



USA
Overview

EIB INVESTMENT SURVEY

2019

EIB Group survey on investment
and investment finance 2019
Country overview

USA

EIB Group survey on investment and investment finance 2019. Country overview: USA

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About the EIB Investment Survey (EIBIS)

The EIB Group Survey on Investment and Investment Finance is a unique, annual survey of some 13.500 firms. It comprises firms in all EU Member States, as well as (from 2019) a sample of 800 US firms which serves as a benchmark. 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 Member States of the EU and for the US, 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: <http://www.eib.org/eibis>.

About this publication

This EU-wide report is an overview of a series covering each of the EU Member States and the United States of America. 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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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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Ipsos Public Affairs works closely with national governments, local public services and the not-for-profit sector, as well as international and supranational organizations. Its c.200 research staff in London and Brussels focus on public service and policy issues. Our research makes a difference for decision makers and communities.

EIBIS 2019 – USA

KEY RESULTS

Investment Dynamics

Real investment in the US has been gradually accelerating since 2016 driven by equipment investment in R&D.

Most US firms (85%) invested in the last financial year. This matches the EU average (85%), though US firms report higher investment intensity. More firms expect investment to increase rather than decrease in 2019, albeit less than the realized change in investment in 2018.

Innovation Activities

Two in five US firms (41%) invest in developing or introducing new products or services, and the share of active innovator firms is 27%. Both numbers are significantly above the EU average (33% and 19%). The US also has a higher share of firms fully or partially adopting at least one of the four digital technologies asked about (69%, versus 58% of EU firms). However, US firms are somewhat less likely to report undertaking national or global level innovation (8% versus 11% in the EU).

Drivers and Constraints

Firms in the US are on balance more positive than their EU counterparts regarding the short-term influences on investment. More US firms expect the economic climate to improve than deteriorate in the next twelve months, while the opposite is true in the EU. However, US and EU firms have a generally similar outlook on the long-term obstacles to investment – availability of skilled staff is the most cited barrier (by 80% of US and 77% of EU firms).

Access to Finance

Firms using external finance are in general satisfied with the amount, cost, maturity, collateral and type of finance received. The share of dissatisfied firms is 5% or below on all attributes. The highest dissatisfaction recorded is with the cost of finance (5%) and collateral requirements (4%), whereas 7% of EU firms report dissatisfaction on both of these measures. The share of finance constrained firms is 6%.

Investment Focus

Capacity expansion is the most cited investment priority for US firms (40%), whereas EU firms are most likely to prioritize replacement (36%, versus just 23% of US firms). US and EU firms' investment by area is similar: machinery and equipment accounting for 42% of US firms' investment and 47% in the EU. One-third (34%) of US firms' building stock is perceived to satisfy high energy efficiency standards, and 12% of investment is on energy efficiency measures – similar to EU averages.

Investment Needs

Around seven in ten firms (72%) say they invested about the right amount in the last three years. Over half of firms (57%) report operating at or above full capacity in the last financial year, similar to the EU average of 59%. However, the average perceived share of state-of-the-art machinery and equipment in US firms is 40%, somewhat below the EU average of 44%, and the US lags the EU average in terms of the share of firms reporting having an energy audit in the last three years (31% versus 43%).

Investment Finance

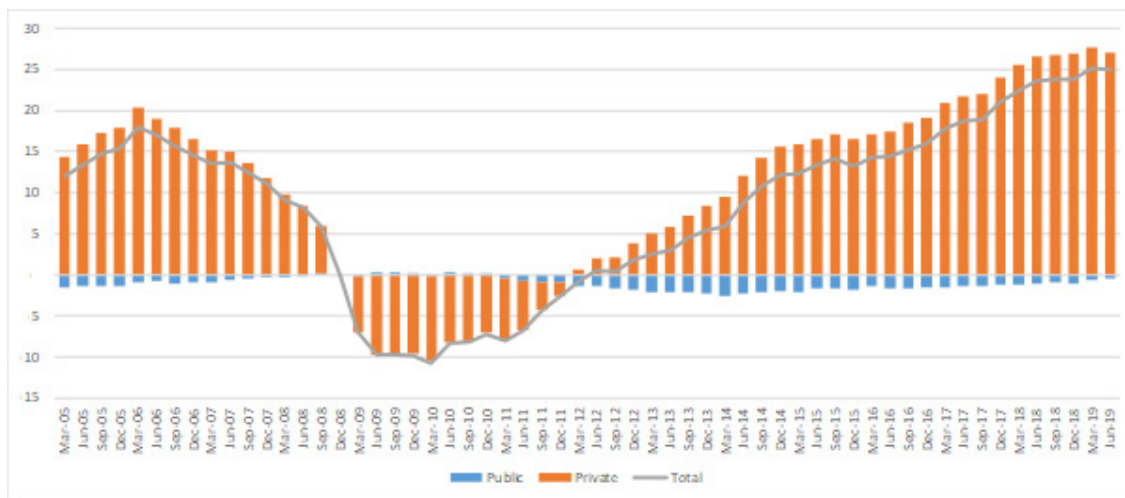
Internal funds account for the highest share of investment finance (73%), well above the EU average of 62%. Bank loans account for the highest share of external finance in the US (70%), which is higher than the 58% share reported by EU firms. Fewer US firms say they are happy to rely exclusively on internal sources to finance investment: 12% in the US versus 16% in the EU.

Investment Dynamics

INVESTMENT DYNAMICS BY INSTITUTIONAL SECTOR

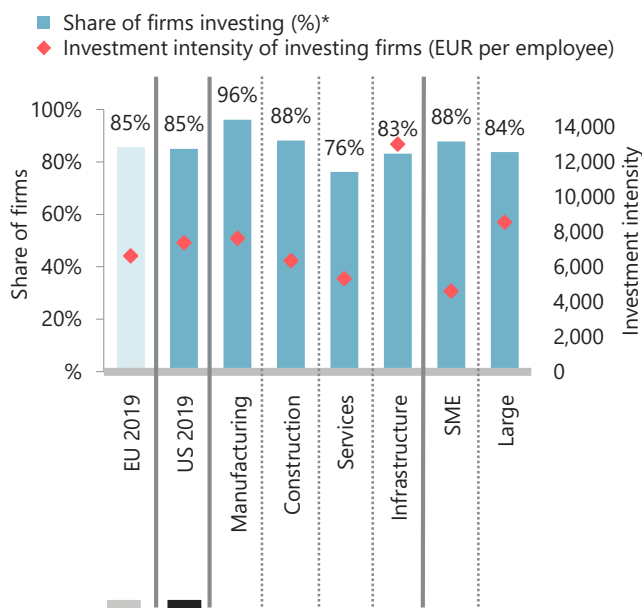
The US economy is undergoing its longest economic expansion in history. Real investment has been growing at about 4% p.a. since the end of the last recession. US private sector and corporations, in particular, are the drivers of this growth. The largest contributions to investment

growth are from equipment investment (6.5% p.a.), investment in intellectual property (4.2% p.a.) and dwellings (4.5% p.a.). Real investment growth accelerated again after a slowdown in 2015.



The graph shows the evolution of total Gross Fixed Capital Formation (in real terms); by institutional sector. The data has been indexed to equal 0 in Q4 of 2008. Source: Eurostat.

INVESTMENT ACTIVITY IN LAST FINANCIAL YEAR



Most US firms (85%) invested in the last financial year, matching the EU average. US firms however reported higher investment intensity than EU firms.

Firms in the manufacturing and construction sectors (96% and 88% respectively) are most likely to invest, and service sector firms least likely (76%). Investment intensity is highest in the infrastructure sector by a considerable margin.

Although 88% of SMEs invested compared with 84% of large firms, investment intensity is almost twice as high among large firms than SMEs.

*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 EIBIS 2016).

