							
2014	73.3	31.4	20.4	21.6	21.6	23.3	28.4
2013	83.8	35.4	22.2	26.1	23.6	28.4	31.8
2012	83.9	41.3	21.2	21.4	27.3	25.4	31.1
2011	82.5	37.1	23.0	22.3	31.3	24.5	26.7

(1) Location of the firm's head office.

Table C5

Construction – Bank loans

(per cent)

	2015 H1 on 2014 H2				2015 H2 on 2015 H1 (forecast)			
	decrease	stable	increase	total	decrease	stable	increase	total
Geographical area ⁽¹⁾								
North West	21.9	52.3	25.8	100.0	21.0	54.6	24.4	100.0
North East	29.8	51.8	18.4	100.0	24.4	54.4	21.2	100.0
Centre	15.4	50.3	34.3	100.0	9.1	67.9	23.0	100.0
South and Islands	16.7	55.5	27.8	100.0	15.0	61.6	23.4	100.0
Number of employees								
10 - 49	25.6	51.0	23.4	100.0	19.8	57.6	22.6	100.0
50 - 199	12.8	56.5	30.7	100.0	13.4	65.3	21.3	100.0
200 - 499	17.3	60.8	21.9	100.0	20.9	51.9	27.2	100.0
500 and over	9.6	49.5	40.9	100.0	13.6	57.8	28.6	100.0
Total construction firms	21.6	52.5	25.9	100.0	18.2	58.7	23.1	100.0
<i>memorandum item</i>								
2014	13.8	55.9	30.4	100.0	12.3	52.8	34.9	100.0
2013	13.4	46.9	39.7	100.0	11.7	58.1	30.2	100.0
2012	13.4	44.9	41.7	100.0	12.4	50.1	37.5	100.0
2011	10.3	49.1	40.5	100.0	14.5	44.6	40.9	100.0

(1) Location of the firm's head office.

Table C6

Construction – Overall credit conditions

(per cent)

	2015 H1 on 2014 H2				2015 H2 on 2015 H1 (forecast)			
	worse	stable	better	total	worse	stable	better	total
Geographical area ⁽¹⁾								
North West	18.8	59.0	22.2	100.0	20.1	53.1	26.7	100.0
North East	17.7	65.7	16.6	100.0	17.9	63.9	18.2	100.0
Centre	27.7	53.4	18.9	100.0	18.0	61.4	20.6	100.0
South and Islands	15.5	69.8	14.7	100.0	13.6	73.4	13.1	100.0
Number of employees								
10 - 49	21.8	64.4	13.8	100.0	19.1	64.2	16.6	100.0
50 - 199	21.3	56.3	22.4	100.0	15.2	60.4	24.4	100.0
200 - 499	8.7	65.3	26.0	100.0	9.1	70.4	20.5	100.0
500 and over	0.0	51.5	48.5	100.0	16.8	36.4	46.7	100.0
Total construction firms	19.5	62.1	18.5	100.0	17.7	61.9	20.4	100.0
<i>memorandum item</i>								
2014	32.8	54.2	13.0	100.0	31.1	53.1	15.8	100.0
2013	40.1	53.9	6.0	100.0	38.9	57.2	3.8	100.0
2012	51.3	46.9	1.7	100.0	48.1	49.7	2.2	100.0
2011	48.5	49.9	1.5	100.0	55.6	41.8	2.6	100.0

(1) Location of the firm's head office.

Appendix C:
Questionnaires



23rd BUSINESS OUTLOOK SURVEY - 2015
NON-CONSTRUCTION INDUSTRIAL FIRMS AND SERVICE FIRMS

Notice. - The purpose of this survey is to collect information on the main economic and financial variables in the industrial sector. Your co-operation is important but not compulsory. The information provided will only be used for research purposes. Firms taking part to the survey will provide a valuable contribution to the analysis of the Italian economy. The data will be handled in order to ensure data safety and confidentiality.

