



☐ italiano   
☒ english 

## Survey of industrial Firms - 2022

**Confidentiality notice.** – The purpose of this survey is to collect information on the main economic and financial variables in the industrial sector. Your cooperation is important but not compulsory. 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 ..... **V3** Firm code ..... **V2**

Province in which the firm is located ..... **PROV** ? Type (sub-group) ..... **V564NN**

**Type** (sub-group). See Centrale dei Rischi (National Credit Register), Nuova classificazione della clientela bancaria.

Tax identification number ..... **CODF**

Name of firm ..... **V4**

Legal status ..... **V282N**

**Legend:** (1) 1 = SRL; 2 = SPA; 3 = SAPA; 4 = Soc. Coop.; 5 = SAS; 6 = SNC; 7 = Other.

? Lei code (if available) ..... **LEI3**

**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.

? Branch of activity Istat - Ateco2007 ..... **V25307**

Year founded ..... **V284**

Are the administrative headquarters and the registered office located in the same province? ..... (Yes/No) **PROVU** → Province in which the registered office is located .. **PROVSL**

? Does the firm belong to a group? ..... (Yes/No) **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) **V983**

→ Name of parent company ..... **V984**

Name of group ..... **V5**

Nationality of group ..... **V565IE**

**Legend:** 1 = Italian; 2 = not Italian.

If Italian, please indicate the province in which the administrative headquarters of the parent company are located **PROVCGR**

If not Italian, please indicate the country .....	<b>V565PE</b>
<b>Control of the firm</b> (defined as predominant influence over strategic decisions) is held by a person (natural or legal) of what nationality <sup>(1)</sup> : .....	<b>V0002</b>
<i>Legend: 1 = Italian; 2 = foreign.</i>	
Did a <b>transfer of direct control</b> over the firm (or the majority of it) take place in 2022? ..... (Yes/No)	<b>V536</b>

<b>Changes taking place in 2022:</b> <span style="float: right; border: 1px solid black; border-radius: 50%; padding: 2px 5px;">?</span>			
<b>Firm's name:</b>			
Split ..... (Yes/No)	<b>V285</b>	Name of firm that split off	➡ <b>V7</b>
Incorporation ..... (Yes/No)	<b>V288</b>	Name of incorporated firm	➡ <b>V8</b>
Merger ..... (Yes/No)	<b>V286</b>	Name of merged firm	➡ <b>V9</b>
Spin-off ..... (Yes/No)	<b>V289</b>	Name of firm making split	➡ <b>V10</b>
Capital contribution .. (Yes/No)	<b>V287</b>		
Transfer of assets .... (Yes/No)	<b>V290</b>		
<span style="border: 1px solid black; border-radius: 50%; padding: 2px 5px;">?</span> Are you able to provide homogenous data for 2021 and 2022?		(Yes/No)	<b>V401N</b>

**Company spun-off.** Company's name which was hived off or gave in leasing from this company (parent), as of the 2022 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 2022 this company contributing with plants or facilities.

**Transfer of assets.** The **Yes** indicates if in 2021 there was an assignment or a purchase of workers and plants.

**Homogeneous data for 2021 and 2022:** 1the homogeneity is ensured either by considering the company's modification occurred in 2022 as it would be happened in the beginning of 2021 or by postponing it at the end of 2022. 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).

<span style="border: 1px solid black; border-radius: 50%; padding: 2px 5px;">?</span> <b>Workforce, wages</b>			
(number)	2021	2022	2023
<b>Average workforce</b> .....	<b>V15</b>	<b>V24</b>	<b>V611M</b>
<b>Workforce at end of year</b> .....	<b>V205</b>	<b>V206</b>	
- of which: on fixed-term contract .....	<b>V800</b>	<b>V801</b>	
<b>Hirings</b> .....	<b>V22</b>	<b>V31</b>	<b>V31F</b>
- of which: on fixed-term contract .....	<b>V802</b>	<b>V803</b>	<b>V803F</b>
<b>Terminations</b> .....	<b>V23</b>	<b>V32</b>	
What percentage (approximately) of employees were members of a trade union at the end of 2022?	<b>SC2</b>	%	

