










☐ italiano 
☒ english 

Survey of industrial Firms - 2021

Confidentiality notice. – The purpose of this survey is to collect information on the main economic and financial variables in the construction sector. Your cooperation is important but not compulsory. The information provided by your firm for the various editions of the survey will be used only for statistical purposes. The firms taking part make a significant contribution to the study of the national economy. The data will be processed in such a way as to guarantee the safety and confidentiality of all information.

[Confidentiality notice](#)

General information

Branch code	<input type="text"/>	V3	Firm code	<input type="text"/>	V2
Province in which the firm is located	<input type="text"/>	PROV	 Type (sub-group)	<input type="text"/>	V564NN
Type (sub-group). See Centrale dei Rischi (National Credit Register), Nuova classificazione della clientela bancaria.					
Tax identification number	<input type="text"/>				CODF
Name of firm	<input type="text"/>				V4
Legal status	<input type="text"/>				V282N
Legend: (1) 1 = SRL; 2 = SPA; 3 = SAPA; 4 = Soc. Coop.; 5 = SAS; 6 = SNC; 7 = Other.					
 Branch of activity Istat - Ateco2007	<input type="text"/>				V25307
Branch of activity Istat: See: ISTAT. Classificazione delle attività economiche. Metodi e norme 2007.					
Year founded	<input type="text"/>				V284
Are the administrative headquarters and the registered office located in the same province?	(Yes/No)	<input type="text"/>	PROVU	 Province in which the registered office is located ..	<input type="text"/>
					PROVSL
 Does the firm belong to a group?	(Yes/No)				<input type="text"/>
					V521
Group of companies: a group of companies is a collection of parent and subsidiary corporations governed directly or indirectly by a common source of control. If the firm belongs to a group of companies, please report the name and the nationality of the group. The list of countries is available in the attached file.					
Only for firms belonging to a group.					
Is the firm the parent company?					(Yes/No)
					<input type="text"/>
					V983
	Name of parent company	<input type="text"/>			V984
Name of group					<input type="text"/>
					V5
	Does the parent company have a Legal Entity Identifier (LEI)	(Yes/No)	<input type="text"/>	LEI1	 LEI of the parent company ...
					<input type="text"/>
					LEI2
Legal Entity Identifier (LEI): a 20-digit, unique alpha-numeric code that is assigned to companies operating in the global financial system. Since January 2018, it has been mandatory to possess a valid LEI code for all parties negotiating with a European counterparty (Directive 2014/65/EU - MiFID II). Once a company obtains a LEI code, the code is assigned to that company for its entire life.					
Nationality of group					<input type="text"/>
					V565IE
Legend: 1 = Italian; 2 = not Italian.					
If Italian, please indicate the province in which the administrative headquarters of the parent company are located					<input type="text"/>
					PROVCGR

If not Italian, please indicate the country	<input style="width: 90%;" type="text"/>	V565PE
Control of the firm (defined as predominant influence over strategic decisions) is held by a person (natural or legal) of what nationality ⁽¹⁾ :		<input style="width: 80%;" type="text"/> V0002
<i>Legend: 1 = Italian; 2 = foreign.</i>		
Did a transfer of direct control over the firm (or the majority of it) take place in 2021? (Yes/No)		<input style="width: 80%;" type="text"/> V536

Changes taking place in 2021: ?			
		Firm's name:	
Split (Yes/No)	<input style="width: 50%;" type="text"/> V285	Name of firm that split off	<input style="width: 80%;" type="text"/> V7
Incorporation (Yes/No)	<input style="width: 50%;" type="text"/> V288	Name of incorporated firm	<input style="width: 80%;" type="text"/> V8
Merger (Yes/No)	<input style="width: 50%;" type="text"/> V286	Name of merged firm	<input style="width: 80%;" type="text"/> V9
Spin-off (Yes/No)	<input style="width: 50%;" type="text"/> V289	Name of firm making split	<input style="width: 80%;" type="text"/> V10
Capital contribution .. (Yes/No)	<input style="width: 50%;" type="text"/> V287		
Transfer of assets (Yes/No)	<input style="width: 50%;" type="text"/> V290		

Are you able to provide homogenous data for 2020 and 2021? (Yes/No)	<input style="width: 80%;" type="text"/> V401N
Company spun-off. Company's name which was hived off or gave in leasing from this company (parent), as of the 2021 its economic information are no longer collected with the parent-company, therefore producing a reduction in these amounts. Acquired company. Company's name which contributes with plants or facilities, even in leasing, to increase the values of the economic variables collected with respect to the previous Survey edition. Merged company. Company's name which participates to the merger. Mother company. Company's name which spun off in 2021 this company contributing with plants or facilities. Transfer of assets. The Yes indicates if in 2020 there was an assignment or a purchase of workers and plants. Homogeneous data for 2020 and 2021: 1the homogeneity is ensured either by considering the company's modification occurred in 2021 as it would be happened in the beginning of 2020 or by postponing it at the end of 2021. The economic data should be reconstructed as a consequence of this choice.	

