



# Slovenia

Overview

## **EIB INVESTMENT SURVEY**



# EIB Group survey on investment and investment finance Country overview

## Slovenia





#### EIB Group Survey on Investment and Investment Finance Country Overview: Slovenia

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#### **About the EIB Investment Survey (EIBIS)**

The EIB Group Survey on Investment and Investment Finance is a unique, EU-wide, annual survey of some 12 300 firms. It collects data on firm characteristics and performance, past investment activities and future plans, sources of finance, financing issues and other challenges that businesses face. Using a stratified sampling methodology, EIBIS is representative across all 28 member States of the EU, as well as for firm size classes (micro to large) and 4 main sectors. It is designed to build a panel of observations to support time series analysis, observations that can also be linked to firm balance sheet and profit and loss data. EIBIS has been developed and is managed by the Economics Department of the EIB, with support to development and implementation by Ipsos MORI. For more information see: http://www.eib.org/eibis.

#### **About this publication**

This Country Overview is one of a series covering each of the 28 EU Member States, plus an EU-wide overview. These are intended to provide an accessible snapshot of the data. For the purpose of these publications, data is weighted by value-added to better reflect the contribution of different firms to economic output. Contact: eibis@eib.org.

#### **About the Economics Department of the EIB**

The mission of the EIB Economics Department is to provide economic analyses and studies to support the Bank in its operations and in the definition of its positioning, strategy and policy. The Department, a team of 40 economists, is headed by Debora Revoltella, Director of Economics.

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#### **Disclaimer**

The views expressed in this publication are those of the authors and do not necessarily reflect the position of the EIB.

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## EIBIS 2018 – COUNTRY OVERVIEW

#### Slovenia

This country overview presents selected findings based on telephone interviews with 413 firms in Slovenia in 2018 (carried out between April and June).

#### **Key results**

Macroeconomic context:	<b>Aggregate Investment in Slovenia is strengthening</b> on the back of strong GDP growth. This positive development notwithstanding, investment activities are still 40 per cent below pre-crisis levels.
Investment outlook:	More firms expect investment to increase than decrease, but to a lesser extent than previously. The infrastructure sector is most confident of increasing investment activities. More services firms expect to reduce than increase investment.
Investment activity:	<b>94% of firms invested in the last financial year.</b> However only one in four firms in Slovenia report to have developed or introduced new products, processes or services in the last financial year (the EU average at 34%). In addition, only 5% of firms claim to have undertaken innovation that was new to the country or world (the EU average is 10%).
	29% of firms report having invested too little over the last three years, up from 22% a year ago and well above the 16% EU average. The average perceived share of state-of-the art machinery and equipment in firms is similar to the EU average (42% versus 44%). Perceived share of building stock satisfying high energy efficiency standards has fallen somewhat compared to the previous wave, EIBIS 2017.
Investment barriers:	Availability of skilled staff is now the most commonly cited barrier, similar to the EU average, but with a 19 percentage point increase (61% to 80%) since EIBIS 2017. Uncertainty about the future and labour market regulations are also important barriers.
External finance:	Only 3% of firms are finance constrained, down from 9% in EIBIS 2017. However, there are notable exceptions to this; notably SMEs, and firms active in construction and services. Internal finance still makes up a higher share of the investment mix in Slovenia than in the EU overall (71% versus 62%).
	<b>Firms' productivity remains below the EU average</b> as the performance of the most productive firms has fallen. Manufacturing firms make a greater contribution to value added than in the EU (45% versus 36%).



## INVESTMENT DYNAMICS

## INVESTMENT ACTIVITY IN LAST FINANCIAL YEAR

More than nine in ten firms in Slovenia (94%) invested in the last financial year, which exceeds the EU average (87%), and continues an upward trend (89% in EIBIS 2016, and 91% in EIBIS 2017).

As in EIBIS 2017, construction firms are less likely than average to have invested (77%), while nearly all infrastructure and manufacturing firms invested (98% and 97%).

Investment per employee has increased slightly from last year, and continues to be very close to the EU average; the highest levels remain among infrastructure sector and large firms.

\*The blue bars indicate the proportion of firms who have invested in the last financial year.

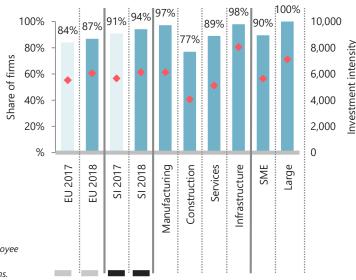
A firm is considered to have invested if it spent more than EUR 500 per employee on investment activities.

Investment intensity is the median investment per employee of investing firms. Investment intensity is reported in real terms using the Eurostat GFCF deflator (indexed to the 2016 wave).