## 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 2021, 2022 and 2023. 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 2021 and 2022. 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 2022 and the corresponding at the 2021 has to be equal to the balance between hiring and termination.**

 Hours worked	2021	2022
<b>Total</b> hours worked by payroll employees .....	<b>V18A</b>	<b>V27A</b>
<b>Total</b> hours of Wage Equalization Fund .....		<b>V29</b>
<b>Percentage</b> of overtime in total hours worked ..... (%)		<b>V805</b>


**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.

 What was the average share of staff working remotely on a given day in 2022?	<b>SW1B</b>	%
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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.

 Labour costs	2022
Total labour costs (in thousands of euros)	<b>SC17</b>
Variable pay component (e.g. production bonuses, attendance bonus, overtime) as an approximate percentage of total labour costs	<b>SC18</b> %
Corporate welfare including fringe benefits as an approximate percentage of total labour costs	<b>SC19</b> %

**Total labour costs:** gross of social security and insurance contributions and of provisions for severance pay (TFR).

**Variable pay component:** includes, for example, bonuses linked to individual performance, to corporate results or to raises linked to increases in hours worked, such as overtime.

**Corporate welfare and fringe benefits:** includes vouchers (for shopping, fuel, etc.), contributions to supplementary pension schemes, supplementary healthcare, social utility costs, and reimbursements for accommodation and household expenses and other transfers in kind.

Was a supplementary corporate contract (or agreement) in force at the end of 2022? (Yes/No)	<b>SC11</b>
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<b>Compared with 12 months ago, the hourly pay of payroll employees whose contractual conditions have not changed has, on average, displayed the following change:</b>	<b>SC20A</b>
<b>...and in the next 12 months, compared with today (given the same contractual conditions) it will, on average, display the following change:</b>	<b>SC20B</b>

**Legend:** 1 = decrease; 2 = no change; 3 = increase of less than 2%; 4 = increase of between 2% and 4%; 5 = increase of more than 4%



## Gross fixed investment in Italy

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

Expenditure on <b>tangible</b> assets	2021	2022	2023 projection
- property .....	V291	V292	V294
- plant, machinery and equipment .....	V296	V297	V299
- transport equipment .....	V301	V302	V304
<b>Total expenditure on tangible assets.</b> ....	<b>V200</b>	<b>V202</b>	<b>V203</b>
<b>Total expenditure on software &amp; databases and mineral explorations</b> ...	<b>V810</b>	<b>V811</b>	<b>V812</b>
<b>Expenditure on R&amp;D; design and test products</b> .....	<b>V451P</b>	<b>V451AN</b>	<b>V814AN</b>
	Delete	Delete	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:

a) **Extraordinary maintenance and repairs** and the share of regular repairs, invoiced by suppliers, that can be added to capital under the law;

b) **Production and repairs** of own capital goods added to capital.

**Investment in tangible goods** consists in acquisition of:

a) **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.

b) **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.

c) **Transport equipment.**

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

a) software, even if developed in-house; in this case it is valued at estimated base price, or if this is unavailable, at production cost;

b) expenditure for large-scale databases, if used in production for more than one year;

c) mineral exploration; includes test drilling, surveying flights, transportation costs, etc.;

d) **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 2021 and 2022:** 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 2022:** the money amount your company expects to spend in 2022. If the company carried out a divestiture or corporate conferral as of 31-12-2021 and the firms involved are not reported separately, the forecast for 2022 must also include the plants divested or conferred. If the company plans mergers or conferrals of production assets in 2022, their amount must not be included in investment planned for the year.

