



Flash Eurobarometer 456

Report

SMEs, resource efficiency and green markets

Fieldwork
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Survey requested by the European Commission,
Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs
and co-ordinated by the Directorate-General for Communication

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The interpretations and opinions contained in it are solely those of the authors.

Flash Eurobarometer 456 – TNS political & social

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(DG COMM "Media monitoring and analysis" Unit)

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INTRODUCTION

Small and medium sized enterprises (SMEs) are the economic backbone of the European Union¹. Numbering more than 20 million, these companies represent 99% of European businesses and account for more than two thirds of employment. In the past five years 85% of new employment has come from SMEs². As well as being economically important, SMEs are also environmentally important: although their individual impact is small, their cumulative impact on the environment is significant.

Although environmental policy can create challenges for SMEs, it also provides business opportunities. By increasing resource efficiency, providing circular economy solutions and participating in green markets, European SMEs can generate employment and growth as well as boost their productivity and competitiveness.

The Green Action Plan for SMEs³, adopted in July 2014, aims to help SMEs take advantage of the opportunities provided by the green economy, and details how the Commission will work in partnership with Member States and regions to help SMEs turn environmental challenges into opportunities⁴.

This survey follows from past Eurobarometers (FL342 in 2012, FL381 in 2013 and FL426 in 2015) in reviewing the current levels of resource efficiency actions and the state of the green market amongst Europe's SMEs, as well as in neighbouring countries and in the US.

Topics covered include:

- Current and planned resource efficiency actions, and the reasons for taking them
- Barriers when implementing resource efficiency actions
- The role and impact of policy in supporting green business initiatives
- The current state of the green market

The results will be analysed at the EU28 and national level, and they will also be compared according to a range of company characteristics. Where possible the trend since the last report in 2015 will be discussed. In some cases, national level or company characteristics analysis was not carried out when the base sizes were too small. These will be noted in the text.

It should also be noted that for some of the small Member States (Cyprus, Malta and Luxembourg) and most of the non-EU countries surveyed (Albania, Iceland, Former Yugoslav Republic of Macedonia, Montenegro, Moldova and Serbia) the sample size is relatively low and results should therefore be interpreted with caution as they carry a larger margin of error.

This survey was carried out by the TNS Political & Social network in 28 Member States of the European Union, Albania, the Former Yugoslav Republic of Macedonia, Montenegro, Serbia, Turkey, Iceland, Moldova, Norway and the US between the 11th and 26th of September 2017. Some 15,019 enterprises were interviewed via telephone (landline and mobile phone) on behalf of the European Commission, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs.

¹ Small and medium-sized enterprises are defined as those with a staff headcount below 250. In addition to the staff headcount ceiling, an enterprise qualifies as an SME if it meets either the turnover ceiling or the balance sheet ceiling, but not necessarily both. The full definition can be found at:

http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition/index_en.htm

² <http://ec.europa.eu/growth/smes/>

³ http://ec.europa.eu/growth/smes/business-friendly-environment/green-action-plan/index_en.htm

⁴ http://ec.europa.eu/environment/sme/index_en.htm

The methodology used is that of Eurobarometer surveys as carried out by the Directorate-General for Communication (“Media monitoring and analysis” Unit)⁵. A technical note on the manner in which interviews were conducted by the Institutes within the TNS Political & Social network is appended as an annex to this report. Also included are the interview methods and confidence intervals⁶.

Note: In this report, countries are referred to by their official abbreviation. The abbreviations used in this report correspond to:

Belgium	BE	Latvia	LV
Czech Republic	CZ	Luxembourg	LU
Bulgaria	BG	Hungary	HU
Denmark	DK	Malta	MT
Germany	DE	The Netherlands	NL
Estonia	EE	Austria	AT
Greece	EL	Poland	PL
Spain	ES	Portugal	PT
France	FR	Romania	RO
Croatia	HR	Slovenia	SI
Ireland	IE	Slovakia	SK
Italy	IT	Finland	FI
Republic of Cyprus*	CY	Sweden	SE
Lithuania	LT	United Kingdom	UK
Albania	AL	Former Yugoslav Republic of Macedonia**	MK
Montenegro	ME	Serbia	RS
Turkey	TR		
Iceland	IS	Moldova	MD
Norway	NO	United States of America	US

* Cyprus as a whole is one of the 28 European Union Member States. However, the ‘acquis communautaire’ has been suspended in the part of the country which is not controlled by the government of the Republic of Cyprus. For practical reasons, only the interviews carried out in the part of the country controlled by the government of the Republic of Cyprus are included in the ‘CY’ category and in the EU28 average.

** Provisional abbreviation which in no way prejudices the definitive name of this country, which will be agreed once the current negotiations at the United Nations have been completed.

We wish to thank the people throughout Europe who have given their time to take part in this survey. Without their active participation, this study would not have been possible.

⁵ <http://ec.europa.eu/commfrontoffice/publicopinion>

⁶ The results tables are included in the annex. It should be noted that the total of the percentages in the tables of this report may exceed 100% when the respondent has the possibility of giving several answers to the question.