Instructions
Where applicable, please use a full stop (.) to indicate the decimal numbers. Moreover, please enter zero (0) only when referring to a value, and not to indicate that the phenomenon does not exist/is not known (if which case, please leave the field blank).

? Workforce, wages				
(number)	2020	2021	2022	
Average workforce	<input style="width: 50%;" type="text"/> V15	<input style="width: 50%;" type="text"/> V24	<input style="width: 80%;" type="text"/> V611M	
Workforce at end of year	<input style="width: 50%;" type="text"/> V205	<input style="width: 50%;" type="text"/> V206		
- of which: on fixed-term contract	<input style="width: 50%;" type="text"/> V800	<input style="width: 50%;" type="text"/> V801		
Hirings	<input style="width: 50%;" type="text"/> V22	<input style="width: 50%;" type="text"/> V31	<input style="width: 80%;" type="text"/> V31F	
- of which: on fixed-term contract	<input style="width: 50%;" type="text"/> V802	<input style="width: 50%;" type="text"/> V803	<input style="width: 80%;" type="text"/> V803F	
Terminations	<input style="width: 50%;" type="text"/> V23	<input style="width: 50%;" type="text"/> V32		

Workforce

Temporary job contracts signed with employment agency or other forms of collaborations which do not constitute dependent employment have to be considered only where is specified.

Average workforce in the year. Average number of workers (blue-collars, apprentices, white-collars, managers) in the firm during respectively 2020, 2021 and 2022. Please include in the figures the owner or the partners if they work in the firm. The figures are inclusive of the workers with a fixed-term contracts and the subsidized short-time workers (CIG). For the part time and seasonal workers, please multiply the corresponding number of workers by the fraction of the year in which they work. The subsidized short-time workers should be considered wholly in the figure.


Workforce at end of year. Number of the workers in the firm at the end respectively of 2020 and 2021. Please consider the definition of worker mentioned at the previous item.

Fixed-term contracts. Trainee, seasonal, temporary and substitution contracts fall into this category. Please **exclude** from this figure all the workers for whom the company does not pay social security taxes or a salary (stages, free traineeship).

Hirings during the year. The total number of workers hired during the year, including temporary workers, apprenticeships and on-the-job-training positions. Every contract conversion, renewal or extension counts as a hiring. Total hirings must be equal to the sum of fixed-term hirings (including renewals or extensions of fixed-term contracts already in being) and open-ended hirings (including conversions of fixed-term into permanent contracts). Starting in 2015, open-ended hirings are subject to the new provisions on contracts with increasing worker protection as defined in the draft Legislative Decree of 24 December 2014 on permanent employment contracts with increasing worker protection, in implementation of Law 183/2014 (the "Jobs Act"). Hirings do not include workers added on the occasion of corporate mergers or conferrals.

Terminations in the year. Total number of workers whose job contacts were terminated during the year for any reason. For each renewal, extension or change (e.g. a modification of a fixed-term in a open-term contract) has to be considered a corresponding termination. Please exclude from this figure all the workers involved in spin-off.

Please note that the difference between the worker at the end of 2021 and the corresponding at the 2020 has to be equal to the balance between hiring and termination.

 Hours worked	2020	2021
Total hours worked by payroll employees	<input type="text"/> V18A	<input type="text"/> V27A
Total hours of Wage Equalization Fund	<input type="text"/> V20	<input type="text"/> V29
Percentage of overtime in total hours worked (%)	<input type="text"/> V804	<input type="text"/> V805
Total hours effectively worked. Total hours worked, ordinary and extra hours, by the employees.		
Total hours of Wage Equalization Fund. Total working hours covered by the Wage Equalization Fund, in both the ordinary and non-ordinary components and both for blue and white-collars.		
Extra time hours (expressed as percentage of the total hours effectively worked). Please report the working hours in excess to the number definite in the contract, even if it are not paid.		

Wages and salaries in 2020

	Overall average
Total gross annual wages per capita (<i>euro</i>)	<input type="text"/> SC7POLD
National contract minimum wage (<i>approximate per cent of total</i>) (%)	<input type="text"/> SC10POLD


Wages and salaries in 2021

 Overall average	
Total gross annual wages per capita (<i>euro</i>)	<input type="text"/> SC7
National contract minimum wage (<i>approximate per cent of total</i>) (%)	<input type="text"/> SC10

Wages: it includes the employee social security and fiscal taxes; it does not include all the payments made by the firm on behalf of INPS or of the other national insurance funds. Executives' wages are not included.

National contract minimum wage. Please report the percentage of the total wage which derived by the national contract. It includes minimum base salaries, cost-of-living allowance, Christmas bonus, additional month bonuses, the annual increment, lunch tickets, overtime pay and night work bonus.