	2022/2021	2023/2022 projection
Average annual percentage change in prices of <b>tangible assets</b> purchased ..... (sign and change)	V204P	V204
Average annual percentage change in prices of <b>software, databases and mineral exploration</b> purchased ..... (sign and change)	V813P	V813



## 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 2022	(%)	V633	V634	V635	V636	OccupatiMedi2017	Delete	V990
Total gross fixed investment 2022	(%)	V824	V825	V826	V827	InvestimentiFissiMedi2017	Delete	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.



## Out of the total investment carried out by your firm in 2022, what was the approximate share of investment in advanced technologies??

TEC16

- 0 No investment in advanced technologies
- 1 Between 0,1% and 5%
- 2 Between 5,1% and 20%
- 3 Between 20,1% and 40%
- 4 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.

## Sustainable/Green investment

From 2021 to today, has your firm made or planned to make investments **with the specific goal** of improving energy efficiency and/or increasing the use or production of renewable energy?

INVECO1

- 1 Yes, but the investments haven't started yet
- 2 Yes, and the investments are underway
- 3 Yes, and the investments have been concluded
- 4 No, because investments like this were made previously
- 5 No, because we think this type of investment is less profitable than other types
- 6 No, because we didn't acquire enough funds to cover the expenses
- 7 No, for other reasons

If you've answered 2 = "Yes, and the investments are underway" or 3 = "Yes, and the investments have been concluded":

What was the total expenditure on this type of investment in the two years 2021-22? (in thousands of euros)

INVECO2

Indicate the two main sources of funding for this type of investment in the two years 2021-22? (No more than two in order of importance)

1<sup>st</sup> source

INVECO3A

2<sup>nd</sup> source

INVECO3B

- 1 Self-financing or intra-group funding
- 2 Banks and other financial intermediaries
- 3 Risk or equity capital (including venture capital)
- 4 Bond issuance
- 5 Public funding
- 6 Other

## ? Production capacity

	2022		2023 projection	
Capacity utilization .....	V217	%	V441	%
	2022/2021		2023/2022 projection	
Percentage change in production capacity .....	V219	%	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 2023 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)	2021	2022	2023 proj.	2023/2022 proj.	
Turnover from year's sales of goods .....	V209	V210	V437	V539	% (a)
- of which: per exports .....	V211	V212	V438	(a) Calculate: (turnover 2023/2022 - 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.

Average annual percentage change in selling prices of goods and services	2022/2021		2023/2022 proj.	
- Italy and abroad .....	V220A	% (b)	V440	%
- Italy only .....	V220AI	%	V220AIP	%
- Abroad only (€) .....	V220AE	%	V220AEP	%

In terms of **percentage changes in 2023 compared with 2022**, 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)  % Max. (sign and % change)  %

Please describe the firm's **operating result** for 2022? .....

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

**Production costs**

	2022	2023 proj.
Indicate the total cost of spending on raw materials, consumables, <b>goods</b> for resale, and <b>services</b> in the year (including purchases made by firms in the same group) and of <b>change of stocks</b> of those goods .....	<input type="text" value="SSTR42"/>	<input type="text" value="SSTR43"/>

### Rising energy prices

In 2022, did your firm have instruments (for example fixed-price contracts or derivatives) to protect itself, even partially, from the rises in the prices ...		If yes, how many months did this protection last in 2022?	
<b>A</b> ...of electricity?	(Yes/No) <input type="text" value="E11A"/>	➡	<input type="text" value="E12A"/>
<b>B</b> ...of gas?	(Yes/No) <input type="text" value="E11B"/>	➡	<input type="text" value="E12B"/>

Please indicate, even approximately, the amount of electricity and natural gas purchased and their costs (gross of any tax credit): (put 0 if you didn't purchase any during the semester)

	In the first half of the 2022		In the second half of the 2022	
	Purchased quantity	Total cost (thousands of euros)	Purchased quantity	Total cost (thousands of euros)
<b>Electricity</b>	<input type="text" value="E9A"/> MWh	<input type="text" value="E7A"/> €	<input type="text" value="E9B"/> MWh	<input type="text" value="E7B"/> €
<b>Natural gas</b>	<input type="text" value="E10A"/> Scm	<input type="text" value="E8A"/> €	<input type="text" value="E10B"/> Scm	<input type="text" value="E8B"/> €

Assuming your firm's electricity consumption (in MWh) in 2022 was equal to 100, what share was covered by **in-house production**?