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

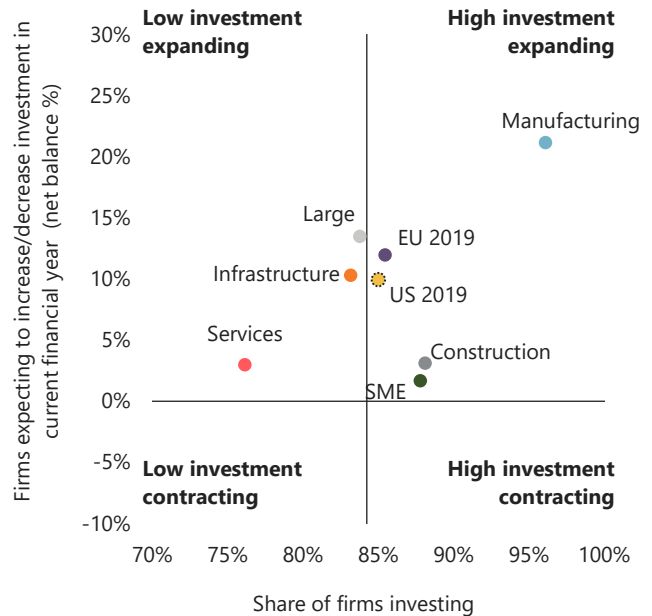
Investment Dynamics

INVESTMENT CYCLE

The US is in the 'high investment expanding' quadrant on the investment cycle, with little difference between the US and EU averages.

US manufacturing firms perform especially strongly on both dimensions, with the highest share of firms investing and strongest expectations on balance of increasing investment this year.

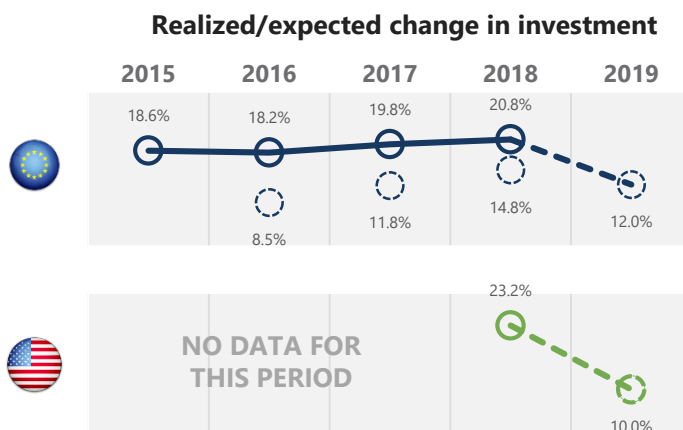
Only slightly more SMEs and construction and service sector firms expect to increase their investment this year compared with those expecting a decrease.



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.

Base: All firms

EVOLUTION OF INVESTMENT EXPECTATIONS



On balance more firms in both the US and EU expect investment to increase than decrease in 2019, though to a lesser extent when compared with the relatively high proportions of US and EU firms reporting increasing rather than reducing their investment in the last financial year.

Realized change (%) Expected change (%)

○ ○ EU

○ ○ US

'Realized 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.

Base: All firms

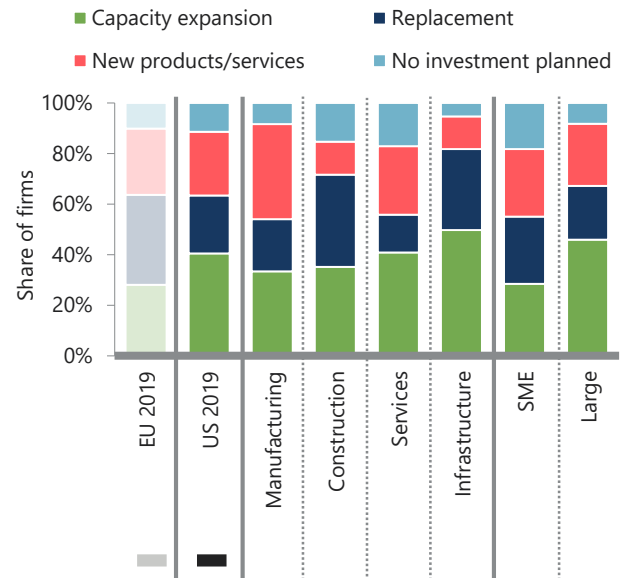
Investment Focus

FUTURE INVESTMENT PRIORITIES (% of firms)

Looking ahead to the next three years, investment in capacity expansion is most commonly cited as a priority in the US (by 40% of firms), unlike in the EU where replacement investment holds the highest share (36%).

Expanding capacity is the priority of half of US infrastructure firms (50%). However, construction firms marginally prioritize replacement over capacity expansion (37% and 35% shares respectively). In the manufacturing sector, developing or introducing new products is the most frequently cited priority (38% of firms).

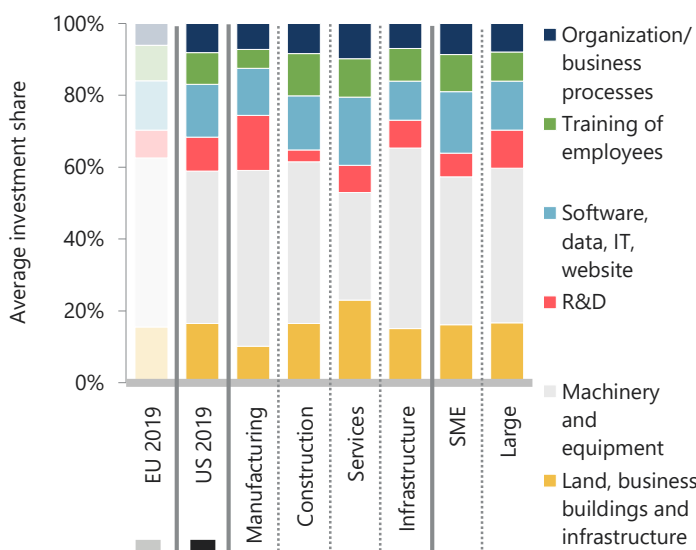
Large firms are more likely than SMEs to prioritize expanding capacity (46% versus 28%).



Q. Looking ahead to the next three 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?

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

INVESTMENT AREAS



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?

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

Machinery and equipment takes the highest share of investment of US firms (42%), followed by land, business buildings and infrastructure (17%) and software, data, IT and website activities (15%).

The share of investment in intangible assets of US firms is 3.5 p.p. higher than that of EU firms.

Half of infrastructure and manufacturing firms' investment (50% and 49% respectively) is in machinery and equipment, whereas service sector firms spend 30% on machinery and equipment and 23% on land, buildings and infrastructure.

Manufacturing firms allocate a much higher share of investment to R&D (15%, versus between 3% and 8% in the other sectors), and large firms allocate 11% to R&D on average compared to 7% among SMEs.

Share of investment in employee training ranges from just 5% in the manufacturing sector to 12% among construction firms.

Investment Focus

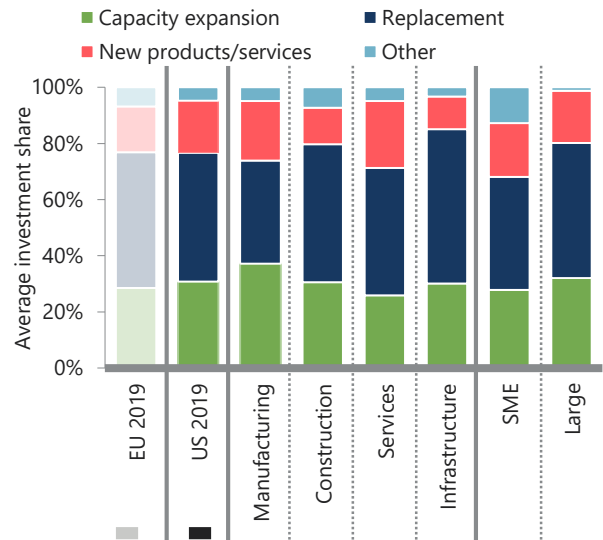
PURPOSE OF INVESTMENT IN LAST FINANCIAL YEAR (% of firms' investment)

The largest share of investment in the US is driven by the need to replace existing buildings, machinery, equipment and IT (46%), similar to the EU average of 48%.