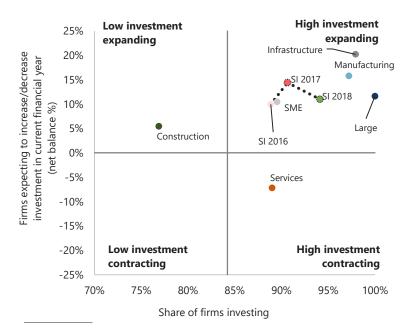
Base: All firms (excluding don't know/refused responses)

#### ■ Share of firms investing (%)\*

◆ Investment intensity of investing firms (EUR per employee)



#### **INVESTMENT CYCLE**



Slovenia continues to be in the 'high investment expanding' quadrant on the investment cycle.

Infrastructure and manufacturing firms in particular have high shares of firms investing and strong expectations of expanding investment in the current financial year.

In contrast with the overall situation, construction firms are in the 'low investment contracting' quadrant due to the relatively low share of firms investing, though slightly more firms expect to increase than reduce their investment in 2018.

The service sector's negative outlook on balance regarding investment plans in the current year places it in the 'high investment contracting' quadrant.

Base: All firms

Share of firms investing shows the percentage of firms with investment per employee greater than EUR 500

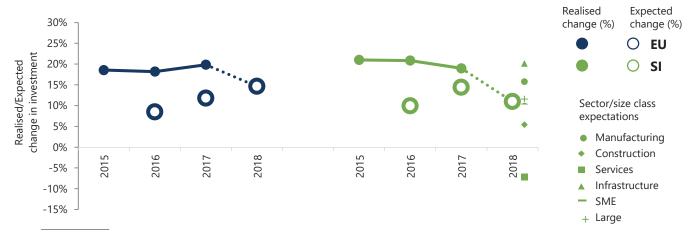
The y-axis line crosses x-axis on the EU average for 2016



## INVESTMENT DYNAMICS

#### **EVOLUTION OF INVESTMENT EXPECTATIONS**

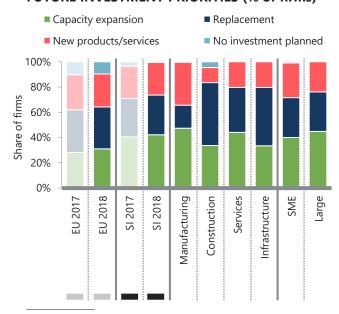
More firms increased than reduced their investment activities in 2017, with the extent of the difference slightly ahead of expectations. Expectations for 2018 remain positive on balance, though less so than in 2017. The infrastructure sector is most confident of increasing investment on balance; more services firms expect to reduce than increase their investment.



Base: All firms

'Realised change' is the share of firms who invested more minus those who invested less; 'Expected change' is the share of firms who expect(ed) to invest more minus those who expect(ed) to invest less.

#### **FUTURE INVESTMENT PRIORITIES (% of firms)**



Firms in Slovenia still view capacity expansion as their priority (42%), followed by replacing capacity (31%) and developing new products or services (26%).

Fewer firms are likely to prioritise capacity expansion across the EU as a whole (31%, compared to 42% in Slovenia), though there is no difference in the proportion of firms prioritising new products and services (also 26% at EU level).

Nevertheless, replacement of existing buildings, machinery, equipment and IT is still the priority on balance within Slovenia's construction and infrastructure sectors (selected by 50% and 46% of firms respectively).

Base: All firms (excluding don't know/refused responses)

Q. Looking ahead to the next 3 years, which is your investment priority (a) replacing existing buildings, machinery, equipment, IT; (b) expanding capacity for existing products/services; (c) developing or introducing new products, processes, services?



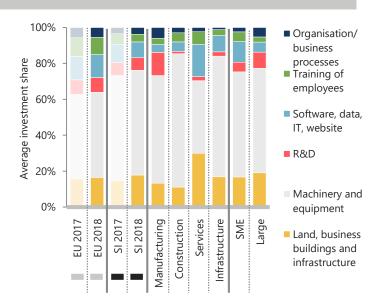
## **INVESTMENT FOCUS**

#### **INVESTMENT AREAS**

Firms in Slovenia continue to invest predominantly in tangible assets and less in intangibles. Areas of investment follow the same pattern as in 2016 and 2017, with the majority share of investment going towards machinery or equipment (58%, higher than the EU average of 47%), and the lowest towards employee training and business processes (both 4%).

Slovenia has a lower share of investment in software, data and IT than the EU average (9% versus 13%). This also holds for employee training (4% versus 10%).

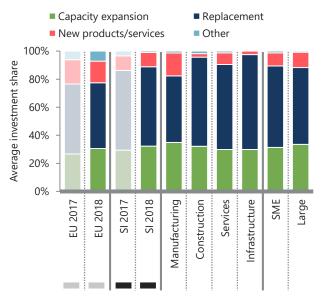
Compared with Slovenian peers in other sectors, manufacturing firms allocate a higher share of investment to R&D (13%, versus a 7% average and just 1%-2% in other sectors).



Base: All firms who have invested in the last financial year (excluding don't know/refused responses)

Q. In the last financial year, how much did your business invest in each of the following with the intention of maintaining or increasing your company's future earnings?

