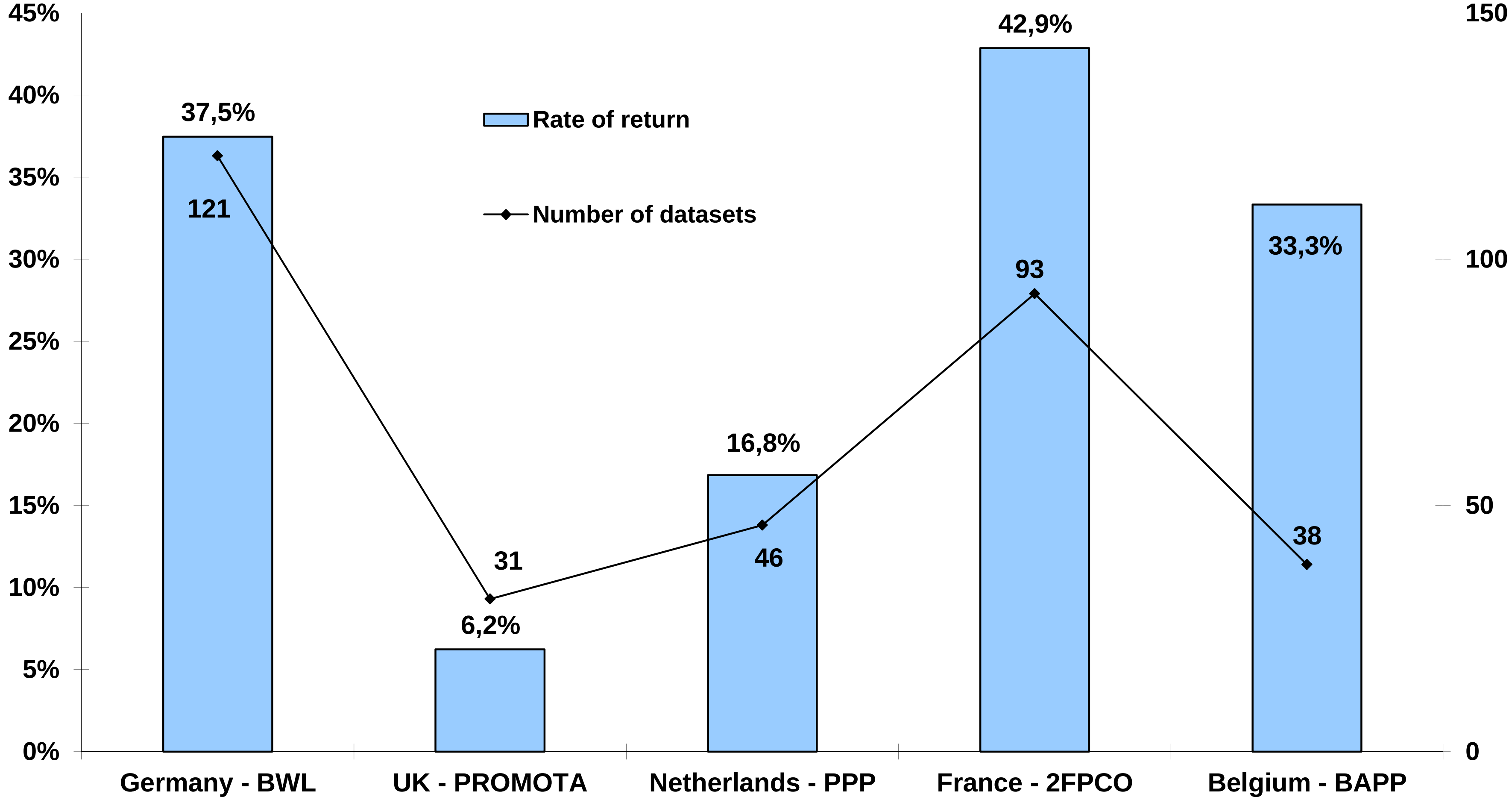
Quarterly EPPA Business Survey

carried out by the Institute for Research in Retailing (IfH)
at the University of Cologne