If the in-house production share is greater than zero:

What kind of in-house production do you use?

- 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

**? In 2022, was your firm granted any tax credits to offset at least part of the higher costs incurred in purchasing electricity and/or natural gas?** (Yes/No)

If yes, indicate, with reference to the tax credits accrued in each semester:

	1 <sup>st</sup> semester	2 <sup>nd</sup> semester
the amount of tax credit granted for purchasing electricity (in thousands of euros)	<input type="text" value="E14A"/>	<input type="text" value="E14B"/>
the amount of tax credit granted for purchasing natural gas (in thousands of euros)	<input type="text" value="E15A"/>	<input type="text" value="E15B"/>
the primary use of the tax credit (1)	<input type="text" value="E16A"/>	<input type="text" value="E16B"/>

(1) **Legend:** 1 = in compensation; 2 = assignment of credit.

This refers to tax credits authorized by Decree Laws 4/2022, 17/2022, 21/2022, 50/2022, 115/2022, 144/2022 and 176/2022, subsequently converted into law.

How much electrical power, even approximately, does the electricity meter provide? (Answer with reference to the firm's most powerful meter)

E17

kW

**In 2022, did your firm partially or completely replace gas with one of the following energy goods?**

Electricity (purchased or self-generated from fossil fuels or renewable sources)

E18A

Fossil fuels other than gas (e.g. coal, petroleum and petroleum products)

E18B

Other

E18C

**Legend:** 1 = yes; 2 = no; 3 = the firm didn't use gas.

## Developments in production activity

Has your firm experienced/will your firm experience any of the following situations...	...between September 2022 and today?	...between today and the end of 2023? (forecast)
<b>A</b> Lower-than-expected demand .....	ATP1AA	ATP1AB
<b>B</b> Higher-than-expected demand .....	ATP1BA	ATP1BB
<b>C</b> Difficulties in meeting orders .....	ATP1GA	ATP1GB
<b>D</b> Labour shortage .....	ATP1CA	ATP1CB
<b>E</b> Shortage or high costs of semiconductors or other electronic components .....	ATP1EIA	ATP1EIB
<b>F</b> Shortage or high costs of other production inputs (other than labour, semiconductors, other electronic components and energy products) .....	ATP1FA	ATP1FB

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

**Will your firm adopt any of the following measures in 2023?**

**A** Increase in the selling prices of your firm's goods/services

ATP2AN

**B** Reduction of profit margins

ATP2BN

**C** Increase in the delivery times of your firm's goods/services

ATP2CN

**D** Reduction or suspension of business

ATP2DN

**E** Increase in the number of suppliers for the same production inputs (supplier diversification)

ATP2EN

**F** Replacement of foreign suppliers with other suppliers located closer to or in Italy\*

ATP2FN

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

\* This refers to where the supplier is located, not to where the good is produced

In the last 12 months, has your firm purchased inputs from China, which are **critical**\* for its production/business activity?

PCIN1

- 1 Yes, imported directly from a producer located in China
- 2 Yes, imported directly from our firm's facilities located in China
- 3 Yes, purchased indirectly through a foreign or domestic distributor
- 4 No


\* **Critical** inputs are goods whose absence would lead to a reduction in the quality of the good or service produced, or without which a significant part of the production process/corporate business would not be completed or would involve considerable delays.