#### PURPOSE OF INVESTMENT IN LAST FINANCIAL YEAR (% of firms' investment)



The largest share of investment in Slovenia is driven by the need to replace existing buildings, machinery, equipment and IT (57%). This is unchanged from EIBIS 2017, and, overall, remains higher than in the EU (47%).

Share of investment in replacement is particularly high among infrastructure firms (68%).

Development of new products or services accounted for a 10% share of investment in Slovenia, lower than the EU average of 15%.

Slovenian manufacturers allocated a higher than average share of investment to new products and services (16%), with the reverse true in construction and infrastructure (2% and 3% respectively).

Base: All firms who have invested in the last financial year (excluding don't know/refused responses)

Q. What proportion of total investment was for (a) replacing capacity (including existing buildings, machinery, equipment, IT)

<sup>(</sup>b) expanding capacity for existing products/services (c) developing or introducing new products, processes, services?



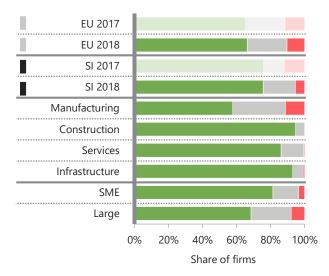
## **INVESTMENT FOCUS**

#### **INNOVATION ACTIVITY**

Around one-quarter of firms in Slovenia say they developed or introduced new products, processes or services in the last financial year. This is consistent with the result from EIBIS 2017 (also 24%), and remains below the EU average (34%), potentially signalling an innovation gap.

In fact, only 5% of firms claim to have undertaken innovation that was new to the country or world, which is half of the equivalent EU proportion of 10%.

Firms in manufacturing exhibit high levels of innovation when compared to other sectors. Around two in five (42%) say they innovated, compared to just 5% of construction firms – though this is consistent with previous waves. However, the share of firms undertaking innovation in the infrastructure sector fell from 19% in EIBIS 2017 to 7%.

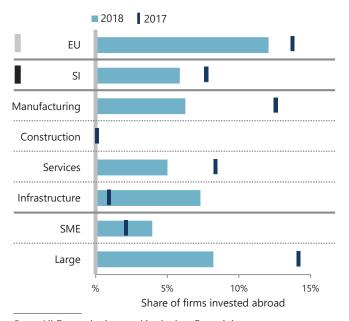


■ No Innovation ■ New to the firm ■ New to the country/world

Base: All firms (excluding don't know/refused responses)

- Q. What proportion of total investment was for developing or introducing new products, processes, services?
- Q. Were the products, processes or services new to the company, new to the country, new to the global market?

#### **INVESTMENT ABROAD**



Base: All firms who invested in the last financial year Q. In the last financial year, has your company invested in another country?

Firms in Slovenia continue to report a relatively low propensity to invest abroad – consistently running below the EU average.

The share of firms investing abroad in the last financial year is 6%, half of the 12% EU average. The corresponding shares in EIBIS 2017 were 8% and 14%.

None of the investing construction firms sampled in EIBIS 2017 and EIBIS 2018 had invested abroad. Aside from that, there was a general levelling compared with EIBIS 2017 in the likelihood of firms of different sizes and different sectors saying they invested abroad.



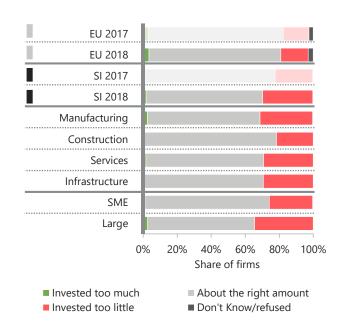
## INVESTMENT NEEDS

#### PERCEIVED INVESTMENT GAP

Nearly three in ten firms (29%) believe they invested too little in the last three years, which is an increase from 22% reported in EIBIS 2017 and the second highest proportion recorded in the EU behind Lithuania.

Nonetheless, more than two-thirds (68%) of firms in Slovenia believe they invested the right amount over the last three years.

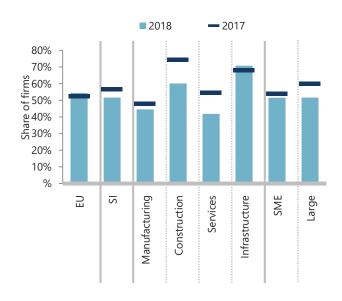
There is little variation in this perceived investment gap either by sector or firm size. Construction firms are least likely to report having under-invested (at 22%), but this needs to be put into perspective of a boom-bust cycle in construction during the financial crisis.



Base: All firms (excluding 'Company didn't exist three years ago' responses)

Q. Looking back at your investment over the last 3 years, was it too much, too little, or about the right amount?

#### **SHARE OF FIRMS AT OR ABOVE FULL CAPACITY**



More than half of firms in Slovenia (52%) are working at or above full capacity, a slight decrease from EIBIS 2017 (57%) but still generally consistent and in line with the EU average (54%).