MAIN FINDINGS

Minimising waste and saving energy are the most common resource efficiency actions and have become more widespread since 2015

- The most common resource efficiency actions being undertaken by SMEs are minimising waste (65%), saving energy (63%), saving materials (57%), saving water (47%), and recycling by reusing material or waste within their company (42%).
 - Compared with 2015, SMEs are now more likely to undertake each of the resource efficiency actions discussed in the survey. The largest increase is in the proportion of SMEs that undertake actions to minimise waste (+5 pp), and to save energy (+4 pp).
- **The most common resource efficiency actions that are planned for the next two years are energy savings (59%), waste minimisation (57%) and materials savings (51%).**
 - SMEs are more likely to be planning additional resource efficiency actions than they were in 2015, particularly minimising waste (+10 pp), saving energy (+9 pp) and saving materials (+8 pp).
- 39% of SMEs undertaking resource efficiency actions faced no difficulties when setting them up.
 - The most common difficulties SMEs faced when setting up resource efficiency actions are complex administrative or legal procedures (33%), the cost of environmental actions (24%), the difficulty adapting environmental legislation to the company (22%), the lack of specific environmental expertise, the technical requirements of the legislation not being up to date, or the difficulty in choosing the right actions for their company (all 20%).
- **For 41% of SMEs, resource efficiency actions decreased production costs.**
- Overall investment in resource efficiency actions is low – 30% of SMEs that are taking actions invested none of their turnover in this area in the past two years, while 25% invested less than 1% and 25% invested between 1% and 5%.
 - SMEs are more likely to say they invested none of their turnover than they were in 2015 (+4 pp).

SMEs are much more likely to rely on internal rather than external support for resource efficiency efforts

- Amongst SMEs that have taken resource efficiency actions, 60% rely on their own financial resources and 58% on their own or technical expertise. Comparatively few rely on external support (22%).
- The most common forms of external support are advice or other non-financial assistance from private consulting and audit companies (47%), advice or other non-financial assistance from business associations (31%) or private funding from a bank, investment company or venture capital fund (30%).
 - Since 2015 the proportion of SMEs using advice or other non-financial assistance from private consulting and audit companies has increased by 12 percentage points, and advice or other non-financial assistance from public administration has increased by seven percentage points.

- 36% of SMEs consider grants or subsidies the best form of assistance for improving resource efficiency. 23% mention consultancy and 22% opt for the demonstration of new technologies or processes or the advice on funding possibilities and financial planning for resource efficiency investments

Across EU28, almost one third of all SMEs either currently offer green products or services (24%), or are planning to do so in the next two years (9%).

- The majority of European SMEs (63%) do not currently offer green products or services, and have no plans to do so.
- For those that do sell them (24%), green products and services make up a small proportion of their annual turnover
 - For 63% of the SMEs that sell green products and services, such sales represent at most 30% of their turnover, and, more in particular, for 34% of these SMEs such sales represent, at most, just 5% of their turnover.
- Most SMEs that sell green products or services have been doing so for more than three years (68%) while 22% have been selling them for 1-3 years and 6% for less than one year
- For the large majority of SMEs (92%), the national market is the main market for their green products or services. Almost one in five (19%) say their main market is the EU plus Iceland, Lichtenstein, Norway and Switzerland.
- SMEs are much more likely to rely on their own resources, to produce green products or services although the proportion relying on external support has increased
 - 61% of SMEs that offer green products or services rely on their own financial resources to produce these green products or services, while almost as many (58%) rely on their own technical expertise. More than one in five says they rely on external support (29%).
 - External support is most likely to be in the form of advice or other non-financial assistance from private consulting and audit companies or from business associations (both 28%).
 - The proportion relying on external support has increased by six percentage points since 2015.
 - Private funding from friends or relatives has increased eight percentage points since 2015.
- **The majority of SMEs (62%) are satisfied with the level of public support for the production of their green products or services.**

Financial incentives are increasingly considered to be the most helpful support for expanding ranges of green products or services by SMEs

- 45% of SMEs say that financial incentives for developing products, services or new production processes would be the best support for expanding their offer of green products and services, 28% mention assistance with identifying potential markets or customers, 25% technical support and consultancy for the development of products, services and production processes and 23% consultancy services for marketing or distribution.
 - The proportion of SMEs mentioning financial incentives has increased by 10 percentage points since 2015.

Financial incentives are also considered the best support for launching green products or services by SMEs that do not currently offer them

- Amongst SMEs that do not currently offer green products or services, 28% say financial incentives for developing products, services or new production processes would be the best support for launching green products or services, 18% mention technical support and consultancy for the development of products, services and production processes and 17% mention assistance with identifying potential markets or customers.

40% of SMEs have at least one full time employee in a green job for at least some of the time

- On average SMEs have 1.7 employees in green jobs

SMEs vs. Large companies (250+ employees)

There is little overall difference in the proportion of SMEs and large companies taking at least a few resource efficiency actions, although there are variations for individual actions (e.g. saving water: 70% vs. 47% of the SMEs). Large companies are, however, more likely to be planning at least one additional action over the next two years (88% vs. 79%). SMEs are less likely to have invested a proportion of turnover in resource efficiency actions (8% vs 30%).

When asked about the difficulties encountered when setting up resource efficiency actions, SMEs are more likely to mention a lack of demand for resource efficient products and services (17% vs. 10%) or a lack of supply of the required materials, parts, products or services (14% vs. 6%). Large companies, on the other hand, are more likely to mention the cost of environmental actions (37% vs. 24%) or difficulty choosing the right resource efficiency actions for their company (27% vs. 20%).

SMEs are less likely than larger companies to offer green products or services (24% vs. 49%), and are more likely to say they have no plans to do so (63% vs. 42%).

The average number of green jobs in European SMEs is 1.7, compared to 41.1 for large companies.

SMEs in Europe and the US

There is no difference between SMEs in the EU and the US in the overall proportion taking at least one resource efficiency action, although those in the US are more likely to be taking many actions (50% vs. 33%).

There is little difference between the EU and US in the proportion of SMEs that encounter difficulties when setting up resource efficiency actions (6 percentage points), although those in the US are more likely to report a lack of demand for resource efficient products or services (24% vs. 17%).