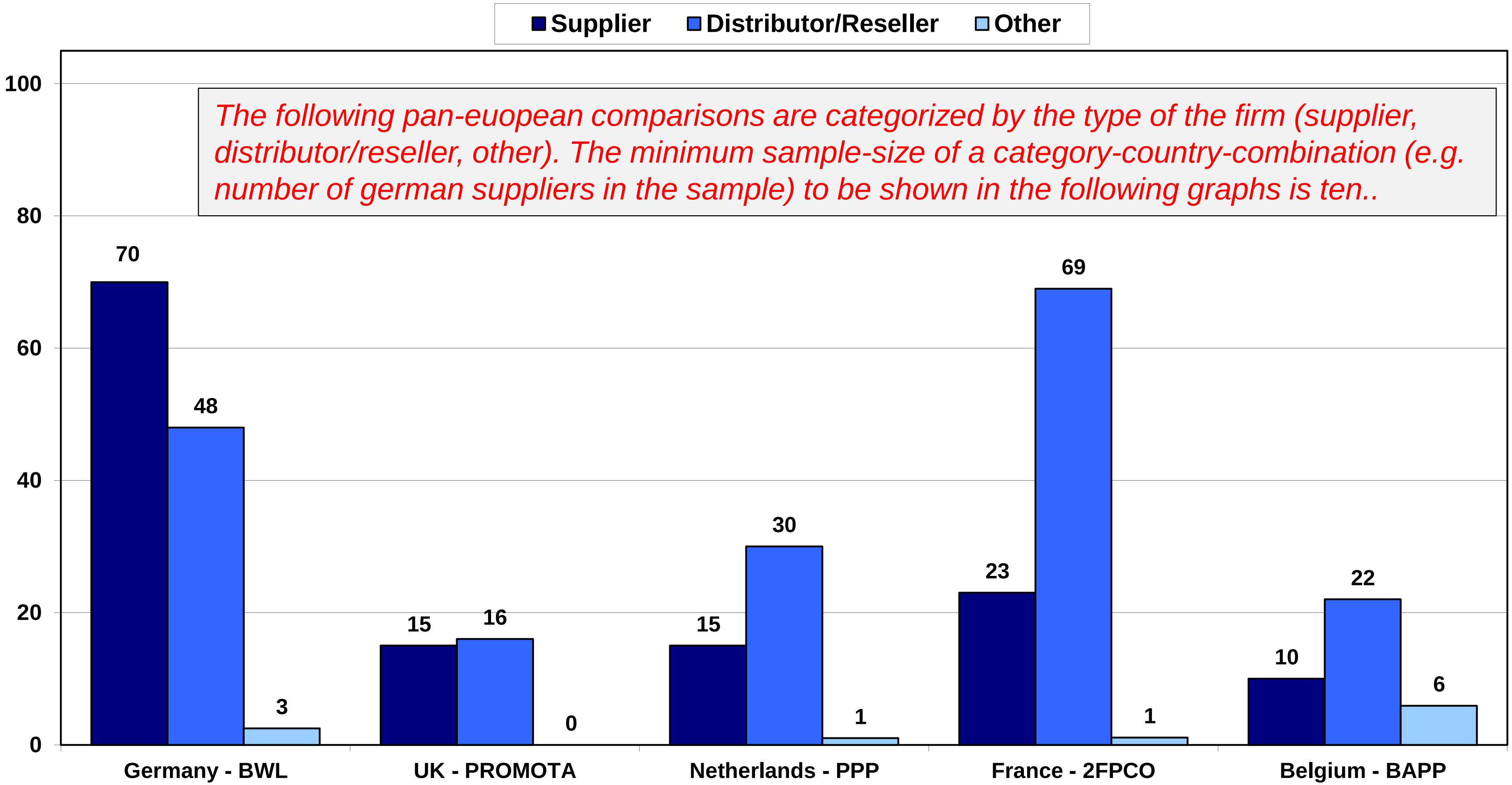
June 2011




Size of the sample and response rate



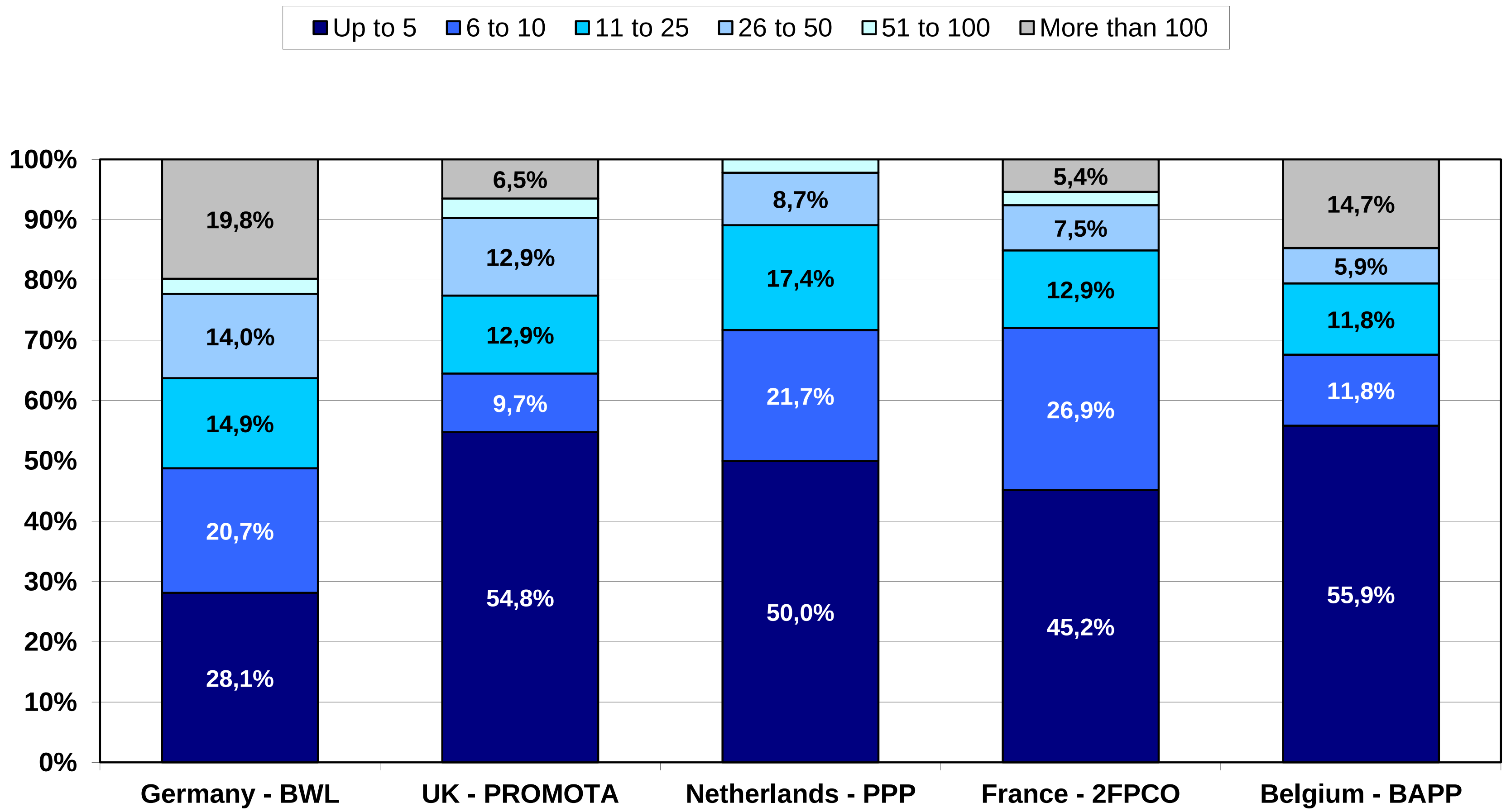
Structure of the sample:
Supplier, Distributor/Reseller, Other