Remote working

	Total staff	Considering only top and middle management and white-collar workers
 What was the average share of staff working remotely on a given day in 2021? (%)	<input type="text"/> SW1B	<input type="text"/> SW2B

If, for example, in a firm with 100 employees, 20 employees worked in a location other than the company's office every day (this includes 'agile working', 'smart working', teleworking and remote working), please indicate that, on average, 20 per cent of staff worked remotely on a given day, regardless of the fact that remote work was used by all employees on a rotating basis, by only a subset of employees, or by the very same individuals every day.



Gross fixed investment in Italy

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

Expenditure on tangible assets	2020	2021	2022 projection
- property	<input type="text"/> V291	<input type="text"/> V292	<input type="text"/> V294
- plant, machinery and equipment	<input type="text"/> V296	<input type="text"/> V297	<input type="text"/> V299
- transport equipment	<input type="text"/> V301	<input type="text"/> V302	<input type="text"/> V304
Total expenditure on tangible assets	<input type="text"/> V200	<input type="text"/> V202	<input type="text"/> V203
Total expenditure on software & databases and mineral explorations ...	<input type="text"/> V810	<input type="text"/> V811	<input type="text"/> V812
Expenditure on R&D; design and test products	<input type="text"/> V451P	<input type="text"/> V451AN	<input type="text"/> V814AN
	<input type="button" value="Delete"/>	<input type="button" value="Delete"/>	<input type="button" value="Delete"/>

Gross fixed investment in Italy (in thousands of euro).

Gross fixed investment refers to **fixed capital** added to the firm's assets during the reference period. Fixed capital consists in **tangible goods, software, databases, mineral exploration, and spending for R&D, design and test production** that derive from a production process and can be used repeatedly in the production of goods and services for more than one year. R&D investment consists exclusively in systematic activity that generates new knowledge, using dedicated resources; both outsourced and in-house services are included. Costs of software development, instruction and training are excluded. **Patents, marketing and advertising are not considered investments. Capital depreciation** is included.

The addition of fixed capital comprises:

- Extraordinary maintenance and repairs** and the share of regular repairs, invoiced by suppliers, that can be added to capital under the law;
- Production and repairs** of own capital goods added to capital.

Investment in tangible goods consists in acquisition of:

- Real property: new plants and plants under construction, plus spending for renovation of existing plants; excludes grounds and residential buildings.** **Investment in plants** under construction is the sum of invoices received during the reference period from companies contracted to execute the project and/or the value of work performed in-house during the period for construction of the plant.
- Plant, machinery and equipment:** For items under construction, consists in the sum of invoices received during the reference period from companies contracted to execute the project or the value of work performed during the period if the capital good is constructed in-house.
- Transport equipment.**

Expenditure on software, databases and mineral exploration. Consists in:

- software, even if developed in-house; in this case it is valued at estimated base price, or if this is unavailable, at production cost;
- expenditure for large-scale databases, if used in production for more than one year;
- mineral exploration; includes test drilling, surveying flights, transportation costs, etc.;
- originals of literary, artistic and entertainment works:** films, sound recordings, performances, manuscripts, models, etc.

Total expenditure for tangible goods, software, databases, mineral exploration and R&D in 2020 and 2021: in the case of mergers or conferrals, the investment does not include the value of the fixed capital so acquired.

Total expenditure for tangible goods, software, data bases, mineral exploration and R&D in 2021: the money amount your company expects to spend in 2021. If the company carried out a divestiture or corporate conferral as of 31-12-2020 and the firms involved are not reported separately, the forecast for 2021 must also include the plants divested or conferred. If the company plans mergers or conferrals of production assets in 2021, their amount must not be included in investment planned for the year.

	2021/2020	2022/2021 projection
Average annual percentage change in prices of tangible assets purchased (sign and change)	<input type="text"/> % V204P	<input type="text"/> % V204
Average annual percentage change in prices of software, databases and mineral exploration purchased (sign and change)	<input type="text"/> % V813P	<input type="text"/> % V813
Out of the total investment carried out by your firm in 2021, what was the approximate share of investment in advanced technologies??	<input type="text"/>	TEC16
<ol style="list-style-type: none"> No investment in advanced technologies Between 0,1% and 5% Between 5,1% and 20% Between 20,1% and 40% More than 40% 		

Advanced technologies: those included in Italy's Firm 4.0 plan and already included in the Industry 4.0 plan. The technologies must possess the technical characteristics necessary for their inclusion in the lists presented as an annex to the Budget Law 2017. Such technologies include, but are not limited to, a) mobile Internet and cloud computing (e.g. wireless technology, apps, smartphones, tablets, high-speed Internet networks and cloud management services); b) artificial intelligence and big data (e.g. the collection and utilization of high volumes of data which, also through the use of machine learning algorithms, can support decisionmaking in fields such as telemedicine, the construction of algorithms for financial investments, and patent or legal research); c) Internet of Things (e.g. the use of technologies which, by means of advanced sensors, enable communication between the different devices used in production and business processes by facilitating their integration); d) advanced robotics (the robotics utilized in industrial processes using artificial intelligence); e) 3D printing; f) capital goods whose functioning is controlled by computerized systems or through sensors and mechanism, including links with plant-level IT systems where the relevant instructions are provided remotely.