When setting up resource efficiency actions, SMEs in EU28 are more likely than their counterparts in the US to report difficulties with complexity of administrative or legal procedures (33% vs. 17%) or adapting environmental legislation to their company (22% vs. 14%), while SMEs in the US are more likely to report a lack of supply of required materials, parts, products or services (21% vs. 14%) or a lack of demand for resource efficient products or services (24% vs. 17%).

SMEs in the US are also more likely than those in the EU to say resource efficiency actions increased production costs (34% vs. 18%). They are also more likely to have invested at least 1% of their annual turnover in resource efficiency actions (45% vs. 35%).

SMEs in the US are more likely than their EU counterparts to be selling green products or services (32% vs. 24%), however, EU SMES are more likely to report a higher turnover from green product or service sales: 41% say these represented more than 10% of annual turnover, compared to 33% of US SMEs. EU SMEs have also been selling green products or services for longer: 68% have been doing so for more than three years, compared to 56% of those in the EU.

SMEs in the US are much more likely than those in the EU to rely on external support to produce green products or services (48% vs. 29%).

I. BETTER USE OF RESOURCES: WHO, HOW AND HOW MUCH

The first section of the report discusses a wide range of factors relating to resource efficiency amongst SMEs.

The first chapter analyses the actions that SMEs are currently undertaking to be more resource efficient, as well the additional actions that SMEs plan to implement over the next two years. At the end of the chapter, the barriers SMEs face in trying to establish resource efficiency actions are discussed.

The second chapter of this section covers the impact resource efficiency actions have had on production costs, and the level of financial investment in resource efficiency actions.

The final chapter reviews the kinds of support SMEs rely on when trying to be more resource efficient, and in particular the types of external support they use. This chapter ends with a discussion of the type of support SMEs consider would be most effective in helping them to be more resource efficient.

1 Actions to promote resource efficiency: present and future

a. What is being done now?

Companies were asked about the current actions they are taking to be more resource efficient⁷.

- Minimising waste and saving energy are the most common resource efficiency actions, and have become more widespread since 2015 –

More than half of all SMEs say they are minimising waste (65%), saving energy (63%) and saving materials (57%). More than four in ten SMEs are saving water (47%), or recycling by reusing material or waste within their company (42%).

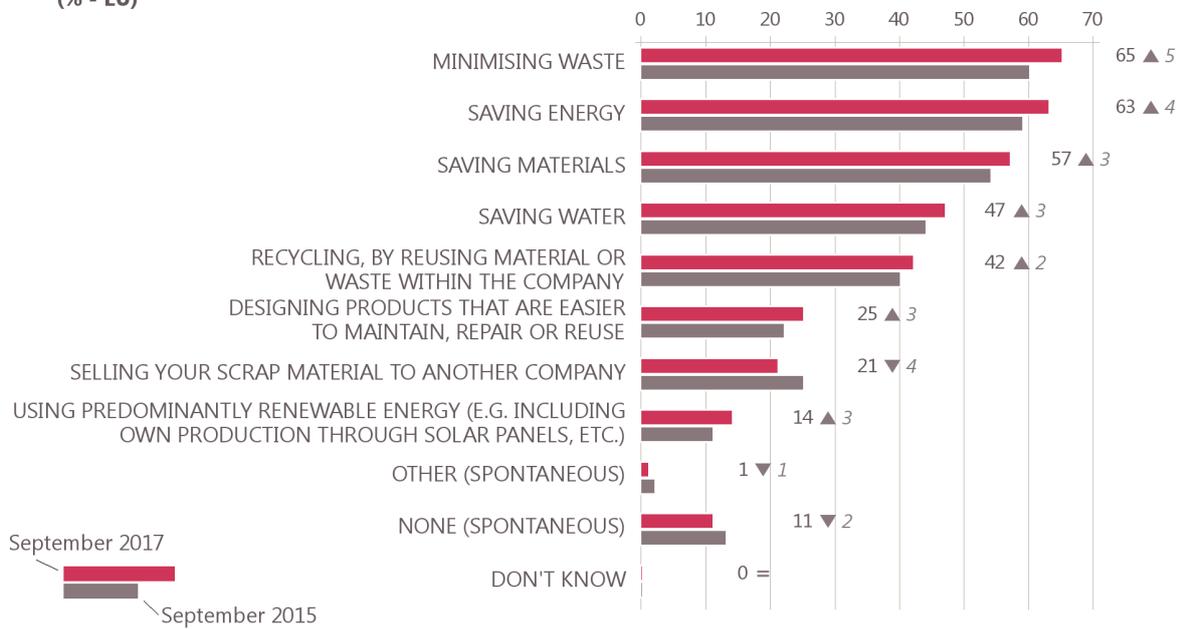
One quarter of SMEs are designing products that are easier to maintain, repair or reuse (25%), while just over one in five are selling their scrap material to another company (21%). More than one in ten are using predominantly renewable energy (14%).

Just over one in ten SMEs are not taking any actions to be more resource efficient (11%), meaning almost all SMEs (89%) are taking at least one action.

As the chart illustrates, SMEs are more likely to be taking actions in almost all of these areas than they were in 2015.