Pan-european comparison

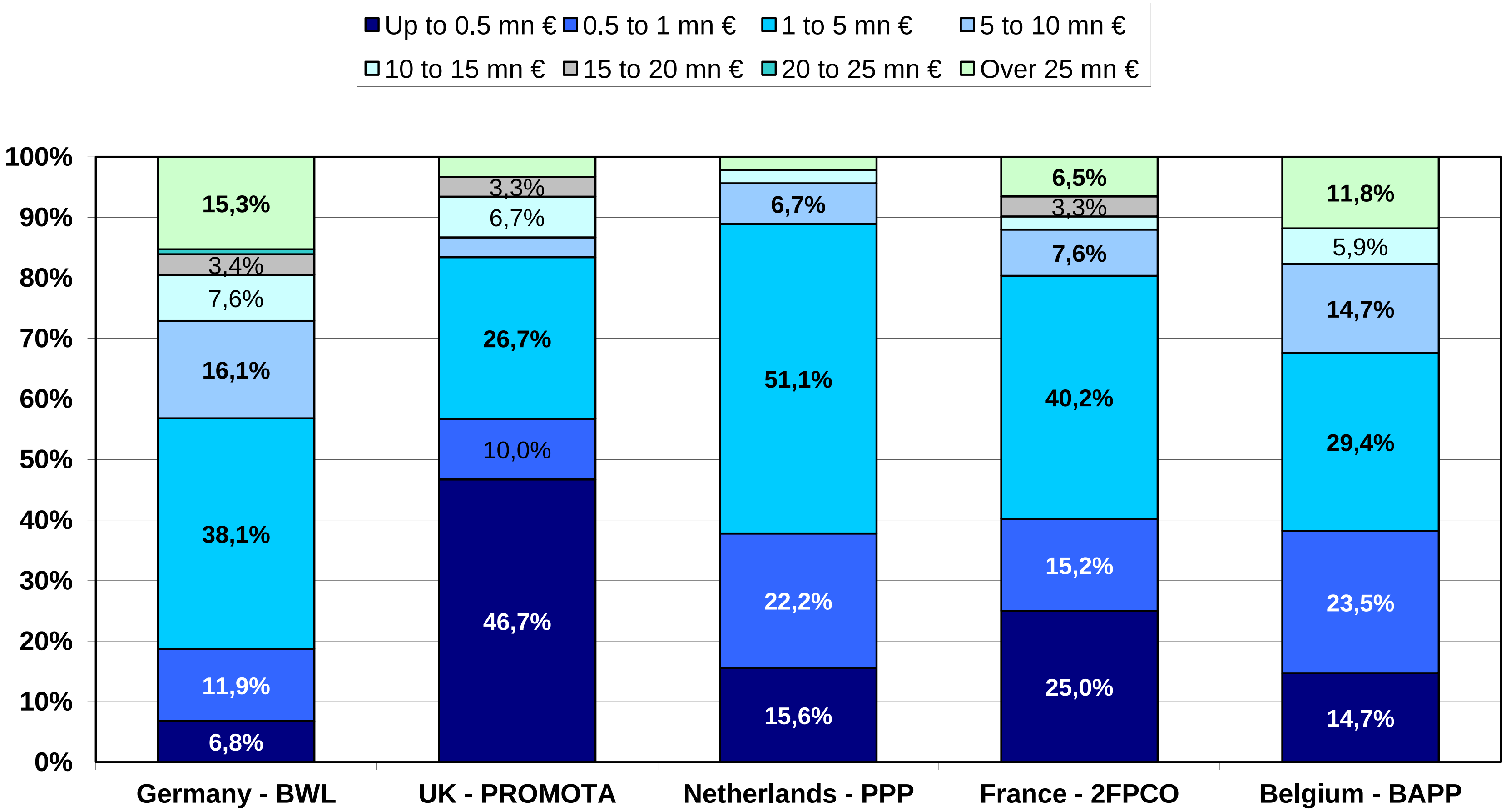
Company characteristics

Company characteristics:
Employees (fully employed)