Firms within the infrastructure sector are more likely than average to report working at capacity (71%).

The share of firms working at or above full capacity decreased the most within the construction sector (from 75% in EIBIS 2017 to 60% now),

Base: All firms

Full capacity is the maximum capacity attainable under normal conditions e.g. company's general practices regarding the utilization of machines and equipment, overtime, work shifts, holidays etc.

Q. In the last financial year, was your company operating above or at maximum capacity attainable under normal circumstances?



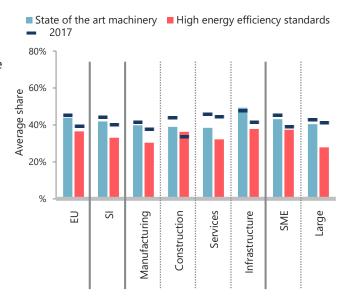
## **INVESTMENT NEEDS**

## SHARE OF STATE OF THE ART MACHINERY AND BUILDING STOCK MEETING HIGH ENERGY EFFICIENCY STANDARDS

Slovenia remains close to the EU average in terms of the proportion of machinery and equipment firms consider to be state-of-the-art (42% in Slovenia, 44% EU-wide), and only slightly below the EU average in terms of the proportion of building stock perceived to meet high energy efficiency standards (33% versus 37%).

However, there has been a seven-point decline in firms' average share of energy efficient building stock (from 40% in EIBIS 2017), compared with a two-point drop (39% to 37%) at EU level. The fall is most pronounced among large firms in Slovenia.

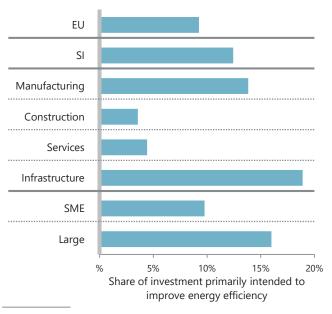
Infrastructure sector firms report a higher than average share of state-of-the-art machinery and equipment (49%, compared to 38%-40% in the other sectors).



Base: All firms (excluding don't know/refused responses)

- Q. What proportion, if any, of your commercial building stock satisfies high or highest energy efficiency standards?
- Q. What proportion, if any, of your machinery and equipment, including ICT, would you say is state-of-the-art?

#### **ENERGY EFFICIENCY INVESTMENT**



Firms in Slovenia say that 12% of their investment is used for measures towards improving energy efficiency, compared with an EU average of 9%.

Firms within the infrastructure (19%) and manufacturing (14%) sectors report higher shares of investment going towards energy efficiency, when compared to construction and services firms (a 4% share in both sectors).

Base: All firms who have invested in the last financial year (excluding don't know/refused responses)

Q. What proportion of total investment in the last financial year was primarily for measures to improve energy efficiency in your organisation?



## DRIVERS AND CONSTRAINTS

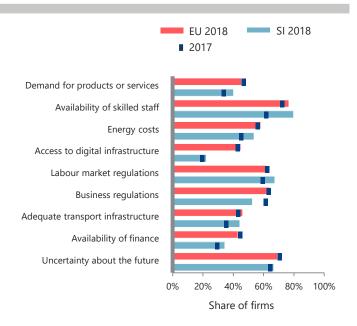
#### LONG TERM BARRIERS TO INVESTMENT

Availability of staff with the right skills is now the most cited barrier to investment. Eight out of ten firms (80%) consider skilled staff availability as an obstacle, in line with the EU average (it is mentioned by 77% of EU firms) but up from 61% in EIBIS 2017 in Slovenia.

Other common barriers to investment in Slovenia remain labour market regulations and uncertainty about the future (both named by 67% of firms as barriers, and similar to EU averages).

Slovenian firms are less likely than EU counterparts to view business regulations (53% versus 64%), availability of finance (34% versus 43%) and digital infrastructure access (22% versus 45%) as barriers.

Energy costs are a barrier for 65% of services firms and 60% of SMEs, compared to 54% of all firms.

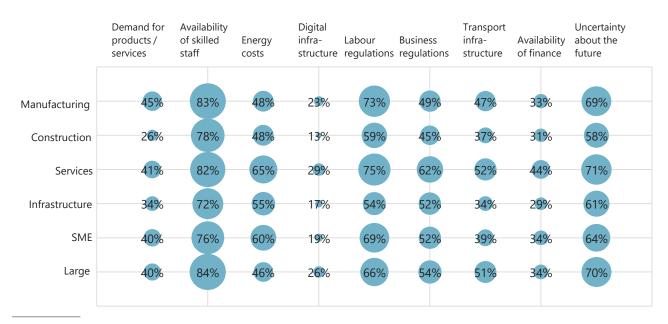


Base: All firms (data not shown for those who said not an obstacle at all/don't know/refused)

Q. Thinking about your investment activities in Slovenia, to what extent is each of the following an obstacle? Is a major obstacle, a minor obstacle or not an obstacle at all?