⁷ Q1 What actions is your company undertaking to be more resource efficient? Saving water; Saving energy; Using predominantly renewable energy (e.g. including own production through solar panels, etc.); Saving materials; Minimising waste; Selling your scrap material to another company; Recycling, by reusing material or waste within the company; Designing products that are easier to maintain, repair or reuse ; Other (DO NOT READ OUT); None (DO NOT READ OUT); DK/NA

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - EU)



Base: All SMEs (N=12,907)

Company breakdown

Comparing SMEs to large companies (with 250+ employees) shows that large companies are more likely to say they are undertaking each of these actions, and in particular saving water (70% vs. 47%), saving energy (82% vs. 63%), recycling (59% vs. 42%) or minimising waste (80% vs 65%)⁸.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Minimising waste	Saving energy	Saving materials	Saving water	Recycling, by reusing material or waste within the company	Designing products that are easier to maintain, repair or reuse	Selling your scrap material to another company	Using predominantly renewable energy (e.g. including own production through solar panels, etc.)
SMEs								
EU28	65	63	57	47	42	25	21	14
Large companies								
EU28	80	82	62	70	59	27	30	27

Base: All companies (N=13,117)

An analysis of company characteristics shows that the larger the SME, the more likely it is to be doing each of the following: recycling by reusing material or waste within the company; designing products that are easier to maintain, repair or reuse; selling their scrap material to another company; or using predominantly renewable energy. For instance, 18% of small SMEs (1-9 employees) are selling their scrap material to another company, compared to 48% of medium-sized SMEs.

Focussing just on micro enterprises, those with 2-9 employees are more likely than solo operators to be minimising waste (67% vs. 57%), saving energy (63% vs. 56%), saving water (52% vs. 40%), or designing products that are easier to maintain, repair or reuse (32% vs. 21%). Solo operators are more likely to be recycling by reusing material or waste within the company (39% vs. 22%).

Comparing by sector highlights manufacturing and industry SMEs are the most likely to be minimising waste or selling their scrap to another company. For example, 71% of manufacturing SMEs and 70% in industry SMEs are minimising waste, compared to 65% of retail SMEs and 62% of services SMEs. Manufacturing SMEs are also the most likely to be designing products that are easier to maintain, repair or reuse (33%), particularly compared to services SMEs (23%).

Industry SMEs are the most likely to be using predominantly renewable energy (19% vs 12%-14%), and they are also the most likely to be recycling, particularly compared to services SMEs (46% vs. 38%).

⁸ Care should be taken when interpreting the results for large companies, due to low base size (138).

The larger an SME's turnover in 2016, the more likely it is to be minimising waste, saving energy, saving materials, recycling by reusing material or waste within the company, or selling their scrap material to another company. For example, 57% of companies with a turnover of 100,000 or less are minimising waste, compared to 78% of those with a turnover of more than 10 million euros.

SMEs established in 2017 are more likely than older companies to be recycling by reusing material or waste within the company (53%), but they are the least likely to be using predominantly renewable energy: 6% say they are doing this, compared to 14% of companies established before 2010. SMEs established before 2010 are the most likely to be selling their scrap material to another company: 22% do so, compared to 16% of companies established in 2017.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Minimising waste	Saving energy	Saving materials	Saving water	Recycling, by reusing material or waste within the company	Designing products that are easier to maintain, repair or reuse	Selling your scrap material to another company	Using predominantly renewable energy (e.g. including own production through solar panels, etc.)
EU28	65	63	57	47	42	25	21	14
Company size								
1-9	65	62	55	47	40	24	18	13
10-49	66	64	62	46	46	28	31	17
50-249	77	76	65	56	59	38	48	30
Sectors grouped (NACE)								
Manufacturing (C)	71	64	64	48	41	33	31	12
Retail (G)	65	67	57	49	44	24	22	12
Services (I/J/K/H/L/M)	62	61	54	46	38	23	15	14
Industry (B/D/E/F)	70	60	60	46	46	28	30	19
Company age								
Before 2010	67	64	57	48	42	25	22	14
Between 2010 and 2016	61	59	55	45	41	26	17	13
2017 and after	67	64	52	47	53	26	16	6
Micro-enterprises								
One person company	57	56	53	40	39	21	16	13
2-9 employees	67	63	55	52	22	32	13	14
Turnover 2016								
100,000 euros or less	57	58	54	43	38	21	17	12
More than 100-500,000 euros	67	63	57	48	39	27	19	15
More than 500,000 - 2 mil. euros	69	67	59	47	46	29	27	16
More than 2- 10 mil. euros	71	69	64	46	47	22	30	17
More than 10 mil. euros	78	77	67	57	54	36	44	38

Base: All SMEs (N=12,907)

Comparison between the EU and US

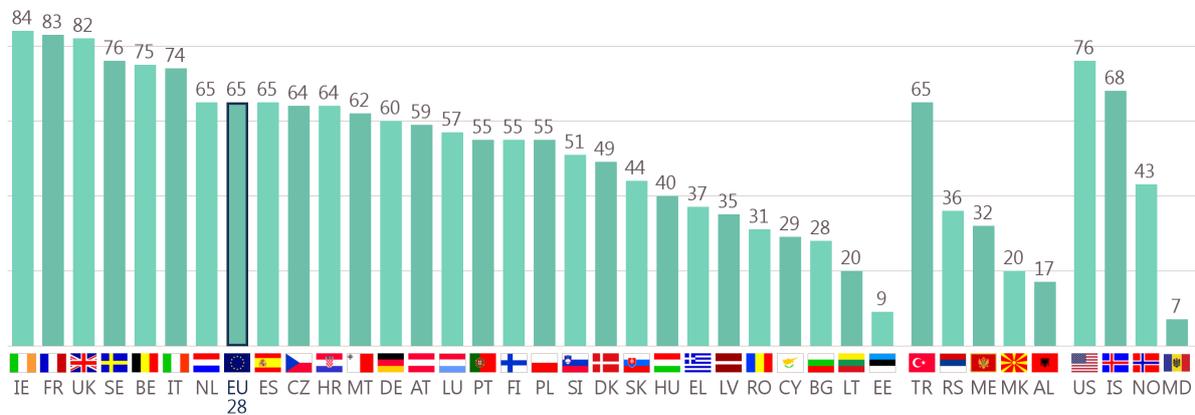
SMEs in the US are more likely to be taking each of these resource efficiency actions, compared to those in EU28. In particular, SMEs in the US are much more likely to be recycling by reusing material or waste within the company (65% vs. 42%), designing products that are easier to maintain, repair or reuse (42% vs. 25%), minimising waste (76% vs. 65%) or selling their scrap material to another country (30% vs. 21%).