36 <= n <= 141

Company characteristics:
Net turnover

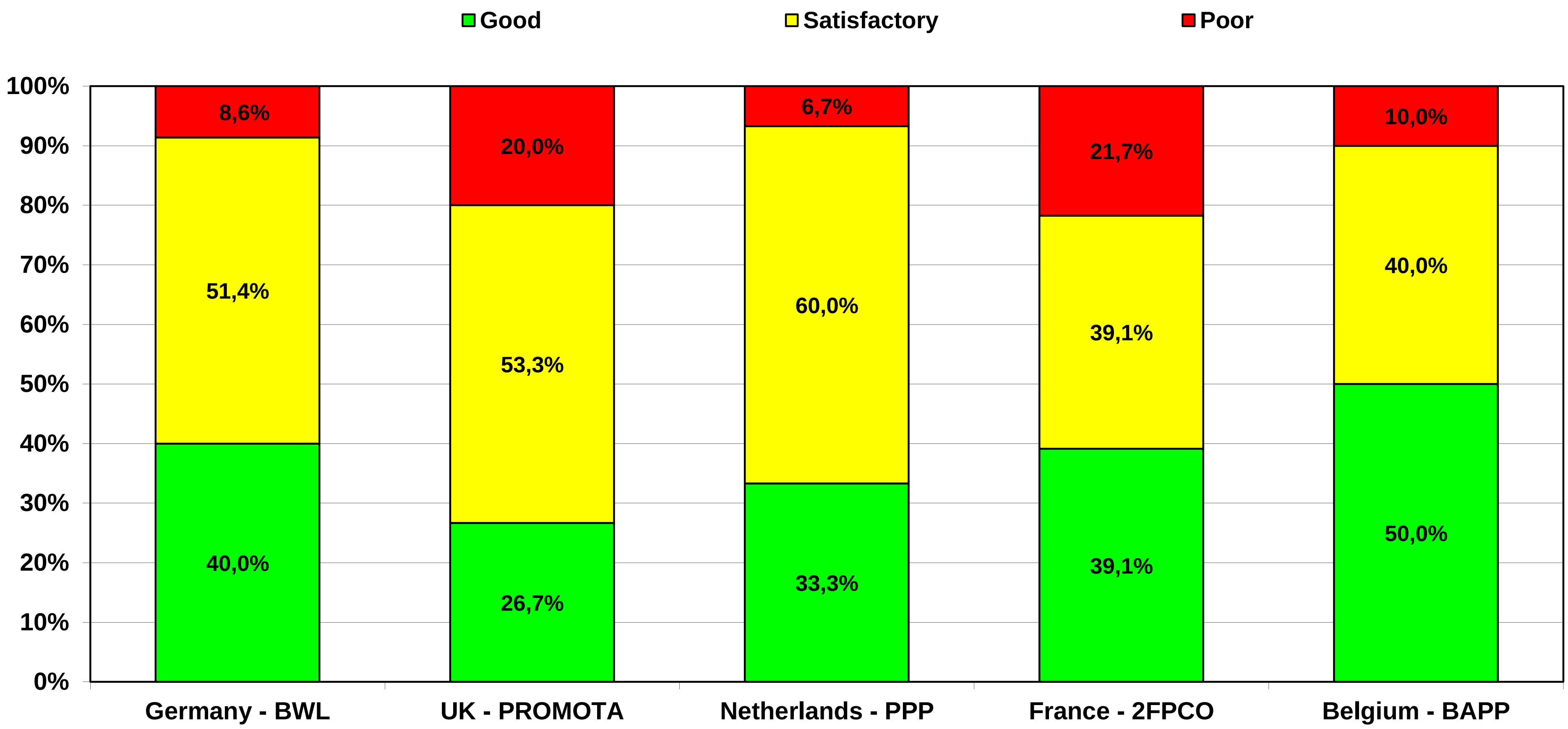


36 <= n <= 133

Pan-european comparison

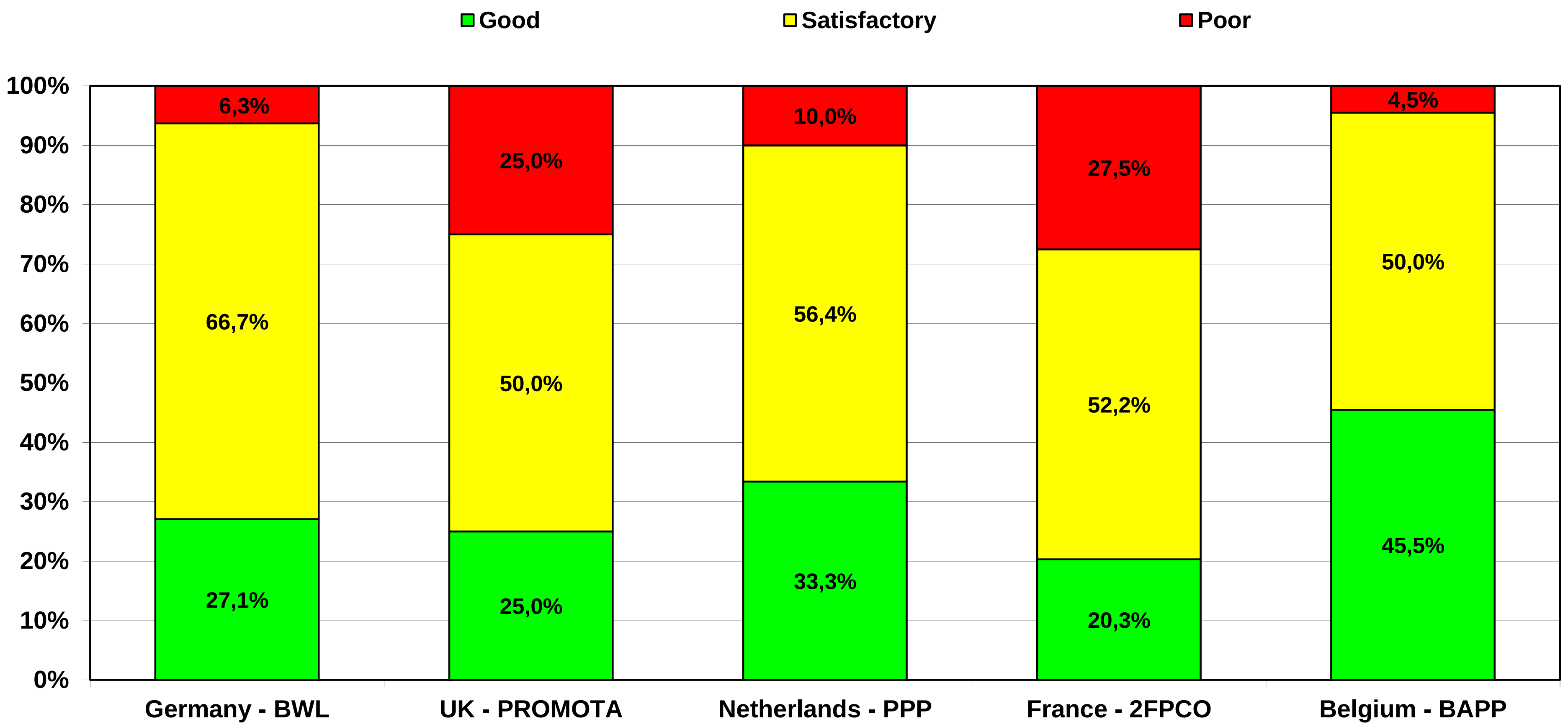
Business situation

Business situation and expectations:
How does your company see its present business situation? - *Supplier*



Business situation and expectations:

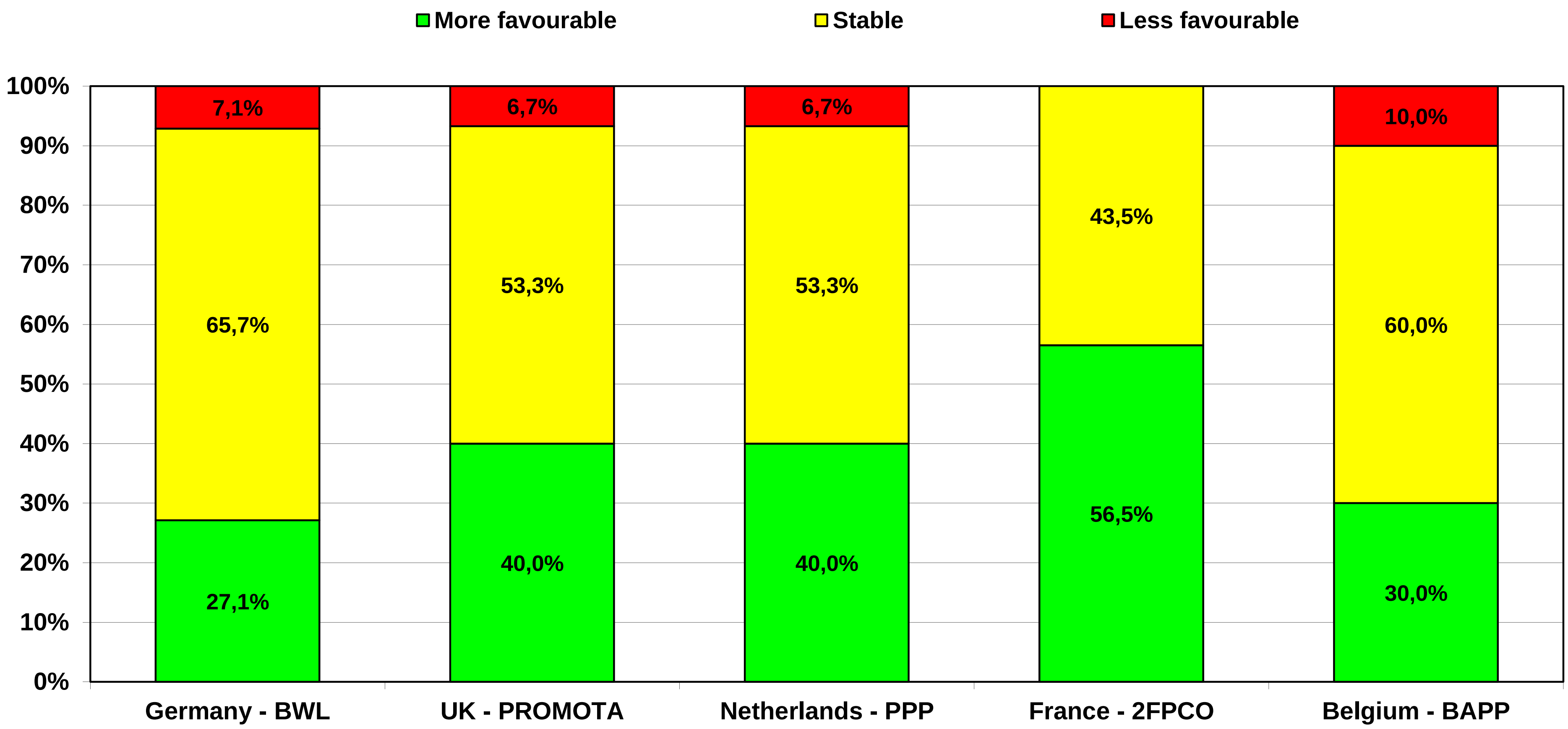
How does your company see its present business situation? - *Distributor / Reseller*