The share of capacity expansion and new product development in total investment of US firms is 4.5 p.p. higher than that of EU firms.

Share of investment on replacement is highest among infrastructure and construction firms (55% and 49% respectively), whereas manufacturing firms allocate equal shares to replacement and capacity expansion (both 37%).

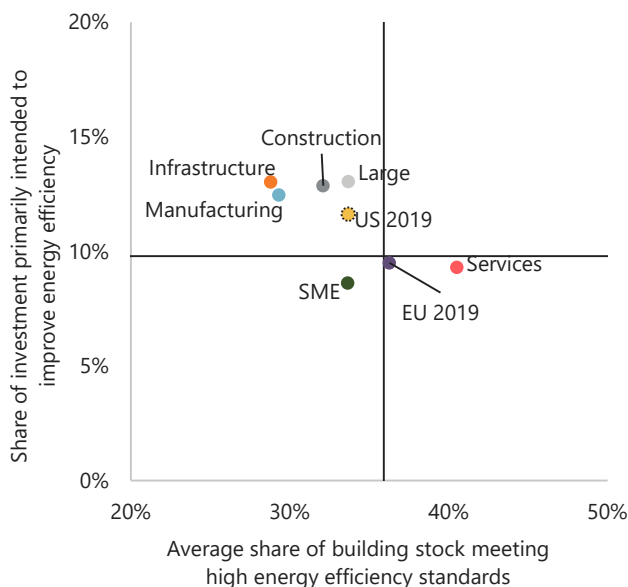
Service sector and manufacturing firms report higher shares of investment in new products or services (24% and 21%) than construction and infrastructure firms (13% and 12% respectively).



Q. What proportion of total investment was for (a) replacing capacity (including existing buildings, machinery, equipment, IT) (b) expanding capacity for existing products/services (c) developing or introducing new products, processes, services?

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

ENERGY EFFICIENCY INVESTMENT



Q. What proportion, if any, of your commercial building stock satisfies high or highest energy efficiency standards?

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

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

There is relatively little difference between US and EU firms overall, with US firms reporting a slightly higher share of investment on measures intended to improve energy efficiency (12% versus 10%) and a slightly lower share of building stock meeting high energy efficiency standards (34% in the US versus 36% in the EU).

While large firms and SMEs report identical shares of energy efficient building stock (34%), large firms allocate a higher share of investment towards improving energy efficiency (13%, versus 9% among SMEs).

Infrastructure, manufacturing and construction firms are clustered together with below-average shares of energy efficient building stock (29%-32%), but higher than average shares of investment aimed at improving energy efficiency. Conversely, service sector firms report a higher than average share of energy efficient building stock (41%) but a lower than average share of investment on energy efficiency measures (9%).

Innovation Activities

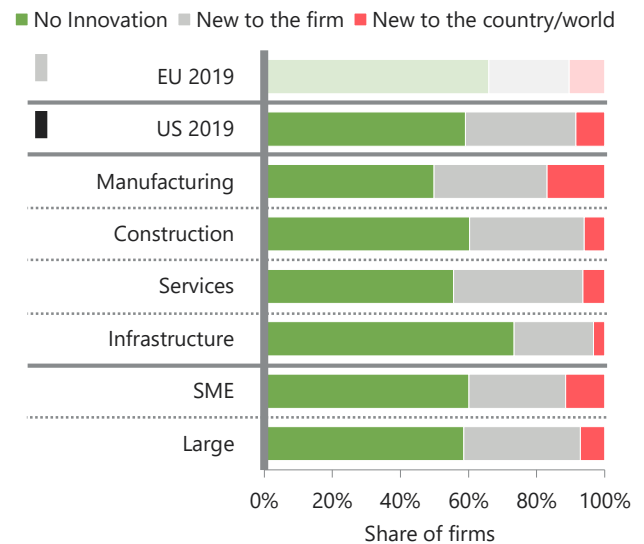
INNOVATION ACTIVITY

Around two in five US firms (41%) claim to develop or introduce new products or services. This includes 8% of firms reporting undertaking innovation new to the global or US market.

The equivalent figures for EU firms are 34% and 11%.

Firms in the manufacturing sector are most likely to report innovation activity (50% overall, 33% is new to the firm and a further 17% is new to the country or world).

Similar proportions of large firms and SMEs report innovation activity (41% and 40% respectively).

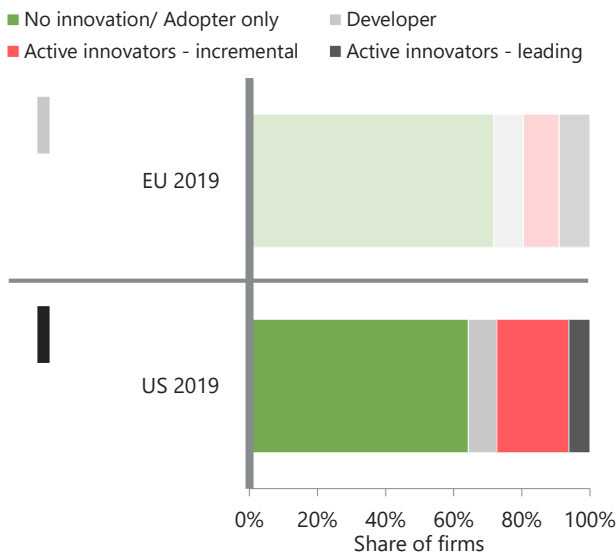


Q. What proportion of total investment was for developing or introducing new products, processes, services?

Q. Were the products, processes or services new to the company, new to the country, new to the global market?

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

INNOVATION PROFILE



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?

Q. In the last financial year, how much did your business invest in Research and Development (including the acquisition of intellectual property) with the intention of maintaining or increasing your company's future earnings?

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

Looking at innovation and research and development more widely, 36% of firms in the US and 28% in the EU innovate at least to some extent.

The US also has a higher share of "active innovators" (firms undertaking both R&D and innovation activity) – 27%, versus 19% in the EU – though the EU does have a slightly higher share of "leading active innovators" (undertaking R&D, plus innovation at country or global level) – 9%, compared to 6% of US firms.

The 'No innovation/Adopter only' group comprises firms that did not introduce any new products, processes or services in the last financial year (no innovation) or did so but without any own research and development effort (adopter). 'Developers' are firms that did not introduce new products, processes or services but allocated a significant part of their investment activities to research and development. 'Incremental' and 'Leading innovators' have introduced new products, processes and services and also invested in research and development activities. The two profiles differ in terms of the novelty of the new products, processes or services. For incremental innovators these are 'new to the firm'; for leading innovators' these are new to the country/world'.

Innovation Activities

IMPLEMENTATION OF DIGITAL TECHNOLOGIES

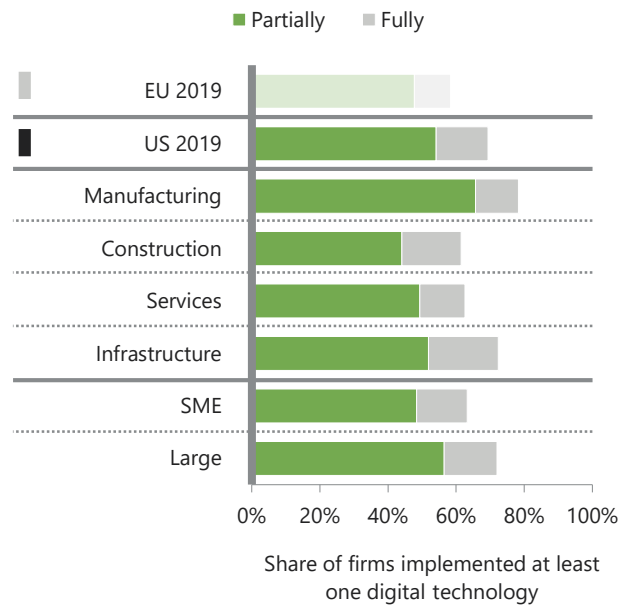
Seven in ten US firms (69%) are fully or partially implementing at least one of the four digital technologies asked about in their business.