GENERAL INFORMATION

Branch code (Bank of Italy):

Branch code

Firm code

Date of interview (DD/MM/YYYY):

Tax Code

Name of firm

Legal status

Legend: 1=SRL; 2=SPA; 3=SAPA; 4=Soc. Coop.; 5=SAS; 6=SNC; 7=Altro.

Istat – Ateco2007 (first 5 figures)

Istat (Italian National Statistical Institute) economic activity: see ISTAT. Classificazione delle attività economiche. Metodi e norme 2007.

Average payroll employment in 2014

Does NOT include temporary workers and workers on collaboration contracts (co.co.co.). Partners and owners should be included if they work for the firm. The total includes workers on fixed-term contracts and redundant workers receiving Wage Supplementation Fund benefits. The information can be obtained as the mean of the average monthly workforce. In the case of temporary and seasonal workers and generally anyone working for only part of the year, the number of workers must be multiplied by the fraction of the year during which they have worked. Workers receiving Wage Supplementation Fund benefits and part-time workers should be regarded as working for the whole of the year.

Share of exports in total sales revenue for 2015

- 1 zero
- 2 less than 1/3
- 3 between 1/3 and 2/3
- 4 more than 2/3
- 9 do not know, no answer

For service firms, insert the share of sales revenue arising from non-residents in Italy.

MAIN economic purpose of goods and services produced:

NON-CONSTRUCTION-INDUSTRY FIRMS

- 1 capital goods (*used in production processes for longer than one year*)
- 2 intermediate goods (*part of other goods/services*)
- 3 consumer goods (*directly for consumption*)

SERVICE FIRMS

- 4 business services
- 5 household services
- 6 general government services

INVESTMENT

1 Compared with the LEVEL PLANNED AT THE END OF 2014, nominal expenditure on (tangible and intangible) fixed investment in the current year will be:

- 1 much lower (by more than 10%)
- 2 a little lower (between 3.1% and 10%)
- 3 practically the same (between -3% and 3 %) question 3
- 4 a little higher (between 3.1% and 10%)
- 5 much higher (by more than 10%)
- 9 do not know, no answer question 3

The responses "much higher" and "much lower" also apply when, in the two periods compared, investments are zero in one year and higher than zero in the other.

(Ask this question ONLY IF actual expenditure on investment is likely to differ from that planned)

2 The gap is MAINLY due to:

- 1 financial factors
- 2 unexpected changes in demand
- 3 changes in the level of uncertainty due to economic or political factors
- 4 changes in purchase prices
- 5 organizational or technical factors
- 6 red tape
- 7 changes to the tax system or to incentives
- 9 do not know, no answer

3 How does planned nominal expenditure on fixed investment in 2016 compare with that in 2015

- 1 much lower (by more than 10%)
- 2 slightly lower (between 3.1% and 10%)
- 3 stable (between -3% and 3 %)
- 4 slightly higher (between 3.1% and 10%)
- 5 much higher (by more than 10%)
- 9 do not know, no answer

The responses "much higher" and "much lower" also apply when, in the two periods compared, investments are zero in one year and higher than zero in the other.

4 What factors are affecting your investment plans for 2016, and in what direction?

- A** Positive *(indicate up to two in order of importance)*
- B** Negative *(indicate up to two in order of importance)*

A 1 st factor	B 2 nd factor
<input style="width: 30px; height: 15px;" type="text"/>	<input style="width: 30px; height: 15px;" type="text"/>
<input style="width: 30px; height: 15px;" type="text"/>	<input style="width: 30px; height: 15px;" type="text"/>

Legend: 1=a change in borrowing conditions; 2=an expected change in demand; 3=a change in the uncertainty attributable to economic or political factors; 4=an expected change in buying prices; 5=organization and technical factors; 6=bureaucracy; 7=changes to the tax and incentives system; 9=don't know, don't wish to answer.

FIRM'S FUNDING

5 Considering just <u>bank loans</u>, indicate the trend of your demand excluding seasonal fluctuations^(*):	A 2015 H1 on 2014 H2	B 2015 H2 on 2015 H1 (forecast)
	<input type="text"/>	<input type="text"/>

(*) Consider the amount desired, independently of how much actually granted by banks.