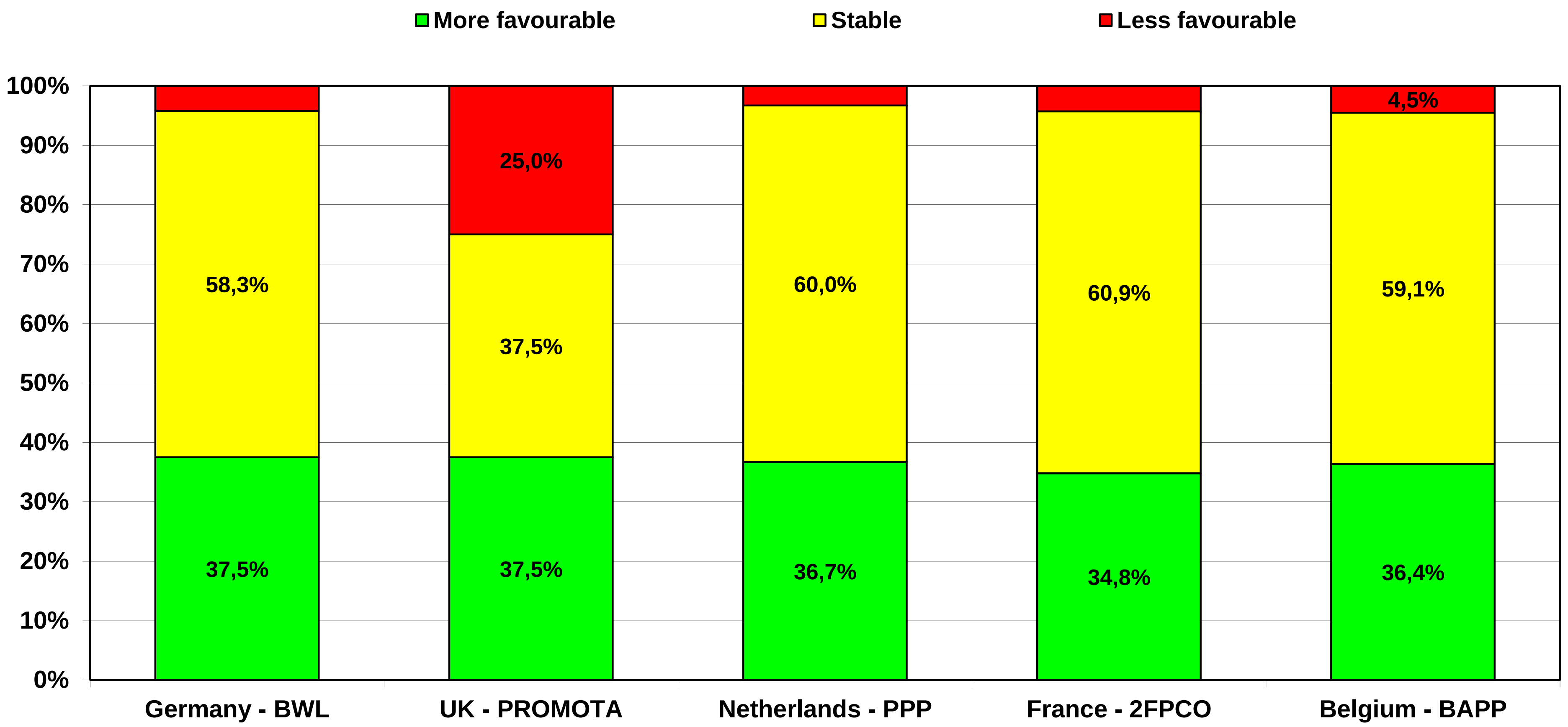
Pan-european comparison

Business expectations

Business situation and expectations:
How does your company expect its situation to change over the next six months? - *Supplier*



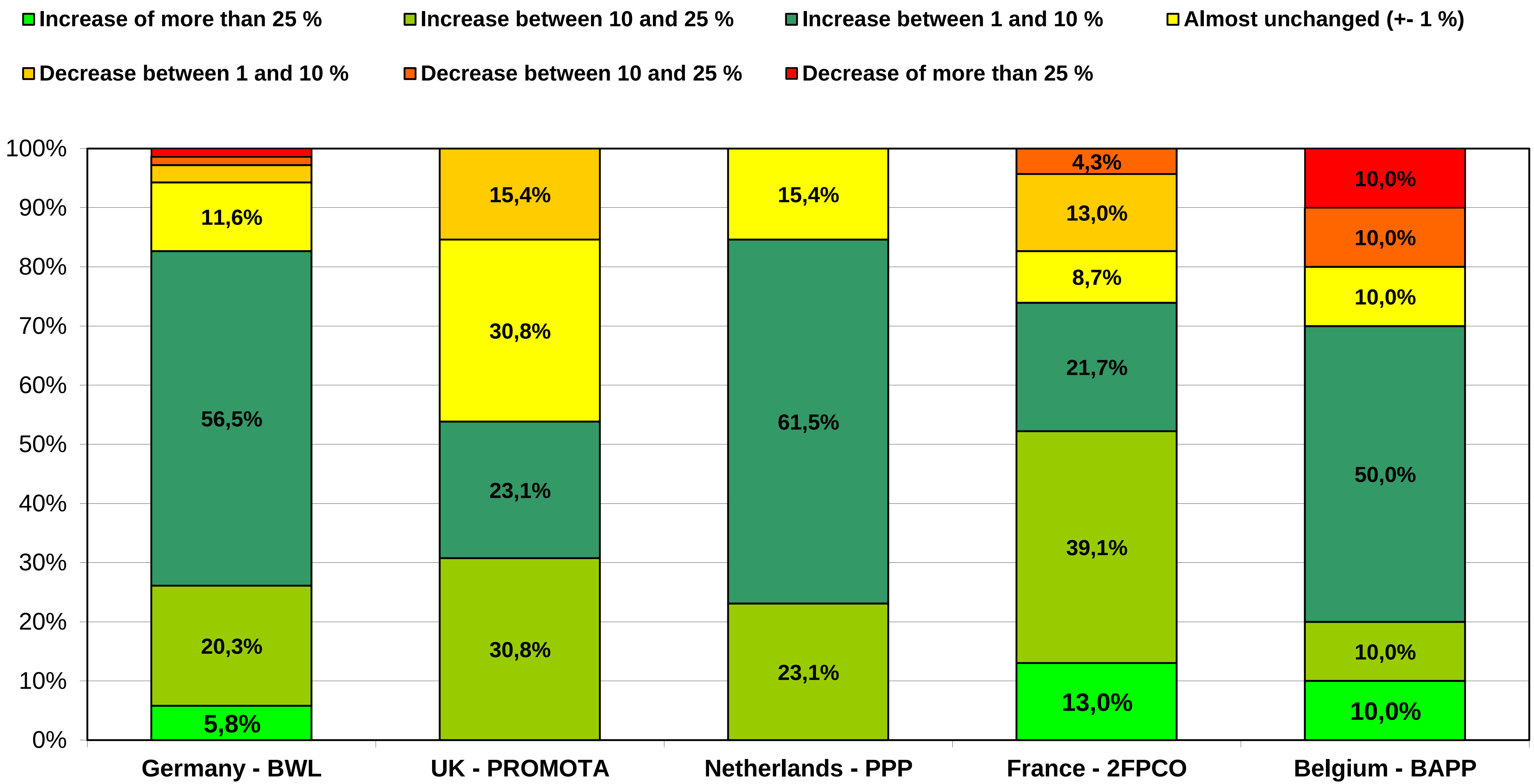
Business situation and expectations:
How does your company expect its situation to change over the next six months? - *Distributor / Reseller*