National analysis

More than eight in ten SMEs in Ireland (84%), France (83%) and the United Kingdom (82%) are **minimising waste**, as are at least seven out of ten in Sweden (76%), Belgium (75%) and Italy (74%). This is the most mentioned resource efficiency action in ten EU Member States. In contrast, only 9% of SMEs in Estonia and 20% in Lithuania are minimising waste.

The analysis across all countries shows that SMEs in the US (76%) are amongst the most likely to say they are minimising waste. while those in Moldova (7%), Albania (17%) and Macedonia (20%) are amongst the least likely.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(% - MINIMISING WASTE)

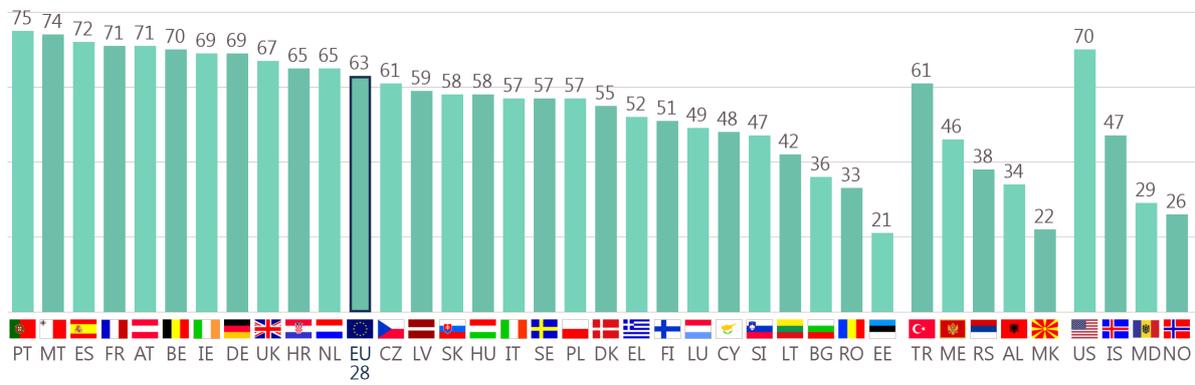


Base: All SMEs (N=12,907)

SMEs in Portugal (75%), Malta (74%) and Spain (72%) are the most likely to be taking actions to **save energy**. In fact, in 21 Member States the majority of SMEs say they are taking energy saving actions. Saving energy is the most mentioned resource efficiency action in 16 Member States. At the other end of the scale just 21% of SMEs in Estonia, 33% in Romania and 36% in Bulgaria are undertaking energy saving actions.

Including the non-EU countries, SMEs in the US are amongst the most likely to be saving energy (70%), while those in Macedonia (22%), Norway (26%) and Moldova (29%) are amongst the least likely to be doing so.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - SAVING ENERGY)

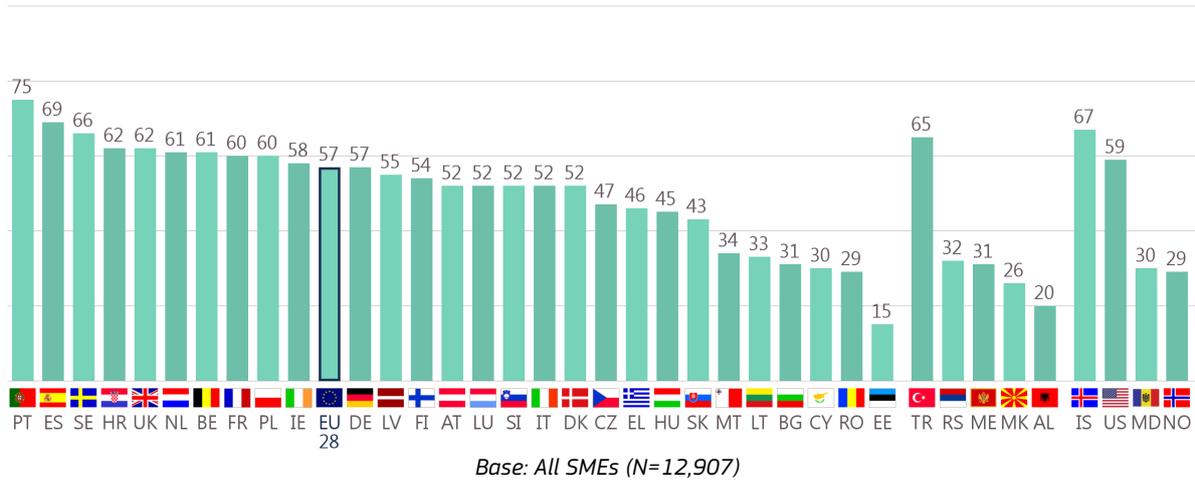


Base: All SMEs (N=12,907)

SMEs in Portugal (75%) are also the most likely to be **saving materials**, followed by those in Spain (69%) and Sweden (66%). In fact, at least half of all SMEs in 18 Member States say they are doing this. Saving materials is the resource efficiency action most mentioned by SMEs in Poland (60%) and Slovenia (52%). Once again SMEs in Estonia are the least likely to be taking this action (15%), followed by those in Romania (29%) and Cyprus (30%).

