



Survey of industrial firms – 2008

PART A – General information

Type (sub-group)⁽¹⁾ | | |

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)
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 . % . %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. Large profit Small profit Broad balance Small loss 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 H - The economic crisis**

How much has the economic crisis affected the firm?

 Not at all A little Somewhat 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: _____

