

# Survey for SMEs

## Background

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### Information about the respondent

Please state (fields marked with an '\*' are mandatory):

Your first  
name:

Your surname:

Your email address: \*

The name of any company or organisation on which behalf you are  
replying:

The country in which the company or organisation is  
located:

If you are replying on behalf of a company, is this company:

- A start-up
- A fast-growing company
- A small company with a relatively steady or moderately expanding business
- A medium-sized company with a relatively steady or moderately

- A medium-sized company with a relatively steady or moderately expanding business
- A company with a declining business
- A company in financial difficulties
- Other (please explain)

## Financing needs

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**LOGIC** Show/hide trigger exists.

Do you need financing?

- Yes
- No

**LOGIC** Hidden unless: Question "Do you need financing?" is one of the following answers ("Yes")

What do you need financing for? (e.g., to start, to grow, for daily operations, for major investments, you want to sell the company)

**LOGIC** Show/hide trigger exists. Hidden unless: Question "Do you need financing?" is one of the following answers ("Yes")

Would you prefer a (bank) loan or to have one or several investors contributing capital in return for ownership rights? (please explain the reason(s) for your preference)

- Loan
- Capital contribution in return for ownership rights

**LOGIC** Hidden unless: Question "Would you prefer a (bank) loan or to have one or several investors contributing capital in return for ownership rights? (please explain the reason(s) for your preference)" is one of the following answers ("Loan", "Capital contribution in return for ownership rights")

Please explain the reason(s) for your preference

**LOGIC** Show/hide trigger exists. Hidden unless: Question "Do you need financing?" is one of the following answers ("No")

Do you know other SMEs or start-ups that need finance and have difficulties raising finance?

- Yes
- No

**LOGIC** Hidden unless: Question "Do you know other SMEs or start-ups that need finance and have difficulties raising finance?" is one of the following answers ("Yes")

Briefly tell us about their needs and issues and kindly share this survey with them.

**LOGIC** Show/hide trigger exists.

Q2 - Do you experience difficulties raising financing in your country?

- Yes
- No

**LOGIC** Hidden unless: Question "Q2 - Do you experience difficulties raising financing in your country?" is one of the following answers ("Yes")

What are the issues with raising finance in your country?

**LOGIC** Hidden unless: Question "Q2 - Do you experience difficulties raising financing in your country?" is one of the following answers ("No")

Are SMEs in the country where you are located mainly financed by (bank) loans or by investors contributing capital in return for ownership rights?

- Loans
- Capital contributions in return for ownership rights

**LOGIC** Show/hide trigger exists.

Q3 – Have you tried to look for financing from lenders and/or investors outside the country in which you are located?

- Yes
- No

**LOGIC** Hidden unless: Question "Q3 – Have you tried to look for financing from lenders and/or investors outside the country in which you are located?" is one of the following answers ("Yes")

Were you looking for lenders and/or investors:

- Inside the EU
- Outside the EU
- Both

**LOGIC** Show/hide trigger exists. Hidden unless: Question "Q3 – Have you tried to look for financing from lenders and/or investors outside the country in which you are located?" is one of the following answers ("Yes")

Did you encounter any issues?

- Yes
- No

**LOGIC** Hidden unless: Question "Did you encounter any issues?" is one of the following answers ("Yes")

Please describe

**LOGIC** Hidden unless: Question "Q3 – Have you tried to look for financing from lenders and/or investors outside the country in which you are located?" is one of the following answers ("Yes")

Do you think you can get financing at a lower cost or better conditions outside your country?

- Yes
- No

**LOGIC** Show/hide trigger exists. Hidden unless: Question "Q3 – Have you tried to look for financing from lenders and/or investors outside the country in which you are located?" is one of the following answers ("Yes")

Would you be willing to look for financing outside of the EU (for example, the USA)?

- Yes
- No

**LOGIC** Hidden unless: Question "Would you be willing to look for financing outside of the EU (for example, the USA)?" is one of the following answers ("Yes")

What can you get there that you cannot get in the EU?

**LOGIC** Hidden unless: Question "Q3 – Have you tried to look for financing from lenders and/or investors outside the country in which you are located?" is one of the following answers ("No")

Why not?

Q4 - Can we contact you in case of any follow-up questions?

- Yes
- No