Legend: 1=large contraction; 2=moderate contraction; 3=basically no change; 4=moderate increase; 5=large increase; 8=not applicable; 9=do not know, no answer.

Only if your loan demand changed (answer 1, 2, 4 or 5 to the above)

6 What are the main factors determining changes in your demand for bank loans?

(for each half-year, indicate at most two factors as most important)

	A 1 st half 2015	B forecast 2 nd half 2015
A - change in funding requirement for fixed investment	<input type="text"/>	<input type="text"/>
B - change in funding requirement for stocks and working capital.....	<input type="text"/>	<input type="text"/>
C - change in funding requirement for debt restructuring	<input type="text"/>	<input type="text"/>
D - change in self-financing capacity	<input type="text"/>	<input type="text"/>
E - change in other forms of borrowing (non-bank credit, bond issues, etc.)	<input type="text"/>	<input type="text"/>
F - other factors	<input type="text"/>	<input type="text"/>
(specify) <input type="text"/>		

Legend: 1=not relevant; 2=scarcely relevant; 3=quite relevant; 4=very relevant; 9=do not know, no answer.

7 How did the firm's overall borrowing conditions change and how will you expect them to change?

	A 2015 H1 on 2014 H2	B 2015 H2 on 2015 H1 (forecast)
A general conditions.....	<input type="text"/>	<input type="text"/>
B specific aspects:		
B.1 interest rates	<input type="text"/>	<input type="text"/>
B.2 other costs (banking fees, etc....).....	<input type="text"/>	<input type="text"/>
B.3 amount of collateral required	<input type="text"/>	<input type="text"/>
B.4 access to new financing.....	<input type="text"/>	<input type="text"/>
B.5 time necessary to obtain new funds	<input type="text"/>	<input type="text"/>
B.6 complexity of information needed to obtain new funds	<input type="text"/>	<input type="text"/>
B.7 requests of reimbursing previously granted loans beforehand	<input type="text"/>	<input type="text"/>

Legend: 1=they became worse; 2=no change; 3=they became better; 8=not applicable; 9=do not know, no answer.

WORKFORCE, WAGE SUPPLEMENTATION, WAGES AND NATIONAL WORK CONTRACT

8 Would you be able to indicate whether the actions listed below have become more difficult now compared with 2013 (please provide an answer for each point)

- A Individual dismissal on economic grounds
- B Dismissal on disciplinary grounds
- C Salary cuts

Legend: 1=a lot more difficult; 2= more difficult; 3=virtually unchanged; 4=easier; 5=a lot easier.

(Please answer question No. 9 ONLY IF your answer to the previous question No. 8 was 1, 2, 4 or 5)

9 Regarding the actions listed in the previous question for which an answer pointing to a change was given, what are in your opinion the underlying factors? (please provide an answer for each point)

- A Individual dismissal on economic grounds.....
- B Dismissal on disciplinary grounds
- C Salary cuts

Legend: 1=structural changes in the labour market; 2=changes in the way laws and regulations are interpreted; 3=changes in the behaviour of trade unions; 4=changes in the individual behaviour of workers.

10 How will the average size of the workforce in 2015 compare with that in 2014:


Total	Of which, open-ended contracts
<input type="text"/>	<input type="text"/>

- 1 much smaller (more than 5%)
- 2 a little smaller (between 1.1% and 5%)
- 3 practically the same (between -1% and 1%)
- 4 a little larger (between 1.1% and 5%)
- 5 much larger (more than 5%)
- 9 do not know, no answer

11 In 2015 did your firm use any form of wage supplementation or have recourse to the layoff procedure? (give an answer for each item)

- A wage supplementation (ordinary, extraordinary or under a waiver, including solidarity contracts)
- B procedure for layoffs.....

Legend: 1=no; 2=yes; 8=not applicable(e.g. firm not eligible to apply); 9=don't know, don't wish to answer.