Reported shares combine 'minor' and 'major' obstacles into one category

#### LONG TERM BARRIERS BY SECTOR AND SIZE



Base: All firms (data not shown for those who said not an obstacle at all/don't know/refused)

Q. Thinking about your investment activities in Slovenia, to what extent is each of the following an obstacle? Is a major obstacle, a minor obstacle or not an obstacle at all?

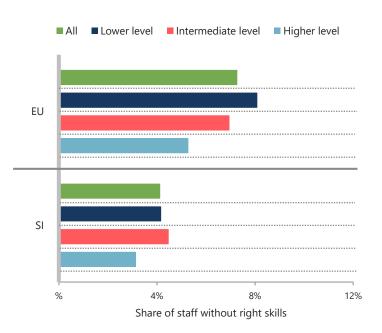


## DRIVERS AND CONSTRAINTS

#### **PERCEIVED SKILLS MIS-MATCH**

The average proportion of staff perceived to be without the right skills to fit their company's current needs is 4% in Slovenia, which is lower than the EU average of 7%.

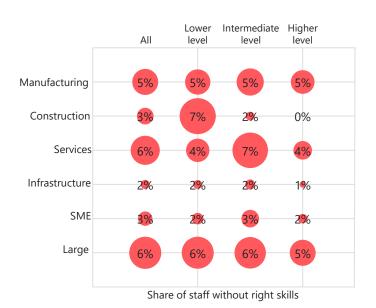
There is less variation by occupational level in Slovenia than EU-wide (3%-4% skills mis-match for employees across all occupational levels in Slovenia, whereas at EU level skills mis-match ranges from 5% in higher level occupations to 8% in lower level occupations).



Base: All firms with staff in lower/intermediate/higher level occupations (excluding don't know/refused responses)

Q. How many of your existing staff would you regard as having the right skills to fit your company's current needs?

#### PERCEIVED SKILLS MIS-MATCH BY SECTOR AND SIZE



The share of staff reported to be without the right skills in Slovenia tends to be higher among large firms than it is in SMEs (6% versus 3% overall, and 5% versus 2% in higher level occupations).

Firms in the infrastructure sector report the lowest skills mis-match overall (2%), though there is more variation by occupational level in the construction sector where 7% of employees in lower-level occupations are deemed not to have the right skills.

Base: All firms with staff in lower/intermediate/higher level occupations (excluding don't know/refused responses)
Q. How many of your existing staff would you regard as having the right skills to fit your company's current needs?



## INVESTMENT FINANCE

#### **SOURCE OF INVESTMENT FINANCE**

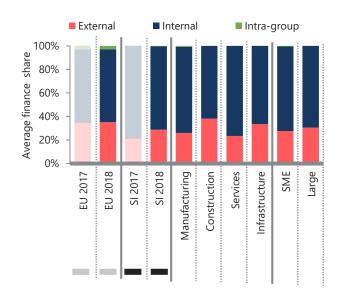
As in EIBIS 2017, internal finance makes up a higher share of the investment mix than the EU average (71% in Slovenia, 62% across the EU).

However, the share accounted for by external investment has increased to 29%, from 21% in EIBIS 2017, bringing it closer to the 35% EU average.

This is particularly the case for construction firms, which report a higher than average share for external finance (38%).

Intra-group finance continues to be virtually non-existent (accounting for 0.3% of investment versus the EU average of 3%).

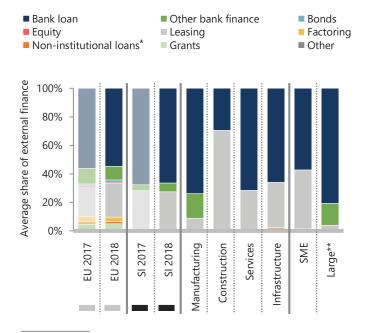
SMEs and large firms report similar proportions.



Base: All firms who invested in the last financial year (excluding don't know/refused responses)

Q. What proportion of your investment was financed by each of the following?

#### TYPE OF EXTERNAL FINANCE USED FOR INVESTMENT ACTIVITIES



Bank loans account for two-thirds (66%) of externally sourced finance in Slovenia. This is higher than the EU average (55%), but consistent with EIBIS 2017.

It remains very different in the construction sector, where firms predominantly make use of leasing and hire purchase agreements (accounting for 71% of their external finance versus the Slovenia average of 27%).

SMEs also report making significant use of leasing and hire purchase, accounting for 41% of their external finance mix, whereas large firms and manufacturing firms rely most heavily on bank finance (either loans, or overdrafts or other credit lines).