? Geographical distribution (per cent) of workforce and total gross fixed investment in Italy

	North-West	North-East	Centre	South and Islands	Total		Same region
Average workforce 2021 (%)	<input type="text"/> V633	<input type="text"/> V634	<input type="text"/> V635	<input type="text"/> V636	0.0	Delete	<input type="text"/> V990
Total gross fixed investment 2021 (%)	<input type="text"/> V824	<input type="text"/> V825	<input type="text"/> V826	<input type="text"/> V827	0.0	Delete	<input type="text"/> V993

North-West: Piedmont, Valle d'Aosta, Lombardy and Liguria. **North-East:** Veneto, Trentino-Alto Adige, Friuli Venezia Giulia and Emilia Romagna. **Centre:** Tuscany, Umbria, Marche and Lazio. **South and Islands:** Abruzzo, Molise, Campania, Puglia, Basilicata, Calabria, Sicily and Sardinia.

Same region: as the location of the registered office.

? Production capacity

	2021	2022 projection
Capacity utilization	<input type="text"/> % V217	<input type="text"/> % V441
	2021/2020	2022/2021 projection
Percentage change in production capacity	<input type="text"/> % V219	<input type="text"/> % V220

Productive capacity is the maximum possible output obtainable with plant running at full capacity.

Actual capacity utilization. Percentage ratio between actual production and maximum possible output.

Percentage change in productive capacity. This depends solely on the purchase and/or sale of plant and machinery and does not include any effects of split-offs, capital contributions, incorporations and sales of business activities. The change projected for 2022 must be computed on the basis of the investment planned for that year (**Gross fixed investment in Italy**) and the plant expected to cease operating during the year.

? Turnover, prices and operating result

Turnover (€ thousand)	2020	2021	2022 proj.	2022/2021 proj.
Turnover from year's sales of goods	<input type="text"/> V209	<input type="text"/> V210	<input type="text"/> V437	<input type="text"/> V539 % (a)
- of which: per exports	<input type="text"/> V211	<input type="text"/> V212	<input type="text"/> V438	(a) Calculate: (turnover 2022/2021 - 1) * 100

Turnover of sales of goods and services during the year. Please include revenues from: the sale of goods and/or services of the company, work performed for third parties, revenues of products sold without further processing by the company, sales of industrial services.

	2021/2020	2022/2021 proj.
Average annual percentage change in selling prices of goods and services		
- Italy and abroad	<input type="text"/> % V220A (b)	<input type="text"/> % V440
- Italy only	<input type="text"/> % V220AI	<input type="text"/> % V220AIP
- Abroad only (€)	<input type="text"/> % V220AE	<input type="text"/> % V220AEP

In terms of **percentage changes in 2022 compared with 2021**, your firm has already provided turnover forecasts, net of price percentage changes, equal to approximately (please indicate the sign and % change calculated as (a)-(b)) % V540 (c)

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)

% **V541**

Max. (sign and % change)

% **V542**

Please describe the firm's **operating result** for 2021?

V545

Legend: 1 = large profit; 2 = small profit; 3 = broad balance; 4 = small loss; 5 = large loss.

Production costs

	2021	2022 proj.
Indicate the total cost of spending on raw materials, consumables, goods for resale, and services in the year (including purchases made by firms in the same group) and of change of stocks of those goods	<input type="text"/> SSTR42	<input type="text"/> SSTR43

Developments in production activity

Has your firm experienced/will your firm experience any of the following situations...	...between September 2021 and today?	...between today and the end of 2022? (forecast)
A Lower-than-expected demand	<input type="text"/> ATP1AA	<input type="text"/> ATP1AB
B Higher-than-expected demand	<input type="text"/> ATP1BA	<input type="text"/> ATP1BB
C Labour shortage	<input type="text"/> ATP1CA	<input type="text"/> ATP1CB
D High energy costs	<input type="text"/> ATP1DA	<input type="text"/> ATP1DB
E Shortage or high costs of semiconductors or other electronic components	<input type="text"/> ATP1EIA	<input type="text"/> ATP1EIB
F Shortage or high costs of other production inputs (other than labour, semiconductors, other electronic components and energy products)	<input type="text"/> ATP1FIA	<input type="text"/> ATP1FIB

Legend: 1 = no; 2 = yes, a little; 3 = yes, somewhat; 4 = yes, very much; 8 = not applicable.

Has your firm adopted/will your firm adopt any of the following measures...	...between September 2021 and today?	...between today and the end of 2022? (forecast)
A Increase in the selling prices of your firm's goods/services	<input type="text"/> ATP2AA	<input type="text"/> ATP2AB
B Reduction of profit margins	<input type="text"/> ATP2BA	<input type="text"/> ATP2BB
C Increase in the delivery times of your firm's goods/services	<input type="text"/> ATP2CA	<input type="text"/> ATP2CB
D Reduction or suspension of business	<input type="text"/> ATP2DA	<input type="text"/> ATP2DB
E Changes in the network of suppliers of production inputs	<input type="text"/> ATP2EA	<input type="text"/> ATP2EB

Legend: 1 = no; 2 = yes, a little; 3 = yes, somewhat; 4 = yes, very much.