- 
- Ordinary wage supplementation is for permanent employment blue- and white-collar workers and technicians of industrial firms in general in the event of suspension or reduction of production as a result of company situations arising from:
 - temporary events not attributable to the entrepreneur or the workers;
 - temporary market conditions.
 Wage supplementation can be granted for up to 13 consecutive weeks, renewable for another 13 weeks. In a period of two years no more than 52 weeks of ordinary wage supplementation may be authorized.
 - Special wage supplementation is for blue- and white-collar workers and technicians in the event of restructurings, reorganizations, conversions and company crises and in the event of bankruptcy or compulsory liquidation.
 - Ordinary and special wage supplementation under a waiver. Recent Government measures have extended the scope for wage supplementation under a waiver of the provisions of Point 1, thus permitting applications by firms:
 - that are not normally eligible for ordinary wage supplementation;
 - that are eligible for ordinary wage supplementation but have reached the relevant time limits;
 - for workers other than those on permanent employment contracts, such as apprentices and temporary employees.
 Similarly, special wage supplementation under a waiver can be used for firms not eligible for special wage supplementation (see Point 2) and for firms which are eligible but which have reached the relevant time limits (3 years in the last 5 years).
 - Layoff procedure. It can be asked by firms with 15 employees or more, provided they:
 - are eligible to special wage supplementation under a waiver;
 - use collective redundancies after workforce reduction, change or closing of their activities.
 The employees eligible are those that are either on permanent contracts since a minimum of one year, or have been already dismissed and enrolled on special lists prepared by the Labor General Directorate, based on lists of employees provided by the companies in crisis.

- 12 Have you granted any wage increases in 2014 NOT provided for by the NATIONAL LABOUR CONTRACT or do you intend to do so before the end of the year?**.....
- 1 no 👉 question 15
 - 2 Yes
 - 9 do not know, no answer 👉 question 15

(Answer the following question ONLY IF you answered YES to question 12)

- 13 Considering ONLY THESE INCREASES, what increase will they produce in average earnings (of all the firm's payroll workers) in 2015?**.....
- 1 less than 1%
 - 2 between 1% and 2%
 - 3 between 2.1% and 3%
 - 4 more than 3%
 - 9 do not know, no answer

(Answer the following question ONLY IF you answered YES to question 12)

- 14 The wage increases provided were:**
- 1 granted under company or territorial level wage agreements
 - 2 granted in the absence of company or territorial level wage agreements
 - 9 don't know, don't wish to answer

RESULT FOR THE YEAR, ORDERS, SALES REVENUE AND PRODUCTION

- 15 What AFTER-TAX result do you expect for the current year?**
- 1 large loss
 - 2 modest loss
 - 3 breakeven
 - 4 modest profit
 - 5 large profit
 - 9 do not know, no answer

Turning now to sales revenue and orders for the firm's products/services

(give an answer for all the three items below)

	A Domestic market and exports	B Total exports
16 Sales revenue: what change is expected in Q1-Q3 2015 compared with Q1-Q3 2014?	<input type="text"/>	<input type="text"/>
17 Orders/sales of the firm's products/services: on a seasonally adjusted basis their current trend compared with the end of June has been:	<input type="text"/>	<input type="text"/>
18 ... and in 6 months, compared with now, will be:	<input type="text"/>	<input type="text"/>

Legend: 1=much lower (less than -4 %); 2=slightly lower (between -1.6% and -4%); 3=stable (between -1.5% and 1.5%); 4=slightly higher (between 1.6% and 4%); 5=much higher (more than 4%); 8=not applicable (e.g. non-exporting firms for B, non-exporting in that specific market for C); 9=do not know, no answer.

📄 For questions 17 and 18, consider orders for industrial firms and sales for service firms.