The analysis across all countries shows that SMEs in Iceland (67%) and Turkey (65%) are amongst the most likely to be saving materials, while those in Albania (20%), Macedonia (26%) and Norway (29%) are amongst the least likely to be doing so.

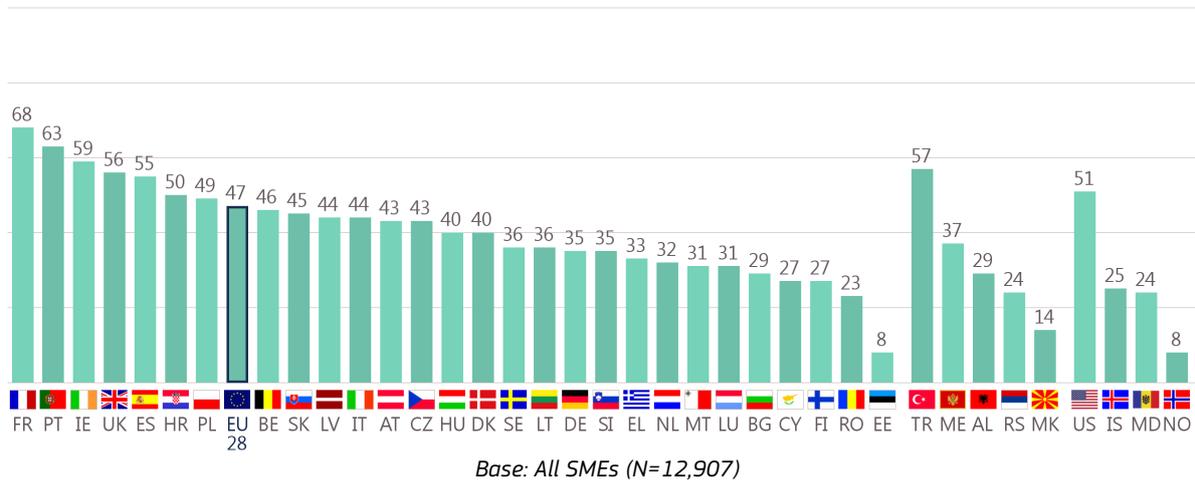
Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - **SAVING MATERIALS**)



The analysis across all countries shows that SMEs in France (68%), Portugal (63%) and Ireland (59%) are the most likely to say they are **saving water**, while those in Estonia (8%), Romania (23%) and Finland (27%) are the least likely to say this.

Across all countries, SMEs in Turkey are amongst the most likely to say they are saving water (57%), while those in Norway (8%) are the least likely to do so, alongside those in Estonia.

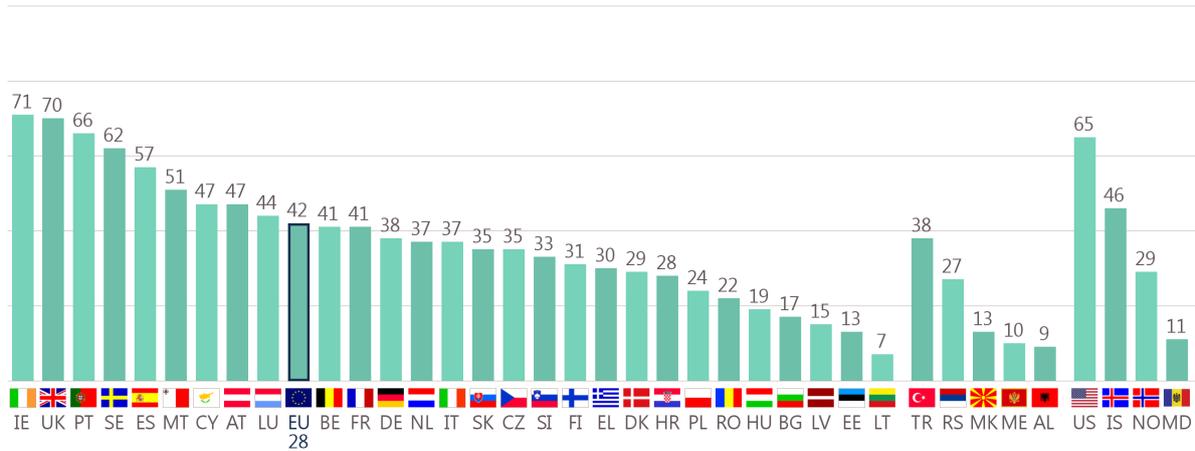
Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - **SAVING WATER**)



At least seven in ten SMEs in Ireland (71%) and the United Kingdom (70%) are **recycling by reusing material or waste within the company**, as are 66% of SMEs in Portugal. This compares to 7% of SMEs in Lithuania, 13% in Estonia and 15% in Latvia.

Across all countries surveyed, SMEs in the US are the fourth most likely to be recycling, by reusing material or waste within the company (65%).