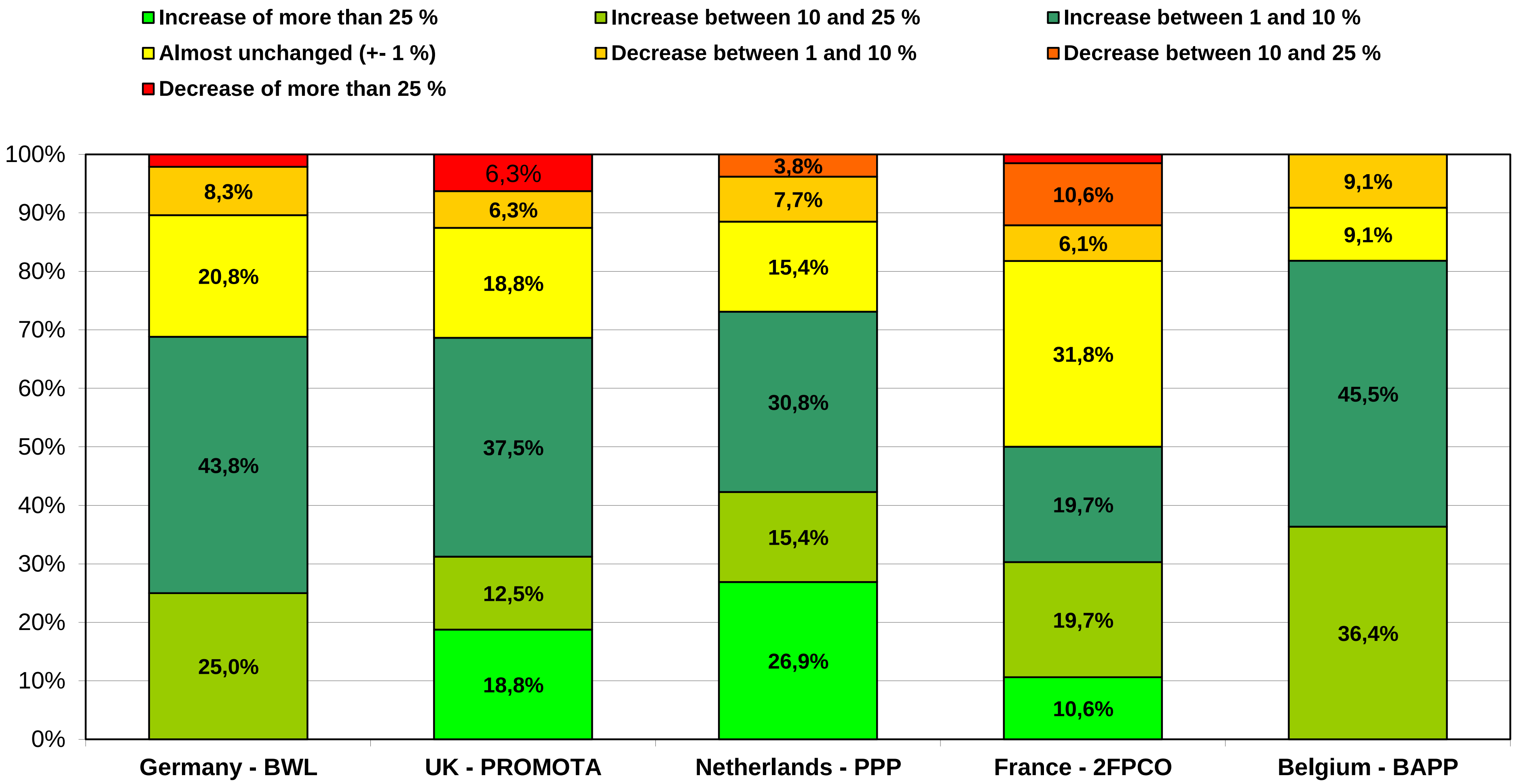
Pan-european comparison

Turnover developments

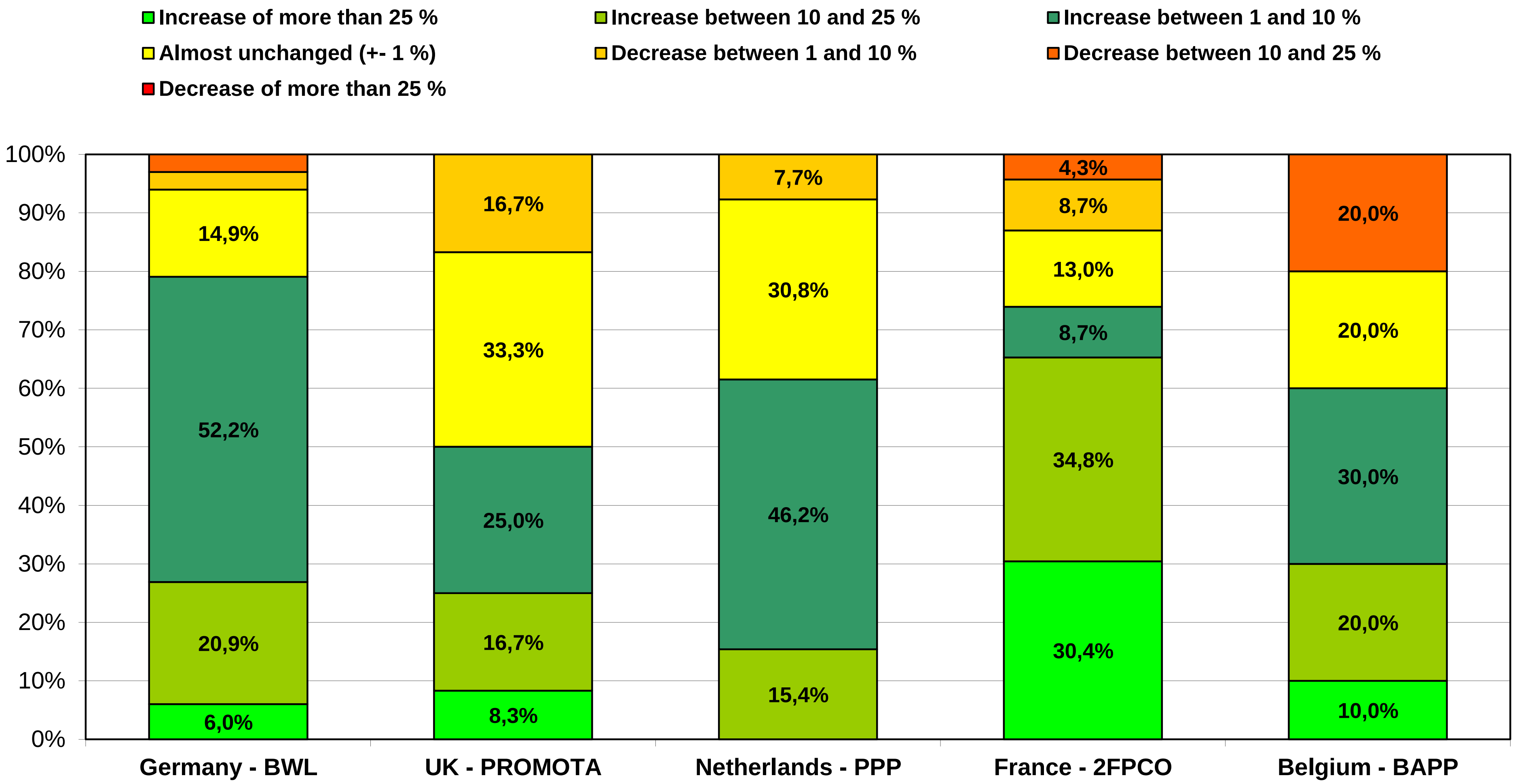
Turnover developments Q I 2011 vs. Q I 2010:
Total Sales - *Supplier*