(For exporting firms only)

19 Sales abroad and currency used in price lists
(please provide a separate answer for each market)

	How do you expect your sales in the various outlet markets to change?		C What currency do you normally use in price lists for the following outlet markets in 2015? ⁽²⁾
	A in 2015 with respect to 2014 ⁽¹⁾	B in 2016 with respect to 2015 ⁽¹⁾	
A Euro area (excluding Italy)	<input type="text"/>	<input type="text"/>	<input type="text"/>
B Rest of Europe (excluding Russia)	<input type="text"/>	<input type="text"/>	<input type="text"/>
C USA	<input type="text"/>	<input type="text"/>	<input type="text"/>
D China	<input type="text"/>	<input type="text"/>	<input type="text"/>
E Russia, Brazil and India	<input type="text"/>	<input type="text"/>	<input type="text"/>
F Rest of the world	<input type="text"/>	<input type="text"/>	<input type="text"/>




Legend: (1) 1=large contraction; 2=modest contraction; 3=stable; 4= modest expansion; 5=large expansion; 8=firm does not sell in this market; 9=don't know, don't wish to answer.

(2) 1=euro; 2=US dollar; 3=local currency, if different from euro or US dollar; 4=other currency, different from euro, US dollar or local currency; 8= firm does not sell in this market; 9=don't know, don't wish to answer.

 To answer this set of questions, refer to the lists of countries at the bottom of the questionnaire.

20 Starting from the second half of 2014 the euro depreciated strongly against the US dollar and other currencies. Has this had an impact on your business over the last 12 months?

.....

- 1 No  question 22
- 2 Yes, negative  question 22
- 3 Yes, positive
- 9 Don't know, don't wish to answer  question 22

(Only for firms who answered 'yes, a positive one' to the previous question)

21 How did the euro depreciation have a positive impact on your business?


- A Increase in sales volume
- B Increase in profit margins (in euros) per unit of sales

Legend: 1=very significant; 2=not very significant; 3=not at all significant; 9=don't know, don't wish to answer.

22 (Only for non-construction-industry firms)

Considering the firm's total production, what do you expect in Q4 of 2015 compared with Q3 of the same year?.....

- 1 much lower (more than 4%)
- 2 slightly lower (between 1.6% and 4%)
- 3 stable (between -1.5% and 1.5%)
- 4 slightly higher (between 1.6% and 4%)
- 5 much higher (more than 4%)
- 9 do not know, no answer

 Notice that:

- 1) the answer should refer to the production by Italian plants;
- 2) the answer should refer to the production in volume terms, not in monetary terms;
- 3) the answer should not consider seasonal factors which naturally determine production variations between two adjacent quarters.

23 Over the course of 2015, compared with the previous three years, did your share of purchases from foreign suppliers increase relative to that of domestic suppliers

- 1 No 👉 question 26
- 2 Yes
- 3 I have not made purchases from foreign suppliers in the last four years 👉 question 26
- 9 Don't know, don't wish to answer 👉 question 26

(Please answer ONLY IF you answered YES to the previous question)

24 What is the main reason for this change in the shares?

- 1 The goods and/or services purchased from foreign suppliers are of better quality
- 2 The goods and/or services purchased from foreign suppliers are cheaper
- 3 The goods and/or services purchased from foreign suppliers are not available on the domestic market
- 4 The goods and/or services purchased from foreign suppliers are delivered more quickly and reliably
- 9 Don't know, don't wish to answer

(Please answer ONLY IF you answered YES to the previous question No. 23)

25 Do you believe this change in the shares to be:

- 1 Temporary
- 2 Long-term
- 9 Don't know, don't wish to answer

26 What do you think is the impact on your business of the recent slowdown in the Chinese economy?

- 1 Very negative
- 2 Fairly negative
- 3 Negligible 👉 question 28
- 4 Fairly positive
- 5 Very positive 👉 question 28
- 9 Don't know, don't wish to answer

(Please answer the following question ONLY IF you answered 1, 2, 4 or 5 to the previous question)


27 Through which channels are you feeling these effects the most?

(please indicate up to two in order of importance)

A 1 st channel	B 2 nd channel
<input type="text"/>	<input type="text"/>

- 1 Direct impact on your sales in China
- 2 Indirect impact through sales on other outlet markets
- 3 Effects stemming from the increased uncertainty concerning world growth
- 4 Effect connected to the prices of commodities and raw materials
- 5 Other *(please specify)* _____
- 9 Don't know, don't wish to answer

GENERAL GOVERNMENT PAYMENTS

 A list of the entities that are part of the General Government sector (Sector S13) is prepared by Istat drawing on the *European System of National and Regional Accounts (ESA 2010)* and is published in the Official Journal of the Italian Republic.