<i>If you answered "Yes, ..." to the previous question:</i>	
If these inputs were suddenly no longer available, how easy would it be to replace them with inputs not produced in China?	<b>PCIN2</b>
1 Very easy 2 Easy 3 Difficult 4 Very difficult 5 Don't know	
Has your firm adopted strategies to reduce purchases of inputs from China that are critical for your production/business activity?	<b>PCIN3</b>
1 No, we haven't adopted /we plan to adopt some strategies 2 No, but we're thinking of doing so by the end of next year 3 Yes, mainly replacing these inputs with others from Italy or produced in-house 4 Yes, mainly replacing these inputs with others from EU countries 5 Yes, mainly replacing these inputs with others from non-EU countries 6 Yes, but we've adopted strategies other than those listed above	
If the economic and geopolitical tensions between China and the western economies (including the EU) get worse over the next few months, leading to the introduction of new barriers to the trade of goods and services (tariff and non-tariff) and/or to limitations on foreign investment, how would this affect your firm's business?	<b>PCIN4</b>
1 It wouldn't be affected much 2 Mostly in a negative way, mainly because our firm uses inputs from China 3 Mostly in a negative way, mainly because our firm sells (directly or indirectly) products/services to Chinese firms or consumers 4 Mostly in a negative way, mainly because of the increase in uncertainty over future economic developments 5 Mostly in a negative way, mainly because part of our firm's/group's production takes place in China 6 Mostly in a positive way	

## Financing

Please indicate whether during 2022, 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)	<b>FI53</b>
<i>If yes to the previous question, please say whether:</i>	
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)	<b>FI54</b>
2. in 2022, did you actually apply for new loans from banks or other financial intermediaries ..... (Yes/No)	<b>FI55</b>
<i>If yes to question 2, indicate whether:</i>	
- you received the amount requested ..... (Yes/No)	<b>FI56</b>
- you were granted only part of the amount requested ..... (Yes/No)	<b>FI57</b>
- you were given no loan because the financial intermediaries contacted were not willing to grant the loan ..... (Yes/No)	<b>FI58</b>
- no loan was obtained for other reasons (e.g. cost or collateral considered to be excessive) ..... (Yes/No)	<b>FI59</b>
<i>If no to 2, indicate why:</i>	
- we didn't contact banks or other intermediaries because we were convinced they would reject the application ... (Yes/No)	<b>FI60</b>
- other ..... (Yes/No)	<b>FI61</b>
In 2022 did your creditors ask you for early repayment of loans granted in the past? ..... (Yes/No)	<b>FI62</b>
Adjusted for normal season variations, please indicate your demand for bank credit in the second half 2022 compared with the previous half-year ( <i>consider the total amount of bank debt desired, regardless of the amount actually granted by the intermediaries</i> ) .....	<b>FI71</b>
<b>Legend:</b> 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 <b>a change in demand of bank credit (options 1, 2, 4, 5 in the previous question)</b>	
Which factors are most relevant to explain the trend in your demand for bank credit in the second half 2022? (indicate at most two factors as most important)	
a - changing in funding requirement for fixed investments .....	<b>FI73</b>
b - changing in funding requirement for working capital .....	<b>FI74</b>
c - changing in funding requirement for debt restructuring .....	<b>FI75</b>
d - change in self-financing capacity .....	<b>FI76</b>
e - change in other forms of borrowing (non-bank credit, bond issues, etc.) .....	<b>FI77</b>
f - other	<b>FI77</b>
<b>Legend:</b> 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 2022 compared with the previous semester?	
<b>A</b> general conditions .....	<b>FI63</b>
<b>B</b> specifical aspects:	
<b>B.1</b> interest rates .....	<b>FI64</b>
<b>B.2</b> other costs (banking fees, etc.) .....	<b>FI65</b>
<b>B.3</b> amount of collateral required .....	<b>FI66</b>
<b>B.4</b> access of new financing .....	<b>FI67</b>
<b>B.5</b> time necessary to obtain new funds .....	<b>FI68</b>
<b>B.6</b> complexity of information needed to obtain new funds .....	<b>FI69</b>
<b>B.7</b> requests of reimbursing previously granted loans beforehand .....	<b>FI70</b>
<b>Legend:</b> 1 = worsening; 2 = stability; 3 = improvement; 8 = not applicable.	
 In the 2020-2021 biennium, has your firm agreed a <b>debt</b> restructuring plan with one or more banks? (Yes/No)	<b>FI132</b>
Consider all the changes to contractual conditions that mean a significant shift compared with those established in the original contract, such as the increase in the amount agreed, extension of deadlines, temporary suspension of payments, changes to taxes, guarantees, etc	
And over the course of 2022?	<b>FI42NN</b>
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 5 No, for other reasons	