This is higher than the equivalent share of 58% of EU firms. The lead applies to full implementation (15% of US versus 11% of EU firms) and partial implementation (54% versus 48%), and is most noticeable regarding high adoption of the Internet of Things by US firms across all sectors compared to their EU counterparts.

Manufacturing and infrastructure sector firms in the US are most likely to report implementing digital technologies (78% and 72% respectively), compared with 63% of service sector and 61% of construction firms.

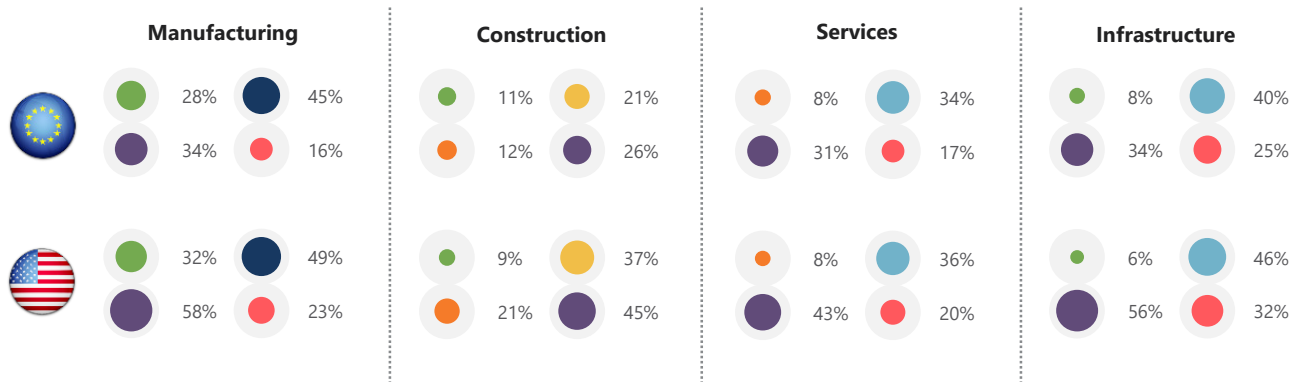
Q. Can you tell me for each of the following digital technologies if you have heard about them, not heard about them, implemented them in parts of your business, or whether your entire business is organized around them?

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



DIGITAL TECHNOLOGIES BY SECTOR

- 3-D printing
- Automation via advanced robotics
- Internet of things
- Cognitive technologies
- Augmented or virtual reality
- Drones
- Platform technologies



Reported shares combine implemented the technology 'in parts of business' and 'entire business organized around it'

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

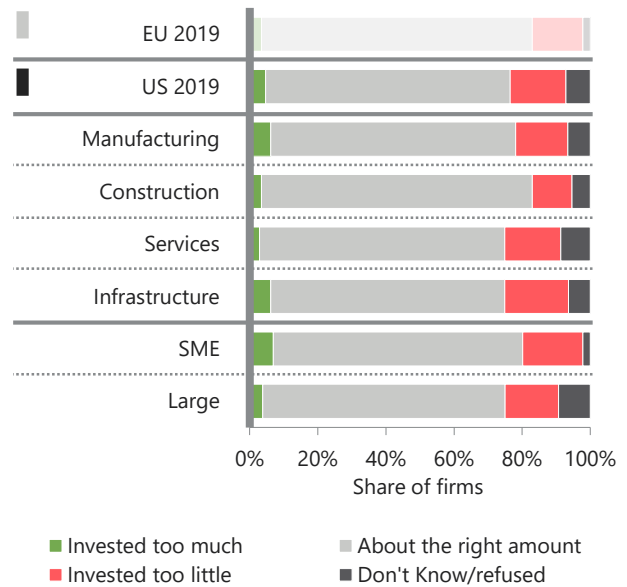
Investment Needs

PERCEIVED INVESTMENT GAP

Similar proportions of US and EU firms report under-investing in the last three years (16% in the US, 15% in the EU).

More than seven in ten US firms (72%) say they invested about the right amount in the last three years.

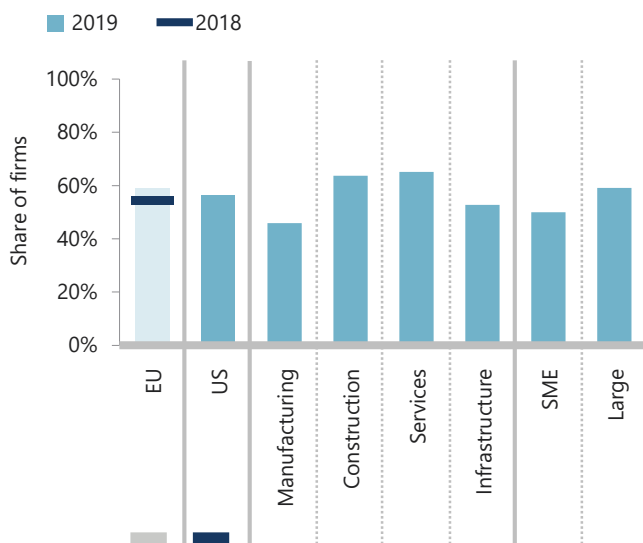
There is relatively little variation depending on firm size and sector, though infrastructure firms are most likely to report investing too little in the last three years (19%) and construction firms are least likely to say this (11%).



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

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

SHARE OF FIRMS AT OR ABOVE FULL CAPACITY



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?

Base: All firms

More than half of US firms (56%) report operating at or above full capacity in the last financial year, compared with 59% of EU firms.

Firms in the service and construction sectors are most likely to operate at or above full capacity (65% and 64% respectively), and those in the infrastructure and manufacturing sectors are least likely (53% and 46% respectively).

More large firms report full utilization of capacity than SMEs (59% versus 50%).

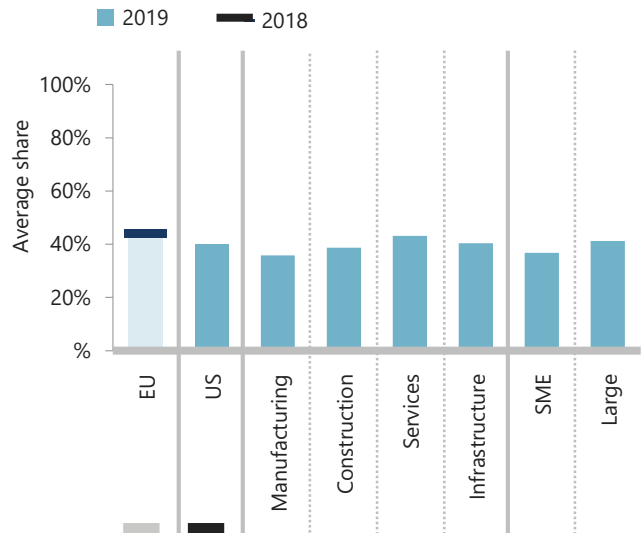
Investment Needs

SHARE OF STATE-OF-THE-ART MACHINERY

The average share of machinery and equipment in firms that is perceived to be state-of-the-art is 40%. This is below the EU average of 44%.

This share of state-of-the-art machinery and equipment is fairly consistent between sectors, ranging from 43% in the service sector to 36% among manufacturing firms.