Base: All firms who used external finance in the last financial year (excluding don't know/refused responses)

Q. Approximately what proportion of your external finance does each of the following represent?

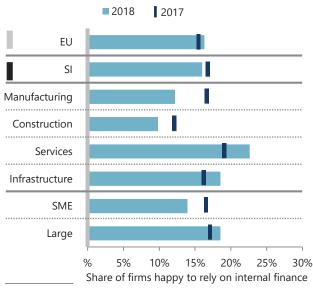
<sup>\*</sup> Loans from family, friends or business partners

<sup>\*\*</sup> Caution very small base size less than 30



## INVESTMENT FINANCE

## SHARE OF FIRMS HAPPY TO RELY EXCLUSIVELY ON INTERNAL SOURCES TO FINANCE INVESTMENT



Sixteen per cent of all firms in Slovenia say that they did not need to apply for external finance because they were happy to use internal finance or did not have a need for it. This is on a par with the result reported in EIBIS 2017, and in line with the EU overall.

As in EIBIS 2017, the service sector has the highest proportion of firms happy to rely exclusively on internal funds (23%), and the construction sector has the lowest proportion (10%).

Base: All firms

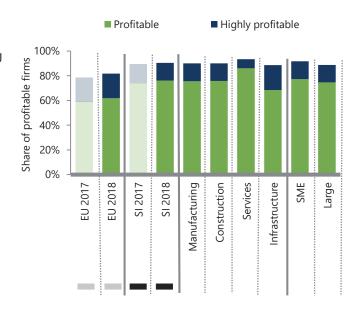
Q. What was your main reason for not applying for external finance for your investment activities? Was happy to use internal finance/didn't need the finance

#### SHARE OF PROFITABLE FIRMS

Nine in ten firms in Slovenia (90%) claim to have made a profit in the last financial year, the joint highest proportion recorded across the EU (the EU average is 82%).

In terms of high profitability (profit 10% or more of turnover), Slovenia has a slightly lower proportion of highly profitable firms compared to the EU average (14% versus 20%).

This is driven by the service sector, which has the lowest share of highly profitable firms by sector in Slovenia (7%) but the highest proportion of firms reporting any profit (93%, versus 89%-90% for the other sectors).



Base: All firms (excluding don't know/refused)

Q: Taking into account all sources of income in the last financial year, did your company generate a profit or loss before tax, or did you break even? Highly profitable is defined as profits/turnover of 10% or more

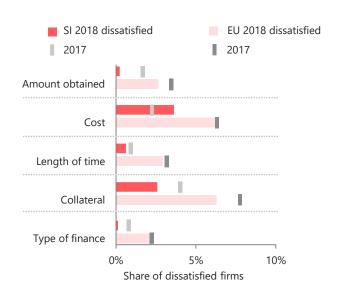


## SATISFACTION WITH FINANCE

#### DISSATISFACTION WITH EXTERNAL FINANCE RECEIVED

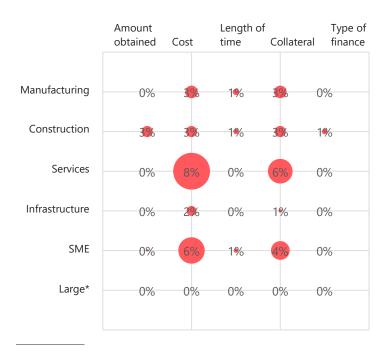
Firms in Slovenia and the EU that use external finance are generally satisfied with the amount obtained, cost, maturity terms, collateral requirements and type of finance obtained; though levels of dissatisfaction across all five aspects are lower in Slovenia than EU-wide.

The only aspect to record a (slight) rise in dissatisfaction vis-à-vis EIBIS 2017 is the cost of finance, with 4% of firms now saying they are dissatisfied compared with 2% a year ago.



Base: All firms who used external finance in the last financial year (excluding don't know/refused responses)
Q. How satisfied or dissatisfied are you with ....?

#### **DISSATISFACTION BY SECTOR AND SIZE**



Given the relatively low numbers of large firms using external firms and low proportion of firms expressing dissatisfaction overall, differences should be seen as indicative.

Nevertheless, where dissatisfaction does exist with cost and collateral requirements, it is concentrated towards service sector firms and SMEs.

Base: All firms who used external finance in the last financial year (excluding don't know/refused responses)

Q. How satisfied or dissatisfied are you with ....?

<sup>\*</sup> Caution very small base size less than 30

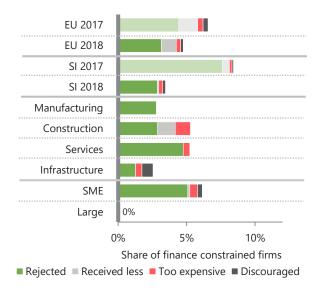


## SATISFACTION WITH FINANCE

#### SHARE OF FINANCE CONSTRAINED FIRMS

Fewer firms in Slovenia can be considered finance constrained compared to EIBIS 2017 (3% versus 9%), and the EU average (5%).

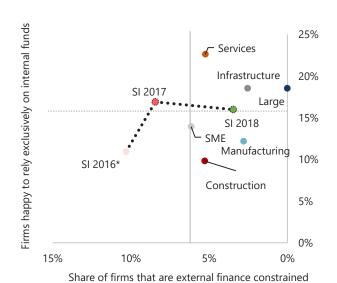
None of the large firms sampled considered themselves to be finance constrained, but 6% of SMEs are external finance constrained.