If you've answered "Yes" to at least one of the two previous questions:

Which of the following options were agreed as part of the restructurings signed between 2020 and 2022?

a - Capital increases provided by partners	(Yes/No)	<b>FI133A</b>
b - Lower contractual interest rates	(Yes/No)	<b>FI133B</b>
c - Writing off part of the debt	(Yes/No)	<b>FI133C</b>
d - Granting of a new loan	(Yes/No)	<b>FI133D</b>
e - Restructuring corporate operations (e.g. selling assets or company branches, significant changes to the business strategy)	(Yes/No)	<b>FI133E</b>
f - Change to the system of guarantees	(Yes/No)	<b>FI133F</b>
g - Extending the timeframes for reimbursements or suspending the payment of the principal or of interest	(Yes/No)	<b>FI133G</b>

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

<b>From the beginning of 2022 to date</b>	<b>STFIN2A</b>	<b>From today to the end of 2023</b>	<b>STFIN2B</b>
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.

## ? Trade credit

In 2021 and/or 2022 have you achieved part of your sales turnover toward general government? ..... (Yes/No)	<b>CPA</b>
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If your firm's answer to the previous question was YES:

	Turnover		End of year trade credit	
	2021	2022	2021	2022
General government total (thousands of euro)	<b>C138A</b>	<b>C138B</b>	<b>C1PA</b>	<b>C1NA</b>

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 (%)	
	2021	2022	2021	2022
National department .....	<b>C106PN</b>	<b>C106N</b>	<b>C111NN</b>	<b>C116NN</b>
Regions .....	<b>C120PN</b>	<b>C120N</b>	<b>C121NN</b>	<b>C122NN</b>
Municipalities .....	<b>C107PN</b>	<b>C107N</b>	<b>C112NN</b>	<b>C117NN</b>
Local health departments and hospitals .....	<b>C108PN</b>	<b>C108N</b>	<b>C113NN</b>	<b>C118NN</b>

Other government agencies .....	<b>C109PN</b>	<b>C109N</b>	<b>C114NN</b>	<b>C119NN</b>
<b>Total for Italy</b> .....	<b>TOT_FATT12</b>	<b>TOT_FATT10</b>	<b>TOT_CRE09</b>	<b>TOT_CRE10</b>
	Delete	Delete	Delete	Delete
<b>With reference to outstanding trade receivables from general government departments as at 31/12/2022, please indicate the amount that refers to invoices ...</b>	<b>... issued by 31/12/2018</b>		<b>... to be issued (services rendered in 2022 but not invoiced as at 31/12/2022)</b>	
<b>General government total</b> ..... (thousands of euros)	<b>C134</b>		<b>C139</b>	
of which: Ministries ..... (thousands of euros)	<b>C135</b>		<b>C140</b>	

## Cybersicurezza

**?** How likely do you think it is that a firm like yours (in terms of size and sector of activity) could be hit by cyber-attacks? **CY7**

- 1 Not t all likely
- 2 Not very likely
- 3 Very likely

**Cyber-attack:** any action carried out using IT tools against corporate systems equipped with ICT in order to compromise their confidentiality, integrity and availability (e.g. to stop them from functioning, to cause them physical damage, to control them remotely, or to otherwise compromise their integrity). In your assessment, bear in mind cases in which the attack hits a firm's directly, but also those that exploit risky employee behaviour (e.g. connecting unsecured personal devices to the firm's network). As regards scam emails, consider as attacks those cases in which the malicious attachments or links have been opened, leading to at least one of the abovementioned results; don't take into account any scam emails that were ignored.