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - RECYCLING, BY REUSING MATERIAL OR WASTE WITHIN THE COMPANY)

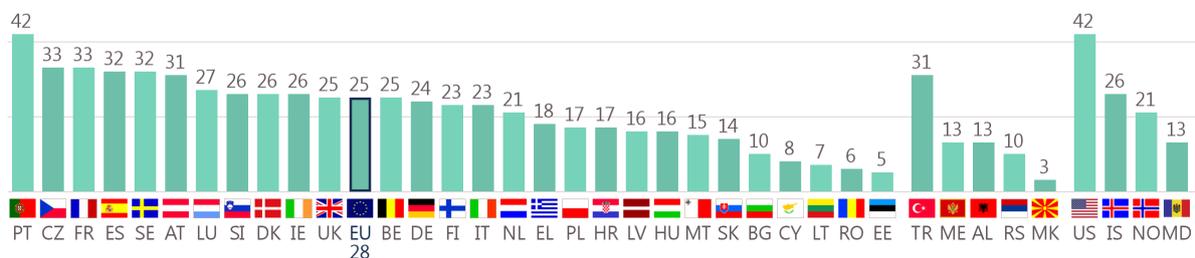


Base: All SMEs (N=12,907)

Fewer than half of SMEs in every EU Member State say they are **designing products that are easier to maintain, repair or reuse**, with those in Portugal (42%), the Czech Republic and France (both 33%) the most likely to do so. At the other end of the scale, 5% of SMEs in Estonia, 6% in Romania and 7% in Lithuania are also doing this.

The analysis across all countries shows that SMEs in the US (42%), alongside those in Portugal, are the most likely to be designing products that are easier to maintain, repair or reuse. Those in Macedonia (3%) are the least likely of all countries surveyed to be taking this action.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - DESIGNING PRODUCTS THAT ARE EASIER TO MAINTAIN, REPAIR OR REUSE)

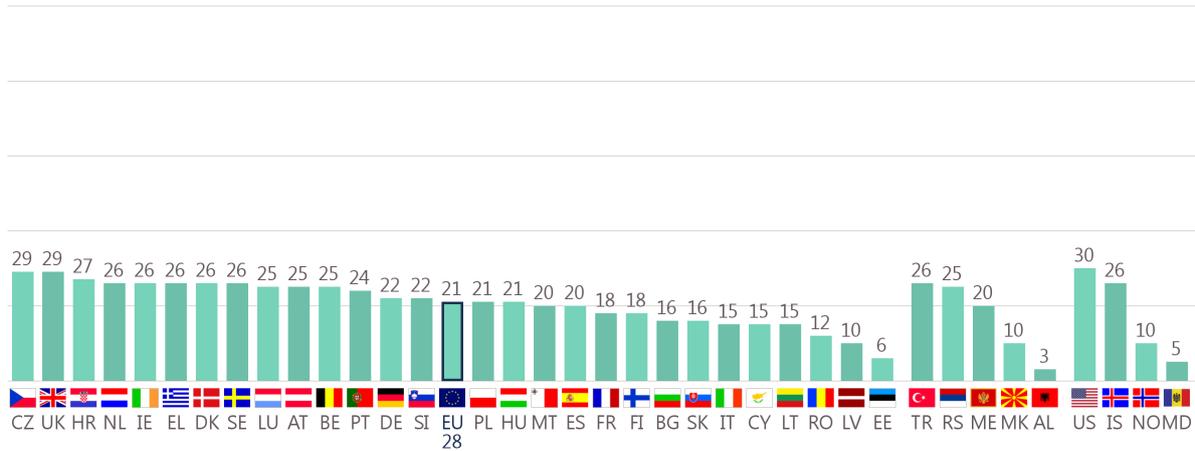


Base: All SMEs (N=12,907)

SMEs in the Czech Republic, the United Kingdom (both 29%) and Croatia (27%) are the most likely to be **selling their scrap material to another company**, while those in Estonia (5%) and Romania (6%) are the least likely to be doing this

The analysis including the non-EU countries surveyed, shows that SMEs in the US (30%) are the most likely to be selling their scrap material to another company across while those in Albania (3%) are the least likely.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - SELLING YOUR SCRAP MATERIAL TO ANOTHER COMPANY)



Base: All SMEs (N=12,907)

At least three in ten SMEs in Sweden (35%), Germany and Austria (both 32%) are **using predominantly renewable energy**, compared to 3% of SMEs in Latvia and 4% in Bulgaria, Estonia, Lithuania, Poland and Romania.

The analysis including the non-EU countries surveyed, shows that SMEs in Albania (4%) are amongst the least likely to be using predominantly renewable energy.

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
 (% - USING PREDOMINANTLY RENEWABLE ENERGY (E.G. INCLUDING OWN PRODUCTION THROUGH SOLAR PANELS, ETC.))



Base: All SMEs (N=12,907)

Evolution since 2015

The evolution since 2015 is somewhat mixed, although in the majority of EU Member States SMEs are generally less likely to be taking each action than they were in 2015. This is a continuation of the trend seen between 2013 and 2015.

In 16 EU Member States, SMEs are less likely to be **minimising waste** than they were in 2015, and this is particularly the case for those in Denmark (-14pp), Lithuania, Malta, Slovakia (all -13 pp) and Cyprus and Estonia (both -10 pp). However, the reverse trend is true in some countries, with the largest increases observed amongst SMEs in Germany (+18 pp), Italy (+15 pp) and Spain (+14 pp).

In 15 EU Member States the proportion of SMEs that are **saving energy** has declined, most notably in Denmark (-16 pp), Finland (-12 pp) and Sweden (-10 pp). In contrast, SMEs in Italy (+20 pp), Ireland (+12 pp) and Malta (+10 pp) are now more likely to be saving energy.

Since 2015 there has been a decline in the proportion of SMEs in Malta (-26 pp), Cyprus and Finland (both -17 pp) that are **saving materials**, and overall there has been a decline in this activity amongst SMEs in 17 Member States. However, SMEs in Italy (+14 pp), Germany (+12 pp) and Spain (+10 pp) are now more likely to be saving materials than they were in 2015.