Base: All firms

Finance constrained firms include: those dissatisfied with the amount of finance obtained (received less), firms that sought external finance but did not receive it (rejected) and those who did not seek external finance because they thought borrowing costs would be too high (too expensive) or they would be turned down (discouraged)

#### **FINANCING CROSS**



Firms in Slovenia continue to be close to the EU benchmarks in terms of their likelihood to be finance constrained and to be content to rely exclusively on internal sources of finance.

However, Slovenia's share of external finance constrained firms is lower than the EU average for the first time – unlike in EIBIS 2016 and 2017.

The share of SMEs, construction and service sector firms that are finance constrained is still close to the overall EU average.

Base: All firms

Data derived from the financial constraint indicator and firms indicating main reason for not applying for external finance was 'happy to use internal finance/didn't need finance'

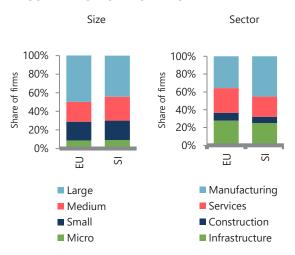
The x- and y-axes lines cross on the EU average for 2016

\*Financing constraints for 2016 among non-investing firms estimated



## PROFILE OF FIRMS

#### **CONTRIBUTION TO VALUE ADDED**



Large firms account for the greatest share of value-added (44%), below the EU average (50%). The manufacturing sector contributes 45% of Slovenia's value added, more than the 36% EU average.

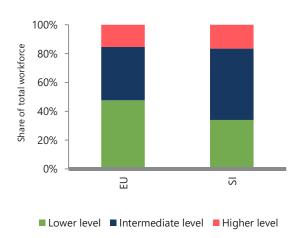
Firms in Slovenia consider 17% of their staff to be in higher level occupations, similar to the 15% across the EU overall. However, a lower share of staff are reported to be in lower level occupations than the EU average (34% versus 48%).

The majority of firms are still in the lowest two EU productivity quintiles, though the service sector continues to perform well relative to other sectors.

Base: All firms

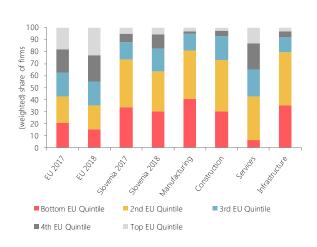
The charts reflects the relative contribution to value-added by firms belonging to a particular size class / sector in the population of firms considered. That is, all firms with 5 or more employees active in the sectors covered by the survey. Micro: 5-9 employees; Small: 10-49; Medium: 50-249; Large: 250+

## DISTRIBUTION OF STAFF BY OCCUPATIONAL CLASSIFICATION



#### Base: All firms (excluding don't know/refused responses) Q. Approximately how many of your staff across all locations are employed in... occupations?

## DISTRIBUTION OF FIRMS BY PRODUCTIVITY CLASS

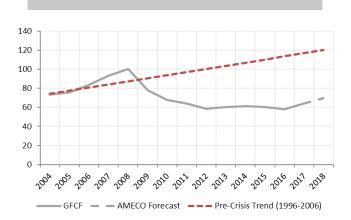


Share of firms by productivity class (Total Factor Productivity). Productivity classes are defined on the basis of the entire EU sample.



## MACROECONOMIC INVESTMENT CONTEXT

#### **Investment Dynamics over time**

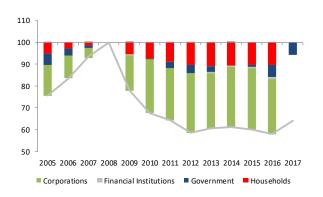


After two years of negative growth, gross fixed capital formation (GFCF) rebounded strongly in 2017, with the growth rate exceeding 10%. Investment grew across all major institutional sectors and asset types. The level of investment remains, however almost 40% below 2008 levels.

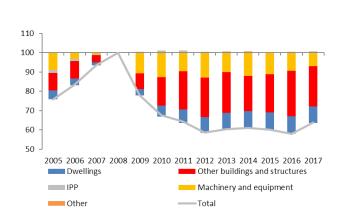
Looking forward, the investment outlook in Slovenia remains favourable.

The graph shows the evolution of total Gross Fixed Capital Formation. (in real terms); against the series 'pre-crisis trend. The data has been indexed to equal 100 in 2008. Source: Eurostat.

#### **Investment Dynamics by Institutional Sector**



#### **Investment Dynamics by Asset Class**



The graph shows the evolution of total Gross Fixed Capital Formation. (in real terms); by institutional sector. The data has been indexed to equal 100 in 2008. Source: Eurostat.

The graph shows the evolution of total Gross Fixed Capital Formation. (in real terms); by asset class. The data has been indexed to equal 100 in 2008. IPP stands for Intellectual Property Product. Source: Eurostat.