	...between September 2021 and today? (Yes/No)	...between today and the end of 2022? (forecast) (Yes/No)
Has your firm experienced/will your firm experience any difficulties in fulfilling orders...	<input type="text"/> ATP3A	<input type="text"/> ATP3B

Does your firm plan to take any of the following actions in 2022-2023?

A Replacement of foreign suppliers with Italian suppliers or in-house production	<input type="text"/>	ATP4A
B Replacement of foreign suppliers with other foreign suppliers that are geographically closer to Italy	<input type="text"/>	ATP4B
C Replacement of Italian suppliers or of in-house production with foreign suppliers	<input type="text"/>	ATP4C
D Increase in the number of suppliers for the same production input (supplier diversification)	<input type="text"/>	ATP4D
E Closure of plants abroad	<input type="text"/>	ATP4E
F Increase in the stocks of commodities or intermediate inputs compared with the pre-pandemic period	<input type="text"/>	ATP4F
G Increase in the stocks of semi-finished or finished products compared with the pre-pandemic period	<input type="text"/>	ATP4G


Legend: 1 = no; 2 = yes, probably; 3 = yes, definitely; 8 = not applicable.

Rising energy prices

At the beginning of 2021, did your firm own any instruments that protected it, wholly or partly, from energy price increases over the second half of the year?	<input type="text"/>	E11
1 No 2 Yes, fixed-price contracts 3 Yes, financial derivatives 4 Yes, other instrument		

	In the first half of the 2021		In the second half of the 2021	
Please indicate, even approximately, the purchased quantity and the respective cost of the following products:	Purchased quantity	Total cost (thousands of euros)	Purchased quantity	Total cost (thousands of euros)
Electricity	<input type="text"/> E9A MWh	<input type="text"/> E7A €	<input type="text"/> E9B MWh	<input type="text"/> E7B €
Natural gas	<input type="text"/> E10A Scm	<input type="text"/> E8A €	<input type="text"/> E10B Scm	<input type="text"/> E8B €

Assuming your firm's electricity consumption (in MWh) in 2021 was equal to 100, what share was covered by in-house production ?	<input type="text"/>	AE4
If the in-house production share is greater than zero:		
What kind of in-house production do you use?	<input type="text"/>	AE6
1 Only from fossil fuels (e.g. coal, natural gas, etc.) 2 Mostly from fossil fuels 3 Only from renewable sources (e.g. solar panels, geothermal energy, wind turbines, etc.) 4 Mostly from renewable sources 5 Equally from fossil fuels and renewable sources		

 Do you keep track of your annual greenhouse gas emissions, whether direct (‘scope 1’) or indirect (‘scope 2’), e.g. in terms of CO2 equivalent tonnes?	<input type="text"/>	AMB19
Greenhouse gas emissions can be broken down as follows: a) direct greenhouse gas emissions (‘scope 1’), which are generated by greenhouse gas sources or by physical units or processes owned or controlled by the firm that release greenhouse gas into the atmosphere; b) indirect greenhouse gas emissions (‘scope 2’), resulting from the consumption of electricity, heat or steam purchased by the firm.		

Financing

Please indicate whether during 2021, at the interest rate and collateral terms applied to your firm, you wanted to increase your debt with banks or other financial intermediaries (Yes/No)	<input type="text"/>	FI53
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If yes to the previous question, please say wheher :		
1. you were willing to accept more stringent loan terms (e.g. higher interest rate or more collateral) in order to increase the amount of borrowing	(Yes/No)	<input type="text"/> FI54
2. in 2021, did you actually apply for new loans from banks or other financial intermediaries	(Yes/No)	<input type="text"/> FI55
If yes to question 2, indicate whether:		
- you received the amount requested	(Yes/No)	<input type="text"/> FI56
- you were granted only part of the amount requested	(Yes/No)	<input type="text"/> FI57
- you were given no loan because the financial intermediaries contacted were not willing to grant the loan	(Yes/No)	<input type="text"/> FI58
- no loan was obtained for other reasons (e.g. cost or collateral considered to be excessive)	(Yes/No)	<input type="text"/> FI59
If no to 2, indicate why:		
- we didn't contact banks or other intermediaries beacuse we were convinced they would reject the application ...	(Yes/No)	<input type="text"/> FI60
- other	(Yes/No)	<input type="text"/> FI61
In 2021 did your creditors ask you for early repayment of loans granted in the past?	(Yes/No)	<input type="text"/> FI62
Adjusted for normal season variations, please indicate your demand for bank credit in the second half 2021 compared with the previous half-year (<u>consider the total amount of bank debt desired, regardless of the amount actually granted by the intermediaries</u>)		<input type="text"/> FI71
Legend: 1 = sharp contraction; 2 = moderate contraction; 3 = broadly unchanged; 4 = moderate increase; 5 = sharp increase; 8 = not applicable.		
Please answer the following questions only if you indicated a change in demand of bank credit (options 1, 2, 4, 5 in the previous question)		
Which factors are most relevant to explain the trend in your demand for bank credit in the second half 2021? (indicate at most two factors as most important)		
a - changing in funding requirement for fixed investments		<input type="text"/> FI73
b - changing in funding requirement for working capital		<input type="text"/> FI74
c - changing in funding requirement for debt restructuring		<input type="text"/> FI75
d - change in self-financing capacity		<input type="text"/> FI76
e - change in other forms of borrowing (non-bank credit, bond issues, etc.)		<input type="text"/> FI77
Legend: 1 = unimportant; 2 = not very important; 3 = fairly important; 4 = very important.		
How did the firm's overall borrowing conditions change in the second semester 2021 compared with the previous semester?		
A general conditions		<input type="text"/> FI63
B specifical aspects:		
B.1 interest rates		<input type="text"/> FI64
B.2 other costs (banking fees, etc.)		<input type="text"/> FI65
B.3 amount of collateral required		<input type="text"/> FI66