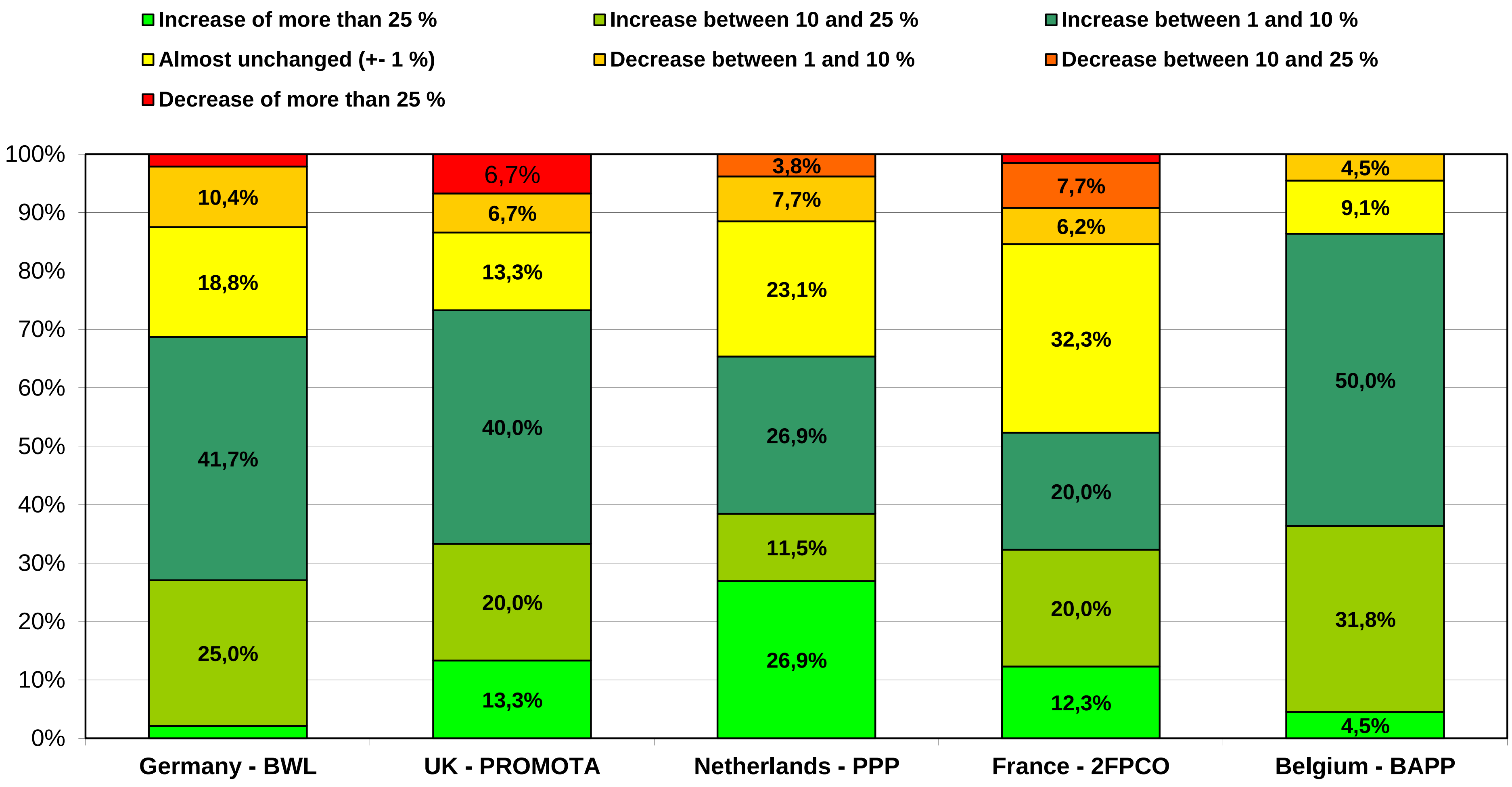
Turnover developments Q I 2011 vs. Q I 2010:
Total Sales - *Distributor / Reseller*