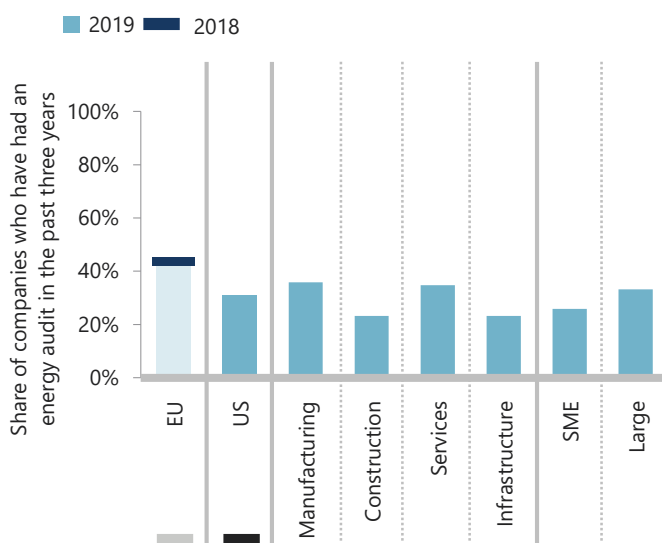
The difference between SMEs and large firms is four percentage points (37% versus 41% shares of state-of-the-art machinery).



Q. What proportion, if any, of your machinery and equipment, including ICT, would you say is state-of-the-art?

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

ENERGY AUDIT



Around three in ten US firms (31%) report having an energy audit in the last three years, lagging the 43% of EU firms saying this.

Manufacturing and service sector firms (36% and 35% respectively) are most likely to have had an energy audit, compared to just 23% of firms in both the construction and infrastructure sectors.

Large firms are somewhat more likely than SMEs to report having an energy audit (33% versus 26%).

Q. Can I check, in the past three years has your company had an energy audit? By this I mean an assessment of the energy needs and efficiency of your company's building or buildings?

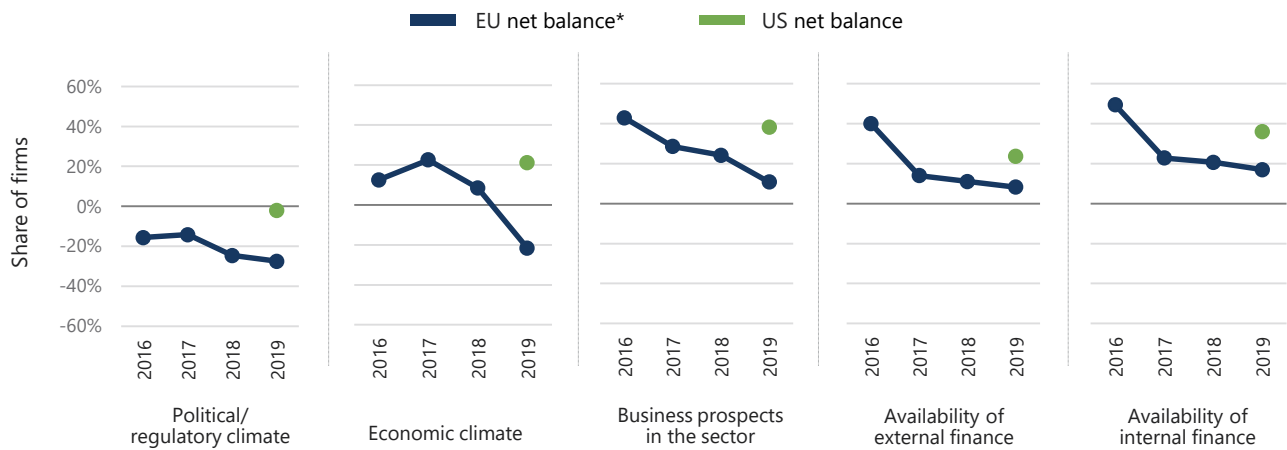
Base: All firms (excluding 'Company didn't exist three years ago' responses)

Drivers And Constraints

SHORT TERM INFLUENCES ON INVESTMENT

US firms are considerably more positive, on balance, than EU firms regarding all short-term influences on investment, though marginally more US firms expect the political and regulatory climate to deteriorate than improve in the next year.

While more EU firms now expect the economic climate to deteriorate than improve in the next twelve months, US firms are much more optimistic in their outlook on this measure.

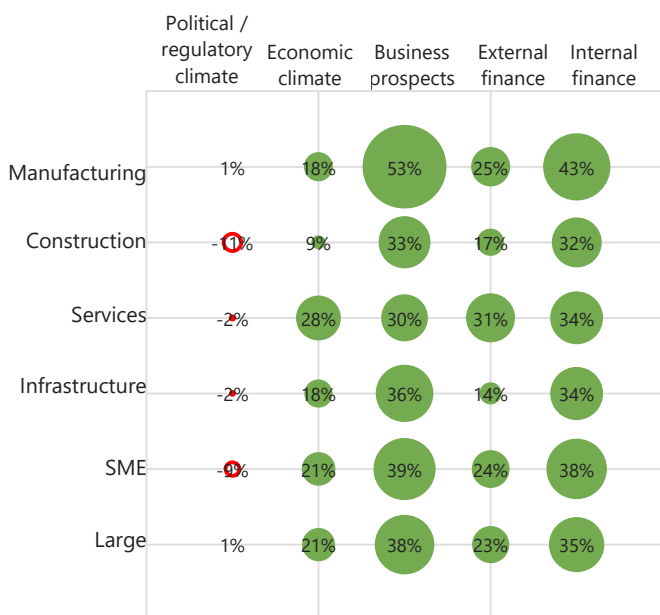


Q. Do you think that each of the following will improve, stay the same, or get worse over the next 12 months?

*Net balance is the share of firms seeing improvement minus the share of firms seeing a deterioration

Base: All firms

SHORT TERM INFLUENCES BY SECTOR AND SIZE (NET BALANCE)



US firms are generally positive in their expectations for the economic climate, business prospects and availability of finance in the year ahead.

Expectations regarding the political and regulatory climate are much more finely balanced, with marginally more large firms and manufacturing firms expecting an improvement than a deterioration in the next twelve months, but rather more SMEs and construction firms expecting deterioration than improvement.

Manufacturing firms are especially optimistic about the business prospects in their sector.

Construction and infrastructure sector firms are more cautious on balance regarding the availability of external finance, though still positive overall.

Q. Do you think that each of the following will improve, stay the same, or get worse over the next 12 months?

Base: All firms

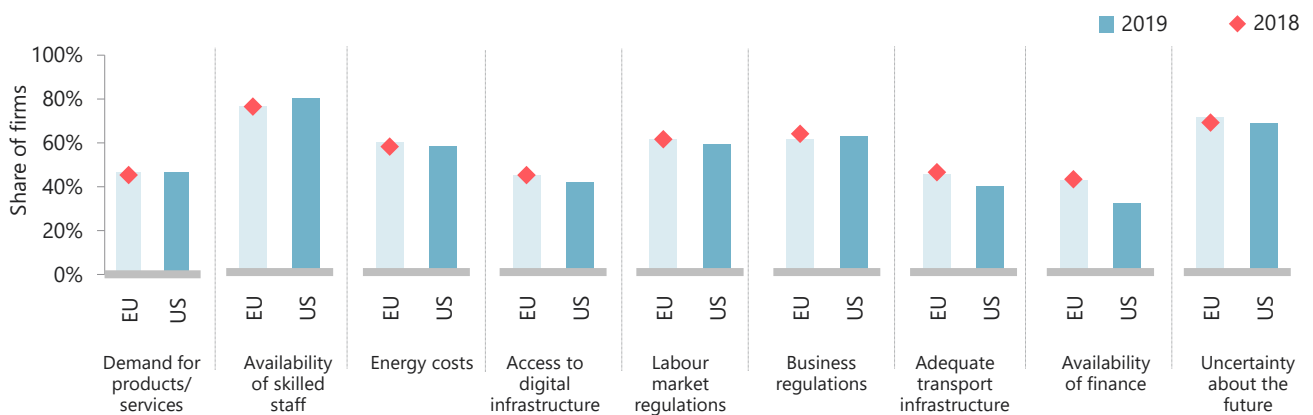
Drivers And Constraints

LONG TERM BARRIERS TO INVESTMENT

The perception of US and EU firms about the potential long-term barriers to investment are remarkably similar. Availability of skilled staff is the most commonly cited barrier (by 80% of US and 77% of EU firms), followed by uncertainty about the future (69% and 71%) and business regulations (63% and 61%).