It is important to note that the General Government sector does not include companies partially owned by government entities if these sell most of their goods and services at market prices and their revenues cover at least 50 per cent of overheads. Mere control by a government entity does not automatically include a firm in the General Government sector.



28 As regards trade receivables vis-à-vis general government bodies from January 2015 to now, did you

observe an acceleration in payments compared with the same period of 2014?

- 1 No
- 2 Yes, slight
- 3 Yes, significant
- 8 Not applicable
- 9 Don't know, don't wish to answer

TAX ALLOWANCE FOR CORPORATE EQUITY AND SHAREHOLDERS' EQUITY


29 Compared with 2011, in the years 2012-15, did you or will you increase the company's shareholders' equity (e.g. by issuing shares or self-financing)?

- 1 No  question 31
- 2 Yes
- 9 Don't know, don't wish to answer  question 31

(Answer the following question ONLY IF you answered YES to the previous question)

30 To what extent do you believe that the tax allowance in support of economic growth (known as 'ACE', Aiuto alla Crescita Economica) that was part of the end-2011 'Save Italy' decree influenced or will influence the decision to increase your company's shareholders' equity?.....

Legend: 1= not at all significantly; 2= a little significantly; 3= fairly significantly; 4= very significantly; 9=don't know, don't wish to answer.

 Article 1 of Decree Law 201/2011 ('Save Italy' decree, converted, with amendments, into Law 214/2011) provided for the deductibility of the notional yield of new equity as part of the tax allowance in support of economic growth ('ACE'), with the additional goal of strengthening the asset structure of firms. For private and public companies and public corporations and for other for-profit enterprises, the deduction applies to increases to equity in excess of the amount as of 31 December 2010; for partnerships and sole proprietorships subject to standard accounting practices, the deduction applies to all the equity that appears on the balance sheet. The notional yield is calculated applying a yearly interest rate equal to 3 per cent for 2011-13, to 4 per cent for 2014, to 4.5 per cent for 2015 and to 4.75 per cent for 2016.

31 How do you assess the effort required to fill in this questionnaire?

- 1 modest
- 2 medium
- 3 high
- 4 excessive

Comments:



.....
.....
.....
.....

Thank you for participating

Country lists used in the questionnaire	
Euro area countries (17)	Other European countries
Austria	Albania
Belgium	Armenia
Cyprus	Azerbaijan
Estonia	Belarus
Finland	Bosnia and Herzegovina
France	Bulgaria
Germany	Croatia
Greece	Denmark
Ireland	Georgia
Italy	Iceland
Luxembourg	Kosovo
Malta	Latvia
Netherlands	Lithuania
Portugal	Macedonia
Slovakia	Moldova
Slovenia	Montenegro
Spain	Norway
	Poland
	United Kingdom
	Czech Republic
	Romania
	Russian Federation
	Serbia
	Sweden
	Switzerland
	Turkey
	Ukraine
	Hungary



23rd BUSINESS OUTLOOK SURVEY - 2015
CONSTRUCTION FIRMS

Note – The purpose of this survey is to collect information on the main economic and financial variables in the construction sector. Your co-operation is important but not compulsory. The information provided will only be used for research purposes. Firms taking part to the survey will provide a valuable contribution to the analysis of the Italian economy. The data will be handled in order to ensure data safety and confidentiality.

GENERAL INFORMATION

Branch code (Bank of Italy)

Firm code (Bank of Italy)

Date of interview: (DD/MM/YYYY)

Tax code

Name of firm

Legal status

Legend: 1=SRL; 2=SPA; 3=SAPA; 4=Soc. Coop.; 5=SAS; 6=SNC; 7=Altro.