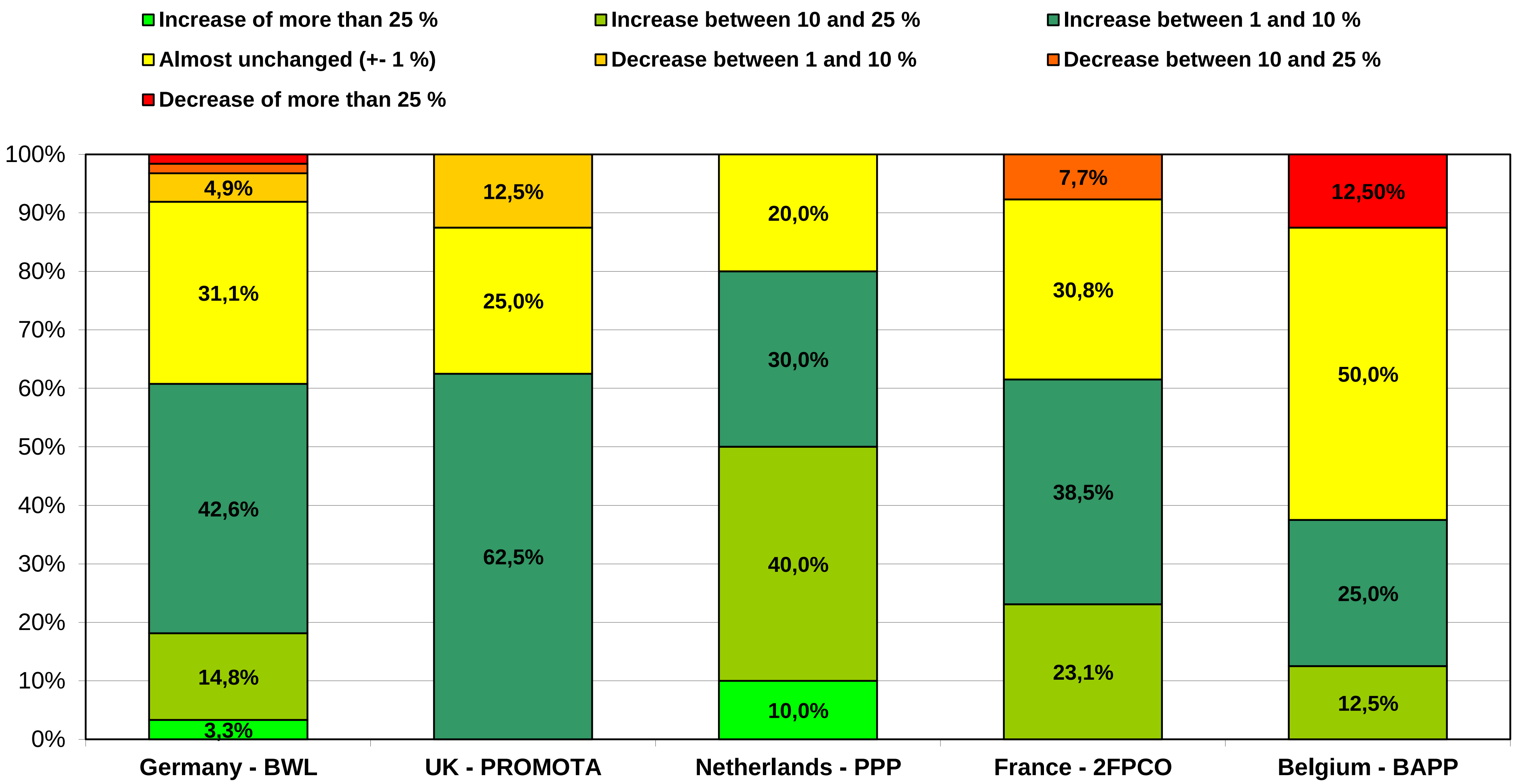
Turnover developments Q I 2011 vs. Q I 2010:
National Sales - *Supplier*



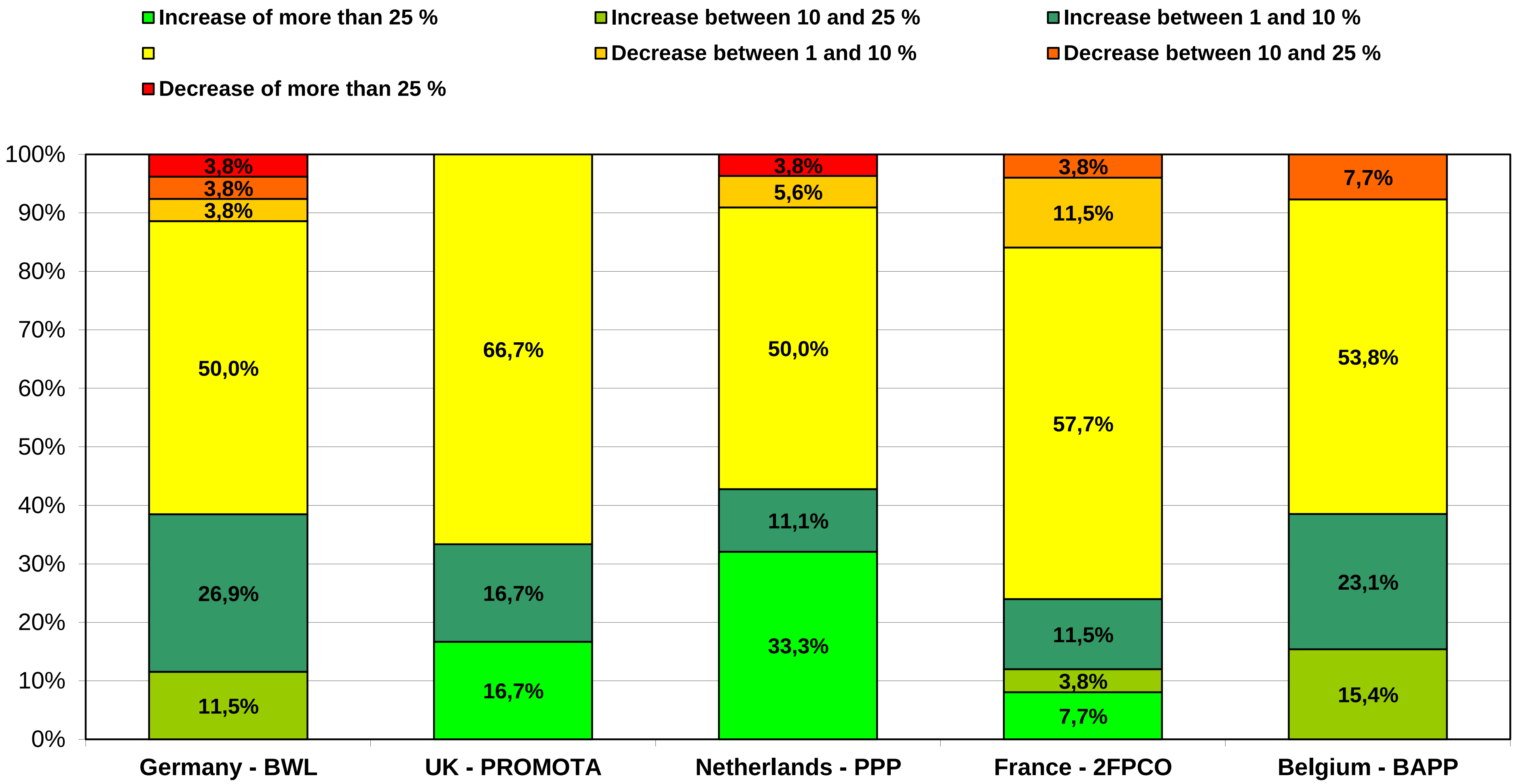
Turnover developments Q I 2011 vs. Q I 2010:
National Sales - *Distributor / Reseller*



Turnover developments Q I 2011 vs. Q I 2010:
Export Sales - *Supplier*



Turnover developments Q I 2011 vs. Q I 2010:
Export Sales - *Distributor / Reseller*



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