How did the firm's overall borrowing conditions change in the second semester 2021 compared with the previous semester?

B.4 access of new financing	<input type="text"/>	FI67
B.5 time necessary to obtain new funds	<input type="text"/>	FI68
B.6 complexity of information needed to obtain new funds	<input type="text"/>	FI69
B.7 requests of reimbursing previously granted loans beforehand	<input type="text"/>	FI70

Legend: 1 = worsening; 2 = stability; 3 = improvement; 8 = not applicable.

Over the course of 2021, has your firm agreed a **debt** restructuring plan with one or more banks? (Yes/No) **FI42N**

- 1 Yes
- 2 No, but we are drawing up a restructuring plan
- 3 No, because we could not reach an agreement with creditors
- 4 No, we did not apply for debt restructuring

? Debt moratorium

Has your firm applied for a debt moratorium (ex lege or private) since the beginning of the pandemic? **MOR20A**

- 1 no;
- 2 yes and it has not yet expired;
- 3 yes and we have resumed paying the installments/debt regularly;
- 4 yes and we have resumed paying the installments/debt with partial regularity;
- 5 yes, but we are still not able to resume paying the installments;
- 8 Not applicable because our firm had no loans with any financial intermediaries

Debt moratorium refers here to the measures provided for by Decree Law 18/2020 ('Cure Italy' decree) as well as public-sector initiatives taken at local level and private-sector initiatives.

Financial innovation

Out of the firm's total loans during the year, what share was entirely requested and disbursed online? **INFIN2B** ☐ **INFIN2B_NA** The firm had no outstanding loans with any financial intermediaries

If the share for 2021 is greater than 0:

Is it mostly invoice trading? (Yes/No)

What was your main reason for requesting loans online?

- 1 Greater simplicity when applying for a loan
- 2 Greater speed in disbursing the loan
- 3 Lower funding costs
- 4 Lower collateral requirements
- 5 Other

Changes in firms' financial structure

Has your firm implemented recapitalization strategies or does it plan to do so?

From the beginning of 2021 to date

STFIN2A

From today to the end of 2022

STFIN2B

- 1 No
- 2 Yes, mainly through equity contributions by current shareholders
- 3 Yes, mainly through private equity contributions by new shareholders (excluding private equity funds*)
- 4 Yes, mainly through private equity contributions by private equity funds*
- 5 Yes, mainly through support measures relying on public capital (e.g. measures under the 'Relaunch Decree')
- 6 Yes, mainly through other instruments (e.g. equity contributions from retained earnings)

***Private equity** is a financial activity in which an entity (usually an institutional investor) invests in the equity of an unlisted firm with high development and growth potential.

If the answer to the previous question was 'Yes' (options 2 to 6) for any of the two time periods:

Please specify the reason for the capital increase

STFIN3

- 1 Replenishing the firm's share capital following financial losses
- 2 Using the tax incentives for capital increases (tax credit on capital contributions and allowance for corporate equity - ACE)
- 3 Strengthening the firm's equity to fund new investment
- 4 Other

Cash and cash equivalents

How did your average level of cash and cash equivalents change in 2021 (compared to 2020)?

FIS1

- 1 It decreased
- 2 It was unchanged
- 3 It increased
- 8 The firm does not hold any liquid assets, because cash is managed by its parent group

If it decreased or increased:

Which of the following factors contributed most to the overall change in cash and cash equivalents? (Please indicate up to two factors in order of importance)

1st factor

2nd factor

- 1 Payments and collections associated with business operations
- 2 Payments and collections associated with non-recurring operations
- 3 Changes in payment times for trade receivables and/or payables
- 4 Changes in fixed investment spending
- 5 Payments and collections associated with financial operations (e.g. changes in debt or equity)
- 6 Other

Insurance against operational risk

Please indicate your overall insurance expenditure in 2021. (thousands of euros)

ASS1

The following questions refer to your firm's current non-life insurance policies, other than those required by law (e.g. they do NOT refer to accident insurance, occupational disease insurance or third-party liability insurance covering land vehicles, aircraft and/or watercraft).