US firms perceive access to digital and transport infrastructure and availability of finance to be lesser impediments than their EU counterparts.

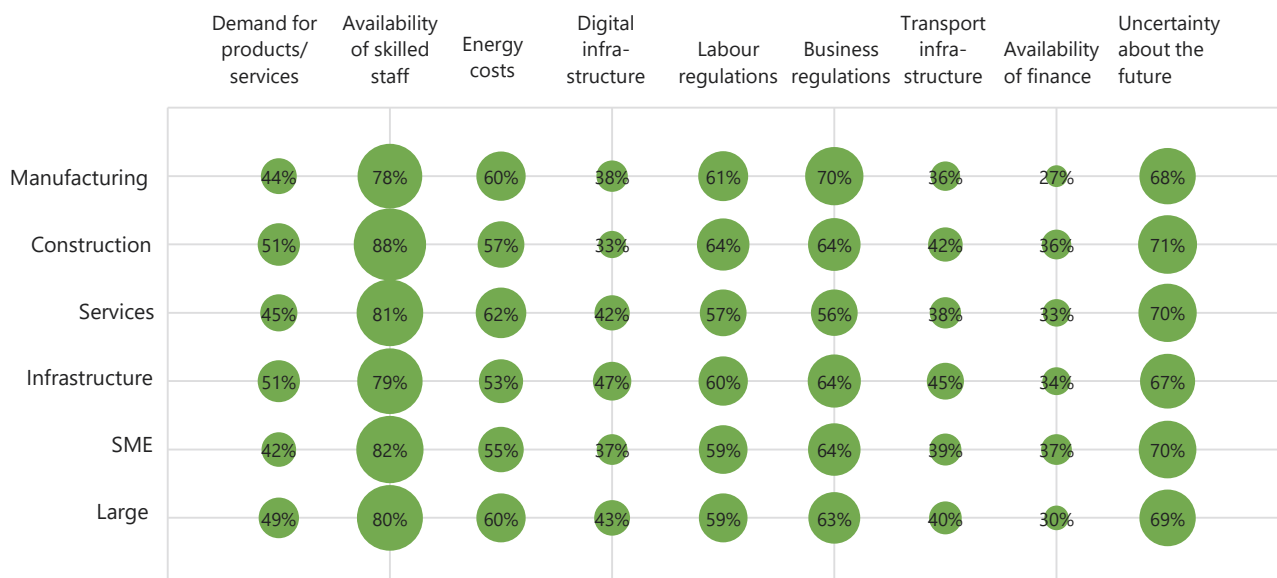
Availability of skilled staff is the most commonly named barrier across all US sectors and firm sizes – including by 88% of construction firms.



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

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

LONG TERM BARRIERS BY SECTOR AND SIZE



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

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

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

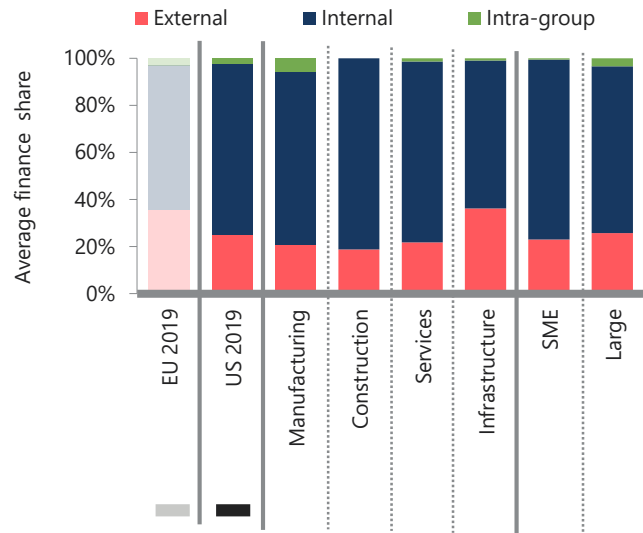
Investment Finance

SOURCE OF INVESTMENT FINANCE

Internal funds account for the highest share of investment finance (73%). This is above the EU average of 62%.

Conversely, share of external finance is lower in the US (25% versus 36% in the EU).

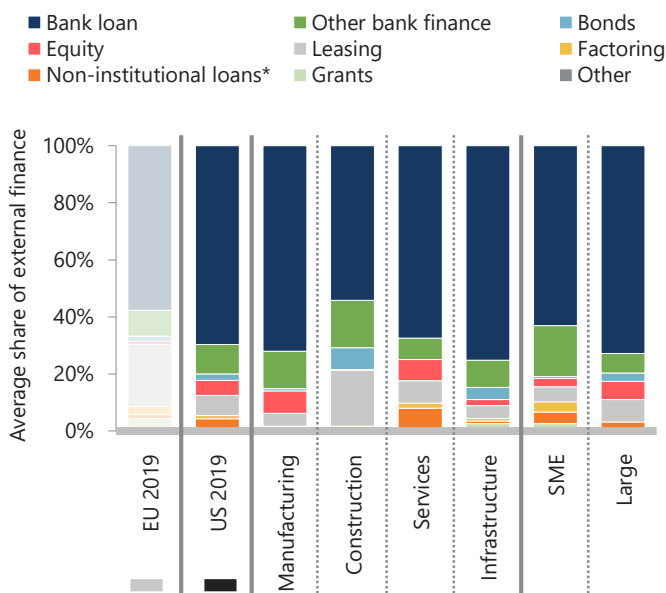
Large firms have a slightly higher share of external finance than SMEs (26% versus 23%). Infrastructure firms report by far the highest share of external finance (36%, compared with 19%-22% for firms in other sectors).



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

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

TYPE OF EXTERNAL FINANCE USED FOR INVESTMENT ACTIVITIES



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

*Loans from family, friends or business partners

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

Bank finance accounts for 80% of US firms' external finance (70% in the form of bank loans, plus a further 10% from other forms of bank financing such as overdrafts). Leasing or hire purchase makes up only 7% of external finance.

Bank finance also accounts for the majority share of EU firms' external finance (67%), but leasing is more prominent (22%).

Within the US, the construction sector stands out due to its much lower share of bank loans (54%) and much higher share of leasing finance (20%) compared with other sectors.

Non-institutional loans account for only 3% of external finance, but 8% in the service sector. SMEs report a relatively high share of non-loan bank finance such as overdrafts and other credit lines (18%, versus 7% among large firms).

Investment Finance

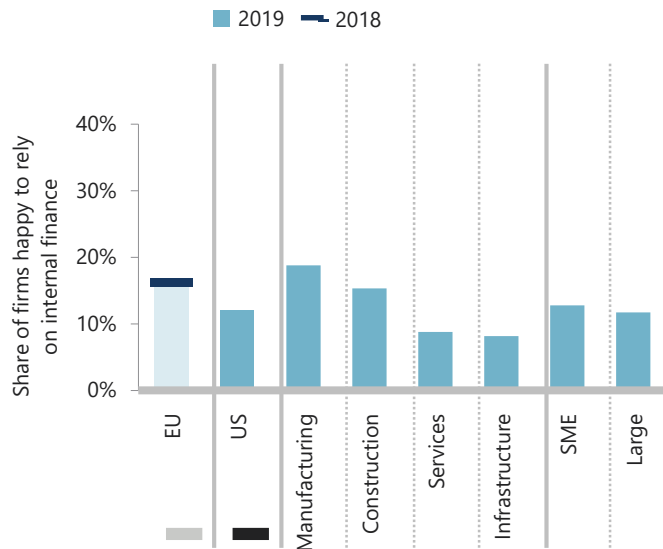
SHARE OF FIRMS HAPPY TO RELY EXCLUSIVELY ON INTERNAL SOURCES TO FINANCE INVESTMENT

Around one in eight of all firms in the US (12%) report the main reason for not applying for external finance is due to being happy to use internal finance or lacking a need for the finance.