Istat – Ateco2007 (first 5 figures)

Average payroll employment in 2014

Does NOT include temporary workers and workers on collaboration contracts (*co.co.co.*). Partners and owners should be included if they work for the firm. The total includes workers on fixed-term contracts and redundant workers receiving Wage Supplementation Fund benefits. The information can be obtained as the mean of the average monthly workforce. In the case of temporary and seasonal workers and generally anyone working for only part of the year, the number of workers must be multiplied by the fraction of the year during which they have worked. Workers receiving Wage Supplementation Fund benefits and part-time workers should be regarded as working for the whole of the year.

Main branch of activity in construction 2015:

- 1 private residential construction
- 2 private non-residential construction
- 3 public works

Public works are projects financed by the State or by local authorities (regions, provinces, etc.) and assigned by tender, or works of public interest even if privately financed (e.g. roads, hospitals or schools built with private funds). Private non-residential construction work includes hotels and buildings (factories, offices, commercial buildings, warehouses, garages, etc.).

WORKFORCE

1 The average number of payroll workers in 2015 compared with that in 2014, will be:

Total	Of which, open-ended contracts
<input type="text"/>	<input type="text"/>

- 1 much smaller (more than 5%)
- 2 a little smaller (between 1.1% and 5%)
- 3 practically the same (between -1% and 1%)
- 4 a little larger (between 1.1% and 5%)
- 5 much larger (more than 5%)
- 9 do not know, no answer

RESULT FOR THE YEAR

2 What AFTER-TAX result do you expect for the current year?

- 1 large loss
- 2 modest loss
- 3 breakeven
- 4 modest profit
- 5 large profit
- 9 do not know, no answer

PRODUCTION

3 Value of the firm's production (please provide an answer for each item)

A total production	Of which: in public works		Of which: housing		
	B is the firm active in this sector?	C production	D is the firm active in this sector?	E production	
A change expected between H2 and H1 2015..	<input style="width: 20px; height: 20px;" type="text"/>	no yes <input style="width: 15px; height: 15px;" type="text"/> <input style="width: 15px; height: 15px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	no yes <input style="width: 15px; height: 15px;" type="text"/> <input style="width: 15px; height: 15px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>
B change between 2015 and 2014	<input style="width: 20px; height: 20px;" type="text"/>	no yes <input style="width: 15px; height: 15px;" type="text"/> <input style="width: 15px; height: 15px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	no yes <input style="width: 15px; height: 15px;" type="text"/> <input style="width: 15px; height: 15px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>
C change expected between 2016 and 2015 ...	<input style="width: 20px; height: 20px;" type="text"/>	no yes <input style="width: 15px; height: 15px;" type="text"/> <input style="width: 15px; height: 15px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	no yes <input style="width: 15px; height: 15px;" type="text"/> <input style="width: 15px; height: 15px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>

Legend: 1=large decrease (more than 4%); 2=modest decrease (between 1.6% and 4%); 3=stable (between -1.5% and 1.5%); 4=modest increase (between 1.6% and 4%); 5=large increase (more than 4%); 9=do not know, no answer.

The responses "large decrease" and "large increase" also apply when, in the two periods compared, the value of production is zero in one year and higher than zero in the other.

DECREE LAW 133/2014 ('SBLOCCA ITALIA' DECREE)

4 What was the impact of Decree Law 133/2014 ('Sblocca Italia' Decree) on your business in 2015 concerning the following areas of activity?

- A Residential housing
- B Non-residential housing
- C Public works

Legend: 1=very negative; 2= negative; 3=i negligible; 4= positive; 5= very positive; 8=not applicable; 9=don't know, don't wish to answer.

The decree law deals with the following: measures to encourage the resumption of work on construction sites (e.g. increasing funding for public works; appointing special administrators; providing financial resources to enable local governments to make overdue payments to vendors); measures to roll back the bureaucracy concerning the prevention of seismic and hydrogeological hazards and urgent maintenance works on school buildings (carried out in derogation of the provisions of the Public Contracts law); tax incentives for public works where private capital is involved (e.g. tax credit on IRES corporate income tax, and IRAP regional tax on productive activity); rolling back bureaucracy and tax incentives to improve highways, telecommunications and energy infrastructure.