	Fire and theft (a)	Goods in transit (b)	Trade credit (including export credit) and deposit (c)	Cyber risk (d)	Third-party and employee liability (e)	Natural hazard and climate risks (f)
A Over the last five years, did your firm suffer any damages arising from this type of risk (columns (a)-(f) in the table)?	<input type="text"/> ASS2AA	<input type="text"/> ASS2AB	<input type="text"/> ASS2AC	<input type="text"/> ASS2AD	<input type="text"/> ASS2AE	<input type="text"/> ASS2AF
B Is your firm currently insured against this type of risk?	<input type="text"/> ASS2BA	<input type="text"/> ASS2BB	<input type="text"/> ASS2BC	<input type="text"/> ASS2BD	<input type="text"/> ASS2BE	<input type="text"/> ASS2BF

Legend: 1 = yes; 2 = no, because the risk is not significant (an accident is deemed unlikely or the damage, if any, is expected to be mild); 3 = no, for other reasons.

C If the answer to the previous question was 'yes', since what year? **ASS2CA** **ASS2CB** **ASS2CC** **ASS2CD** **ASS2CE** **ASS2CF**

Legend: 1 = since 2021; 2 = since 2020; 3 = since 2019; 4 = since before 2019.

If the answer to **question B** was 3 = 'no, for other reasons' for at least one of the risk categories:
Where the risk is deemed significant, what was your firm's main reason for not taking out insurance?

ASS3

Legend: 1 = the firm cannot afford the cost of insurance; 2 = the firm can afford the cost of insurance but believes the premium is too high relative to the expected damage; 3 = lack of trust in insurance companies; 4 = lack of information on insurance products.

If the answer to **question B** was 1 = 'yes' for at least one of the risk categories:
Please name the insurance company with which you took out the largest number of policies.

ASS4

If the answer was 'Other insurance company', please specify.

Did your firm take out any NON-compulsory insurance policies against risks other than those listed in columns (a)-(f) of the previous table? (Please include current policies only) (Yes/No) **ASS5**

Was at least one of your current NON-compulsory insurance policies taken out with your firm's main bank? (The firm's main bank is the one to which the firm has its highest credit exposure)..... (Yes/No) **ASS6**

If the answer to the previous question was 'No':

Did your firm share with the bank the information that it had taken out a NON-compulsory insurance policy?
 (Answer 'Yes' if, for example, the bank asked for information about the existence of at least one insurance policy) (Yes/No)

(a) **Fire and theft:** insurance against any damage to goods due to fire, explosion, nuclear energy and theft (excluding damage to goods in transit included in category (b)).

(b) **Goods in transit:** insurance against any damage to goods in transit (including goods, luggage and any other property) regardless of the means of transport.

(c) **Credit:** insurance against any insolvency risks that may arise if a debtor of the insured party does not pay their debt by the due date (includes export credit). Deposit: insurance that guarantees the payment of a certain amount of cash to a third party (beneficiary) in the event that the insured party does not fulfil a principal obligation (e.g. work completion, credit or tax payments).

(d) **Cyber risk:** insurance that protects the insured party against the risk of incurring any financial losses due to accidents or frauds affecting the overall IT system (hardware, software, databases, corporate payment systems, etc.), such as: business interruption losses; costs for IT support and data/file/software reconstruction; damages for breach of confidentiality following the loss or theft of third-party sensitive or confidential data; reputational damage with the resulting loss of customers and suppliers.

(e) **Third-party and employee liability:** insurance protecting the insured party's assets against claims for damages in the event of accidents caused to third parties (including employees), for which the insured party is liable. Compulsory policies, e.g. for third-party liability on land vehicles, aircraft and watercraft, are excluded.

(f) **Natural hazard and climate risks:** insurance protecting the insured party against damage caused by natural disasters and adverse climate events such as earthquakes, flooding, hail, snow, landslides and 'rain bombs'.

Trade credit

In 2020 and/or 2021 have you achieved part of your sales turnover toward general government? (Yes/No) **CPA**

If your firm's answer to the previous question was YES:

	Total of Italy		of which: general government	
	2020	2021	2020	2021
Days of extension by contract term (in days)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	C2PN	C2N	C2PA	C2A
Amount of trade credit at the end of the year (thousands of euro)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	C1PN	C1NN	C1PA	C1NA

The list of institutions that form part of the general government sector (Sector S13) is drawn up by Istat according to the European System of Accounts (ESA2010) and published in Gazzetta Ufficiale.

Note that general government does not include publicly owned firms if most of their output is sold at market conditions and the proceeds cover at least 50 per cent of operating costs. Mere control by a public entity, that is, is not a sufficient condition for classifying a firm as belonging to the general government sector.

Year-end amount of trade receivables: to be stated gross of the allowance for doubtful accounts. Claims assigned to financial intermediaries with recourse are to be included. Claims assigned without recourse (where the financial intermediary assumes the risk of default by the debtor) are not to be included.