Compared to the EU, fewer US firms are happy to rely exclusively on internal sources to finance investment (12% versus 16%).

The manufacturing (19%) and construction (15%) sectors have the highest shares of firms happy to rely on internal finance.

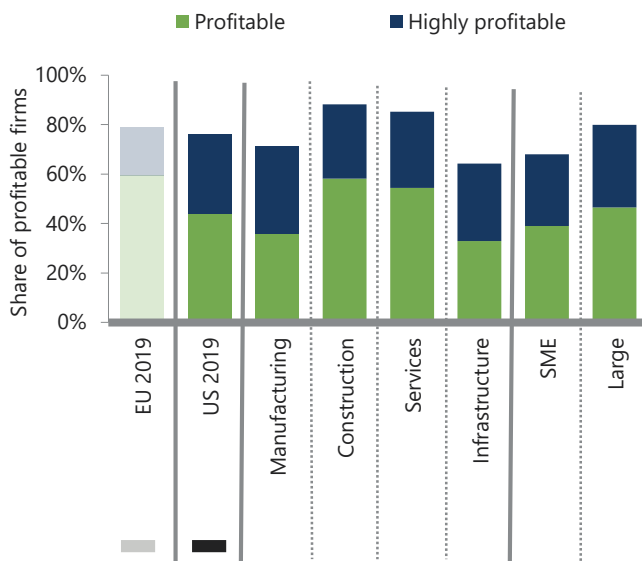
Similar proportions of SMEs and large firms cite this (13% and 12% respectively).



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

Base: All firms

SHARE OF PROFITABLE FIRMS



Three-quarters of US firms report making a profit before tax (76%), slightly below the EU average of 79%.

However, a much higher share of US firms claim to be highly profitable (defined as profit being 10% or more of turnover): 32% of US firms compared to just 20% in the EU.

There is a twelve-point gap between the share of profitable large firms and SMEs (80% and 68% respectively).

Firms in the infrastructure and manufacturing sectors are most likely to say they did not generate a profit (36% and 29% respectively), yet the highest proportion of highly profitable firms is in manufacturing (35%).

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

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

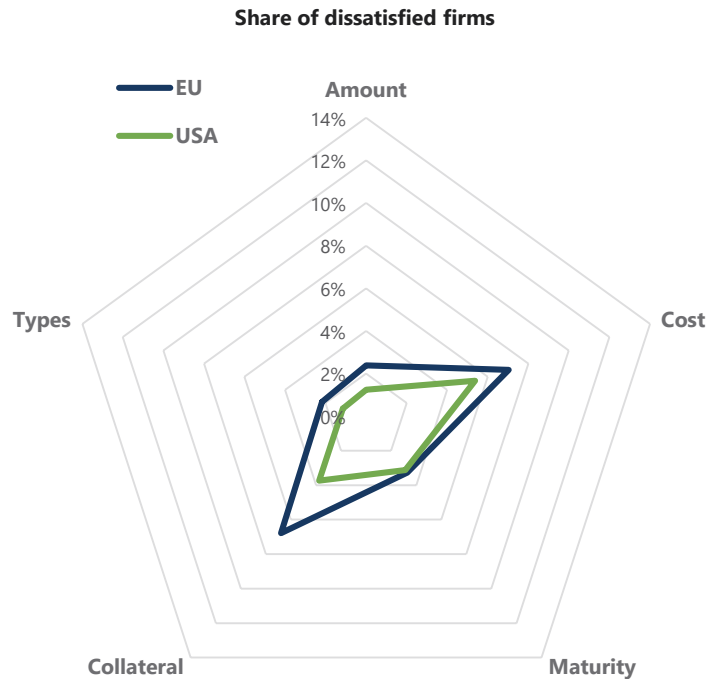
Access To Finance

DISSATISFACTION WITH EXTERNAL FINANCE RECEIVED

Firms using external finance are in general satisfied with the amount, cost, maturity, collateral and type of finance received.

The highest dissatisfaction recorded is regarding the cost of finance (5% of firms are dissatisfied), while only 1% of firms report dissatisfaction with the amounts and types of finance available.

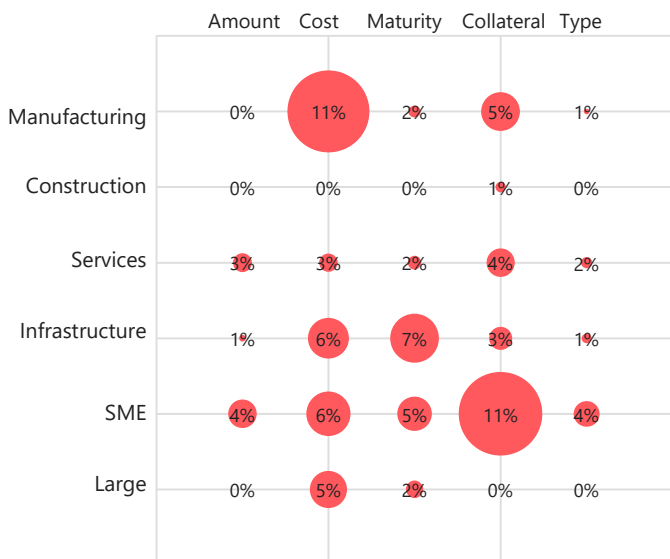
The share of dissatisfied US firms is at or below the EU average (which peaks at 7% of firms dissatisfied with the cost of finance and collateral requirements).



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

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

DISSATISFACTION BY SECTOR AND SIZE



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

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

The highest shares of dissatisfied firms are 11% of manufacturing firms dissatisfied with the cost of external finance and 11% of SMEs dissatisfied with collateral requirements.

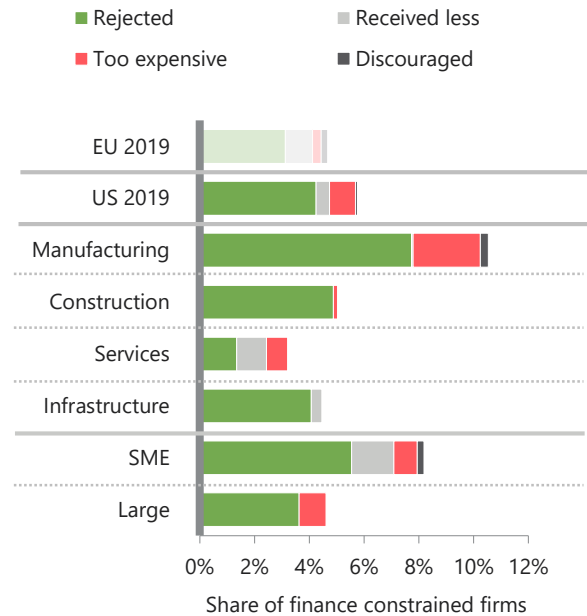
SMEs tend to be more likely than large firms to report dissatisfaction, though levels of dissatisfaction are still low.

Access To Finance

SHARE OF FINANCE CONSTRAINED FIRMS

Six per cent of all US firms can be considered finance constrained, only marginally above the EU average (5%).

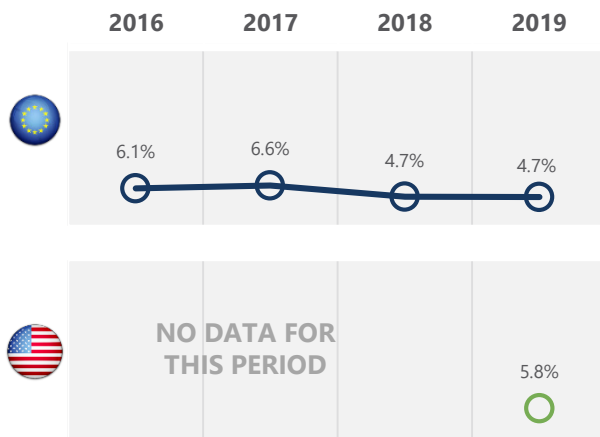
However, 11% of manufacturing firms and 8% of SMEs report being constrained, largely due to having applied for external finance but not receiving it.