FIRM'S FUNDING

	A 2015 H1 on 2014 H2	B 2015 H2 on 2015 H1 (forecast)
5 Considering just bank loans, indicate the trend of your demand excluding seasonal fluctuations ^(*) :	<input type="text"/>	<input type="text"/>

(*) Consider the amount desired, independently of how much actually granted by banks.

Legend: 1= large contraction; 2= moderate contraction; 3= basically no change; 4= moderate increase; 5= large increase; 8= not applicable; 9=do not know, no answer.

	A 2015 H1 on 2014 H2	B 2015 H2 on 2015 H1 (forecast)
6 How did the firm's overall borrowing conditions change and how will you expect them to change?		
A general conditions	<input type="text"/>	<input type="text"/>
B specific aspects:		
B.1 interest rates	<input type="text"/>	<input type="text"/>
B.2 other costs (banking fees, etc....)	<input type="text"/>	<input type="text"/>
B.3 amount of collateral required	<input type="text"/>	<input type="text"/>
B.4 access to new financing	<input type="text"/>	<input type="text"/>
B.5 time necessary to obtain new funds	<input type="text"/>	<input type="text"/>
B.6 complexity of information needed to obtain new funds	<input type="text"/>	<input type="text"/>
B.7 requests of reimbursing previously granted loans beforehand	<input type="text"/>	<input type="text"/>

Legend: 1=they became worse; 2=no change; 3=they became better; 9=do not know, no answer; 8=not applicable.

GENERAL GOVERNMENT PAYMENTS

A list of the entities that are part of the General Government sector (Sector S13) is prepared by Istat drawing on the *European System of National and Regional Accounts (ESA 2010)* and is published in the Official Journal of the Italian Republic. It is important to note that the General Government sector does not include companies partially owned by government entities if these sell most of their goods and services at market prices and their revenues cover at least 50 per cent of overheads. Mere control by a government entity does not automatically include a firm in the General Government sector.

- 7 As regards trade receivables vis-à-vis general government bodies from January 2015 to now, did you observe an acceleration in payments compared with the same period of 2014?
- 1 No
 - 2 Yes, slight
 - 3 Yes, significant
 - 8 Not applicable
 - 9 Don't know, don't wish to answer


TAX ALLOWANCE FOR CORPORATE EQUITY AND SHAREHOLDERS' EQUITY

- 8 Compared with 2011, in the years 2012-15, did you or will you increase the company's shareholders' equity (e.g. by issuing shares or self-financing)?
- 1 No question 10
 - 2 Yes
 - 9 Don't know, don't wish to answer question 10

(Answer the following question ONLY IF you answered YES to the previous question)

9 To what extent do you believe that the tax allowance in support of economic growth (known as 'ACE', Aiuto alla Crescita Economica) that was part of the end-2011 'Save Italy' decree influenced or will influence the decision to increase your company's shareholders' equity?.....


Legend: 1= not at all significantly; 2= a little significantly; 3= fairly significantly; 4= very significantly; 9=don't know, don't wish to answer.

 Article 1 of Decree Law 201/2011 ('Save Italy' decree, converted, with amendments, into Law 214/2011) provided for the deductibility of the notional yield of new equity as part of the tax allowance in support of economic growth ('ACE'), with the additional goal of strengthening the asset structure of firms. For private and public companies and public corporations and for other for-profit enterprises, the deduction applies to increases to equity in excess of the amount as of 31 December 2010; for partnerships and sole proprietorships subject to standard accounting practices, the deduction applies to all the equity that appears on the balance sheet. The notional yield is calculated applying a yearly interest rate equal to 3 per cent for 2011-13, to 4 per cent for 2014, to 4.5 per cent for 2015 and to 4.75 per cent for 2016.

10 How do you assess the effort required to fill in this questionnaire?

- 1 modest
- 2 medium
- 3 high
- 4 excessive

Comments:



.....

.....

.....

Thank you for participating

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 and International Investment Position (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