## EIB 2018 – COUNTRY TECHNICAL DETAILS

#### SAMPLING TOLERANCES APPLICABLE TO PERCENTAGES AT OR NEAR THESE LEVELS

The final data are based on a sample, rather than the entire population of firms in Slovenia, so the percentage results are subject to sampling tolerances. These vary with the size of the sample and the percentage figure concerned.

	EU	Slovenia	: :Manufacturing :	: Construction	Services	Infrastructure	SME	Large	EU vs Slovenia	Manufacturing vs Construction	SME vs Large
	(12355)	(413)	(109)	(99)	(106)	(98)	(374)	(39)	(12355 vs 413)	(109 vs 99)	(374 vs 39):
: :10% or :90%	1.0%	3.9%	6.6%	6.4%	6.7%	7.2%	2.8%	8.0%	4.0%	9.2%	8.4%
30% or 70%	1.5%	5.9%	10.1%	9.8%	10.3%	11.0%	4.2%	12.2%	6.1%	14.1%	12.9%
50%	1.7%	6.4%	11.1%	10.7%	11.2%	12.0%	4.6%	13.3%	6.6%	15.4%	14.0%

#### **GLOSSARY**

Investment	A firm is considered to have invested if it spent more than EUR 500 per employee on investment activities with the intention of maintaining or increasing the company's future earnings.
Investment cycle	Based on the expected investment in current financial year compared to last one, and the proportion of firms with a share of investment greater than EUR 500 per employee.
Productivity	Total factor productivity is a measure of how efficiently a firm is converting inputs (capital and labor) into output (value-added). It is estimated by means of an industry-by-industry regression analysis (with country dummies).
Manufacturing sector	Based on the NACE classification of economic activities, firms in group C (manufacturing).
Construction sector	Based on the NACE classification of economic activities, firms in group F (construction).
Services sector	Based on the NACE classification of economic activities, firms in group G (wholesale and retail trade) and group I (accommodation and food services activities).
Infrastructure sector	Based on the NACE classification of economic activities, firms in groups D and E (utilities), group H (transportation and storage) and group J (information and communication).
SME	Firms with between 5 and 249 employees.
Large firms	Firms with at least 250 employees.



## EIB 2018 – COUNTRY TECHNICAL DETAILS

**BASE SIZES** (\* Charts with more than one base; due to limited space, only the lowest base is shown)

<b>BASE SIZES</b> (* Charts with more the	un one b	use, aue		ea space,	, only tri	e lowest	Duse is s	STIOWII)
Base definition and page reference	EU 2017/ 2018	SI 2017/2018	Manufacturing	Construction	Services	Infrastructure	SME	Large
All firms, p. 2, 3, 6, 9, 11, 13, 14	12338/ 12355	400/ 413	109	99	106	98	374	39
All firms (excluding don't know/refused responses), p. 2	11839/ 11790	394/ 407	107	96	105	98	369	38
:All firms (excluding don't know/refused responses), p. 3	12020/ 12095	396/ 410	108	98	105	98	371	39
:All firms who have invested in the last :financial year (excluding don't know/refused responses), p. 4	10321/ 10126	369/ 380	104	82	96	97	342	38
All firms (excluding don't know/refused responses), p. 5	12073/ 12080	397/ 412	108	99	106	98	373	39
:All firms who invested in the last financial :year, p. 5	10889/ 10873	369/ 381	105	82	96	97	343	38
All firms (excluding 'company didn't exist three years ago' responses), p. 6	12306/ 12335	400/ 413	109	99	106	98	374	39
:All firms (excluding don't know/refused :responses), p. 7*	11265/ 11358	387/ 390	106	95	97	91	352	38
All firms who invested in the last financial year (excluding don't know/refused responses), p. 7	NA/ 10004	NA/ 355	97	77	90	90	322	33
:All firms (data not shown for those who said not an obstacle at all/don't know/refused), p. 8	12338/ 12355	400/ 413	109	99	106	98	374	39
All firms with staff in higher / intermediate lower level occupations (excluding don't know/refused responses), p. 9*	NA/ 8354	NA/ 256	88	59	58	50	223	33
All firms who have invested in the last financial year (excluding don't know/refused responses), p. 10	9131/ 9030	324/ 335	80	79	85	90	310	25
All firms who used external finance in the last financial year (excluding don't know/refused responses) p. 10	4206/ 4323	137/ 165	39	42	34	49	151	14
All firms (excluding don't know/refused responses), p. 11	10778/ 10865	368/ 392	106	91	100	94	355	37
All firms who used external finance in the last financial year (excluding don't know/refused responses) p. 12	4212/ 4339	137/ 165	39	42	34	49	151	14
:All firms (excluding don't know/refused responses), p. 14	NA/ 11466	NA/ 403	107	97	104	94	367	36



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## **EIB INVESTMENT SURVEY**