**?** In the two years 2021-2022, approximately how much did your firm spend overall to protect itself against the risk of cyber-attacks? **CY2BGN**

- 1 Zero
- 2 Up to €5,000
- 3 From €5,001 to €10,000
- 4 From €10,001 to €50,000
- 5 From €50,001 to €200,000
- 6 More than €200,000

**Consider all the costs incurred (both via internal structures and via outsourcing)** for: (i) campaigns to raise awareness of cyber risks; (ii) staff training on how to use IT systems securely; (iii) specific security safeguards (e.g. data encryption) in relation to critical issues in corporate processes, systems and information; (iv) identifying and managing vulnerabilities in corporate processes, systems and applications; (v) business continuity and disaster recovery plans (including those for responding to cyber-attacks); (vi) insurance against cyber risks and (vii) every other activity to prevent IT incidents (operational and security-related, both accidental and malicious).

**How has your firm's spending on purchasing goods and services to increase IT security and prevent IT incidents changed over the last five years?** (Consider all operational and security-related incidents, both accidental and malicious) **CY8**

- 1 It hasn't increased much
- 2 It has increased, but by less than half
- 3 It has more than doubled\*

\* Choose this option also if your spending was zero 5 years ago and is now positive.

**In the last five years, has your firm suffered any financial damage as a result of a cyber-attack?** (Financial damage also includes any ransom payments to restore access to some or all of your firm's IT functions) **CY9**

- 1 No, because it wasn't attacked
- 2 No, it was attacked but there was damage
- 3 Yes

**Do you have a business function (which may have been outsourced) dedicated to the governance and management of cyber-security and of business continuity?** **CY10**

- 1 No, we don't have one
- 2 Yes, and it's completely internal
- 3 Yes, partly internal and partly outsourced
- 4 Yes, and it's completely outsourced

## Cryptoassets

**Crypto-assets** are digital representations of value, used as a means of exchange or held for investment purposes, which can be transferred, traded or stored electronically. Specifically, stablecoins are crypto-assets pegged to the value of an underlying asset, while the other crypto-assets (e.g. bitcoins) are not issued against real or financial assets.

**Did your firm hold any crypto-assets** (also known as cryptocurrencies) **in 2022?** **CRAT1**

- 1 Yes, only stablecoins (e.g. tether)
- 2 Yes, only crypto-assets other than stablecoins (e.g. bitcoins)
- 3 Yes, both stablecoins and other crypto-assets
- 4 No

*If you've answered "Yes" to the previous question:*

**Did your firm accept or make payments in crypto-assets in 2022?** (Yes/No) **CRAT2**

**Could you indicate approximately which of the following bands applies to the value of the crypto-assets held by your firm at the end of 2022?** **CRAT3**

- 1 We didn't have any at the end of 2022
- 2 Up to €10,000
- 3 From €10,001 to 50,000
- 4 Da 50.001€ a 100.000€
- 5 From €100.001 to €500,000
- 6 From €500,001 to €1,000,000
- 7 Over €1,000,000

## Questionnaire evaluation

Date of upload or interview (DD/MM/YYYY) ..... **DATA**

How would you rate the effort involved in completing the questionnaire? ..... **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 ..... **P30BISA**

**B** It was necessary to seek the help of several people to answer the questions ..... **P30BISB**

**C** It was not always easy to understand the questions because some of the terms were not clear ..... **P30BISC**

**D** The possible answers did not include my situation ..... **P30BISD**

**E** For some questions, it was difficult to choose the correct answer ..... **P30BISE**

**How many people from your firm, including yourself, were involved in filling in the questionnaire** ..... **P31**

**Was it necessary to involve external consultants (e.g. accountant, labour consultant, etc.)** ..... (Yes/No) **P32**

**Could you please indicate how much time approximately it took your firm to collect the necessary information and fill in the questionnaire ?** *(please indicate the number of hours)* ..... **P33**

**Comments:**

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V981