If the total for Italy is 100, please report the distribution in percentages of:

	Turnover (%)		End of year trade credit (%)	
	2020	2021	2020	2021
Firms and households	<input type="text"/> C105P	<input type="text"/> C105	<input type="text"/> C110N	<input type="text"/> C115N
General government:				
National department	<input type="text"/> C106P	<input type="text"/> C106	<input type="text"/> C111N	<input type="text"/> C116N
Regions	<input type="text"/> C120P	<input type="text"/> C120	<input type="text"/> C121N	<input type="text"/> C122N
Municipalities	<input type="text"/> C107P	<input type="text"/> C107	<input type="text"/> C112N	<input type="text"/> C117N
Local health departments and hospitals	<input type="text"/> C108P	<input type="text"/> C108	<input type="text"/> C113N	<input type="text"/> C118N
Other government agencies	<input type="text"/> C109P	<input type="text"/> C109	<input type="text"/> C114N	<input type="text"/> C119N
Total for Italy	<input type="text"/> 0.0	<input type="text"/> 0.0	<input type="text"/> 0.0	<input type="text"/> 0.0
	Delete	Delete	Delete	Delete
With reference to outstanding trade receivables from general government departments as at 31 December 2021, please provide the amount...	...for invoices issued prior to 2019		...being disputed (referring to all invoices)	
General government total (thousands of euros)	<input type="text"/> C134		<input type="text"/> C136	
of which: Ministries (thousands of euros)	<input type="text"/> C135		<input type="text"/> C137	

Russo-Ukrainian War

Does your firm have trade relationships of any kind with Ukraine, Russia or Belarus? (Yes/No)		<input type="text"/>	CRU1
If the answer to the previous question was 'Yes', please specify: (in thousands of euros; enter 0 if the amount is nil)			
Turnover from exports to those countries in 2021		<input type="text"/>	CRU2
Value of trade receivables (net of trade payables) vis-à-vis firms located in those countries as at 31 December 2021		<input type="text"/>	CRU3
Total expenditure for purchasing goods and services from firms located in those countries in 2021.....		<input type="text"/>	CRU4
Does your firm own any branches / factories in those countries or does it have any financial holdings in Russian / Ukrainian / Belarusian firms? (Yes/No)		<input type="text"/>	CRU5
What impact do you expect the war between Russia and Ukraine to have on your firm's production / operations in the current year?		<input type="text"/>	CRU6
1 Strongly negative 2 Mildly negative 3 No impact 4 Mildly positive 5 Strongly positive			
If the answer to the previous question was 'negative' (options 1 and 2):			
Please provide the main reasons for the negative impact (select up to two reasons in order of importance)			
1st reason <input type="text"/>		2nd reason <input type="text"/>	CRU7 CRU8
1 Lower demand from the markets involved in the war 2 Lower demand from firms that do business with those countries 3 Bottlenecks in sourcing commodities and intermediate inputs 4 Increase in energy prices 5 Increase in the prices of other intermediate inputs 6 Worsening financing conditions (i.e. in terms of cost and/or availability of funding) 7 Suspension of business relationships with firms in those countries			
If gas and electricity prices remain at current levels until the end of the year, what will your main response strategy be? (select up to two options in order of importance)			
1st strategy <input type="text"/>		2nd strategy <input type="text"/>	CRU9 CRU10
1 Turn to or increase the use of alternative energy sources 2 Start or increase the self-production of energy (including through new investments) 3 Increase selling prices 4 Reduce profit margins 5 Reduce non-energy costs 6 Stop some production lines or the supply of some services 7 None, this issue is not relevant to our firm			

Questionnaire evaluation	
Date of upload or interview (DD/MM/YYYY)	<input type="text"/> DATA
How would you rate the effort involved in completing the questionnaire?	<input type="text"/> V980N
Legend: 1 = modest; 2 = average; 3 = large; 4 = excessive.	
To what extent do you think the following factors made it difficult to fill in the questionnaire? (For each factor please assign a score ranging from 1 to 10, where 1 indicates that the factor played a very limited part in making the questionnaire difficult to fill in while 10 indicates that it played a very large part)	
A Too many questions	<input type="text"/> P30BISA
B It was necessary to seek the help of several people to answer the questions	<input type="text"/> P30BISB

C	It was not always easy to understand the questions because some of the terms were not clear	<input type="text"/>	P30BISC
D	The possible answers did not include my situation	<input type="text"/>	P30BISD
E	For some questions, it was difficult to choose the correct answer	<input type="text"/>	P30BISE
How many people from your firm, including yourself, were involved in filling in the questionnaire		<input type="text"/>	P31
Was it necessary to involve external consultants (e.g. accountant, labour consultant, etc.) (Yes/No)		<input type="text"/>	P32
Could you please indicate how much time approximately it took your firm to collect the necessary information and fill in the questionnaire ? <i>(please indicate the number of hours)</i>		<input type="text"/>	P33

Comments:

V981