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)

Base: All firms

FINANCING CONSTRAINTS OVER TIME



US firms are only marginally more likely to be finance constrained than EU firms overall (6% versus 5%).

US manufacturing firms are more likely than average to be finance constrained (11%, versus 3%-5% of firms in other sectors).

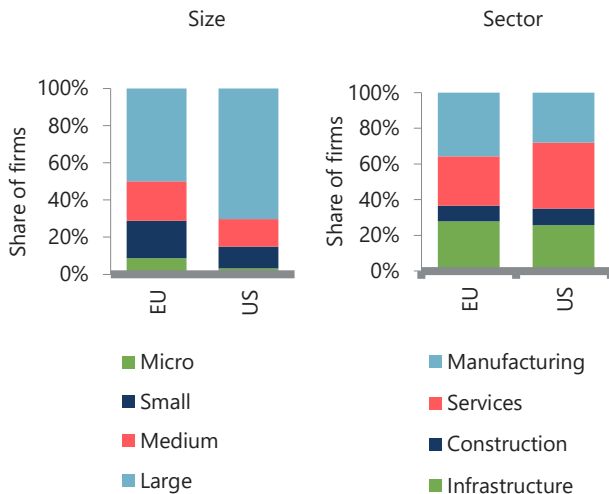
Similarly, the share of financially constrained SMEs (8%) is higher than among large firms (5%).

Data derived from the financial constraint indicator

Base: All firms

Profile Of Firms

CONTRIBUTION TO VALUE ADDED



The charts reflect 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+

Base: All firms

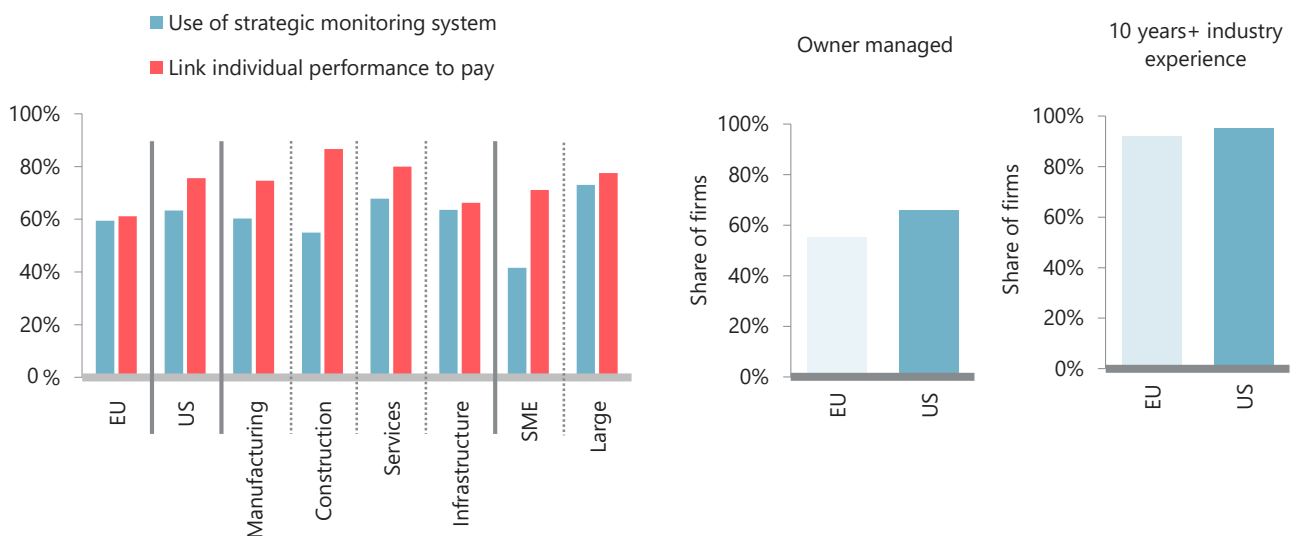
The 70% contribution to value added by large firms with 250+ employees is much higher in the US than EU, where large firms account for 50%.

The service sector makes the largest contribution to value added in the US (37%), whereas the manufacturing sector accounts for the largest share of value added in the EU (36%).

When compared to EU firms, US firms are more likely to link individual performance to pay (76% versus 61%), and to be owner-managed (66% versus 55%). Almost nine in ten US construction firms report linking performance to pay (87%).

Around six in ten firms report using a strategic monitoring system – 63% in the US, and 60% in the EU. More than nine in ten firms say they are owned by someone with more than ten years of experience in the same industry – 95% in the US, and 92% in the EU.

FIRM MANAGEMENT



Q. And does your company (a) use a formal strategic business monitoring system (that compares the firm's current performance against a series of strategic key performance indicators) (b) link individual performance with pay?

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

Q. Does the CEO/ company head of your firm (a) own or control the firm, or have a family member that owns/controls it (b) have more than 10 years of experience in your firm's industry or sector?

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

EIBIS 2019 – 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 the United States and EU, so the percentage results are subject to sampling tolerances. These vary with the size of the sample and the percentage figure concerned.

	EU	US	Manufacturing	Construction	Services	Infrastructure	SME	Large	EU vs US	Manuf vs Constr	SME vs Large
	(12672)	(803)	(222)	(160)	(220)	(201)	(619)	(184)	(12672 vs 803)	(222 vs 160)	(619 vs 184)
10% or 90%	1.0%	2.9%	5.2%	6.0%	5.4%	5.4%	2.3%	4.0%	3.0%	7.9%	4.6%
30% or 70%	1.5%	4.4%	8.0%	9.2%	8.2%	8.2%	3.5%	6.1%	4.6%	12.1%	7.0%
50%	1.7%	4.8%	8.7%	10.0%	9.0%	9.0%	3.9%	6.6%	5.0%	13.2%	7.7%

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.
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.

EIBIS 2019 – Country Technical Details

The country overview presents selected findings based on telephone interviews with 803 firms in the USA (carried out between March and July 2019).

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

Base definition and page reference	EU 2019/2018	US 2019	Manufacturing	Construction	Services	Infrastructure	SME	Large
All firms, p. 3, p. 4, p. 8, p. 10, p. 13, p. 15, p. 16	12672/12355	803	222	160	220	201	619	184
All firms (excluding don't know/refused responses), p. 2	11967/11790	711	199	146	183	183	554	157
All firms (excluding don't know/refused responses), p. 6*	8802/9095	516	150	109	131	126	394	122
All firms (excluding don't know/refused responses), p. 7*	12533/NA	800	215	156	214	192	617	183
All firms (excluding don't know/refused responses), p. 9	12216/11952	778	215	155	214	194	601	177
All firms (excluding don't know/refused responses), p. 13	10980/10865	605	160	127	167	151	479	126
All firms (excluding don't know/refused responses), p. 16*	12201/NA	762	208	153	207	194	595	167
All firms who have invested in the last financial year (excluding don't know/refused responses), p. 4	10005/10126	620	177	130	155	158	484	136
All firms who have invested in the last financial year (excluding don't know/refused responses), p. 5*	10188/10004	624	183	129	154	155	478	138
All firms who have invested in the last financial year (excluding don't know/refused responses), p. 12	9407/9030	587	176	123	143	145	467	120
All firms who used external finance in the last financial year (excluding don't know/refused responses), p. 14*	4426/4212	245	66	52	56	71	193	52
All firms (excluding those who did not exist three years ago), p. 8	12640/12335	802	222	160	219	201	618	184
All firms (excluding those who did not exist three years ago), p. 9	12640/12335	802	222	160	219	201	618	184
All firms (data not shown for those who said not an obstacle at all/don't know/refused), p. 11	12672/12355	803	222	160	220	201	619	184
All firms who used external finance in the last financial year (excluding don't know/refused responses), p. 12	4578/4323	255	69	52	59	75	199	56



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USA

Overview

EIB INVESTMENT SURVEY

2019