In 16 EU Member States, the proportion of SMEs that are **saving water** has declined, particularly amongst those in Slovakia (-17 pp), Malta (-16 pp) and Luxembourg (-12 pp). The most notable exceptions are SMEs in Italy (+19 pp) and Ireland (+15 pp).

The largest declines in the proportion of SMEs **recycling by reusing material or waste within the company** are observed in Denmark (-10 pp), while the largest increases are seen amongst SMEs in Cyprus (+15 pp) and Italy (+12 pp).

SMEs in Malta (-16 pp) are now much less likely to be **designing products that are easier to maintain, repair or reuse**, while those in Italy (+13 pp), Spain, Luxembourg (both +13 pp) and Germany (+12 pp) are now more likely to be doing this.

In 24 EU Member States, SMEs are now less likely to be **selling their scrap material to another company**, compared to 2015. This is particularly evident amongst SMEs in Sweden (-14 pp) and Denmark (-13 pp), but in other EU Member States the changes are smaller. The changes for **using predominantly renewable energy** are also generally smaller, with the largest increase amongst SMEs in Germany (+12 pp).

Expanding the analysis to include non-EU countries shows that SMEs in Montenegro and Moldova are now much less likely to be undertaking these actions, and this is particularly the case for saving energy (Moldova: -42 pp, Montenegro: -22 pp)

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

	Minimising waste Sept. 2017 - Sept. 2015	Saving energy Sept. 2017 - Sept. 2015	Saving materials Sept. 2017 - Sept. 2015	Saving water Sept. 2017 - Sept. 2015	Recycling, by reusing material or waste within the company Sept. 2017 - Sept. 2015	Designing products that are easier to maintain, repair or reuse Sept. 2017 - Sept. 2015	Selling your scrap material to another company Sept. 2017 - Sept. 2015	Using predominantly renewable energy (e.g. including own production through solar panels, etc.) Sept. 2017 - Sept. 2015								
EU28	65	▲ 5	63	▲ 4	57	▲ 3	47	▲ 3	42	▲ 2	25	▲ 3	21	▼ 4	14	▲ 3
BE	75	▲ 2	70	▲ 6	61	▲ 3	46	▼ 1	41	▲ 2	25	▼ 7	25	▼ 5	20	▼ 2
BG	28	▼ 6	36	▼ 7	31	▼ 13	29	▲ 1	17	▼ 5	10	▼ 2	16	▼ 4	4	▲ 1
CZ	64	▼ 1	61	▼ 6	47	▼ 4	43	▼ 3	35	▼ 7	33	▲ 7	29	▼ 3	7	▼ 2
DK	49	▼ 14	55	▼ 16	52	▼ 9	40	▼ 12	29	▼ 10	26	▼ 3	26	▼ 13	9	▲ 1
DE	60	▲ 18	69	▲ 7	57	▲ 12	35	▲ 3	38	=	24	▲ 12	22	=	32	▲ 12
EE	9	▼ 10	21	▼ 9	15	▼ 9	8	▼ 7	13	▼ 5	5	▼ 4	6	▼ 5	4	▲ 1
IE	84	▲ 9	69	▲ 12	58	▲ 5	59	▲ 15	71	▲ 3	26	▲ 4	26	▼ 6	18	▲ 6
EL	37	▲ 13	52	▲ 6	46	▲ 2	33	▲ 4	30	▼ 5	18	▼ 1	26	▼ 3	13	▲ 6
ES	65	▲ 14	72	▲ 8	69	▲ 10	55	▲ 9	57	▲ 7	32	▲ 13	20	▼ 5	7	▲ 2
FR	83	▲ 6	71	▲ 1	60	▼ 6	68	▲ 1	41	▲ 5	33	▼ 7	18	▼ 5	6	▼ 2
HR	64	▼ 2	65	▲ 1	62	▲ 9	50	▼ 1	28	▼ 5	17	▼ 1	27	=	8	▲ 5
IT	74	▲ 15	57	▲ 20	52	▲ 14	44	▲ 19	37	▲ 12	23	▲ 13	15	▼ 2	15	▲ 5
CY	29	▼ 10	48	▼ 3	30	▼ 17	27	▲ 6	47	▲ 15	8	▼ 7	15	▼ 6	8	▼ 3
LV	35	▼ 3	59	▼ 2	55	▼ 3	44	▲ 3	15	▼ 1	16	▼ 3	10	▼ 7	3	▼ 3
LT	20	▼ 13	42	▼ 8	33	▼ 13	36	▼ 9	7	▼ 5	7	▼ 6	15	▼ 9	4	=
LU	57	▼ 8	49	▼ 1	52	▼ 1	31	▼ 12	44	▲ 6	27	▲ 13	25	▼ 7	15	▲ 4
HU	40	▼ 8	58	▼ 1	45	▼ 4	40	▼ 4	19	=	16	▲ 2	21	▲ 1	8	▲ 1
MT	62	▼ 13	74	▲ 10	34	▼ 26	31	▼ 16	51	▼ 8	15	▼ 16	20	▼ 8	15	▼ 1
NL	65	▲ 2	65	▲ 6	61	▲ 4	32	▲ 3	37	▼ 8	21	▼ 3	26	▼ 8	27	▲ 1
AT	59	▼ 2	71	▲ 4	52	▼ 5	43	▲ 4	47	=	31	=	25	▼ 5	32	▲ 6
PL	55	▲ 1	57	▼ 7	60	▼ 4	49	▼ 3	24	▼ 7	17	▲ 1	21	▼ 6	4	▼ 1
PT	55	▼ 7	75	▲ 1	75	▲ 1	63	▼ 3	66	▲ 3	42	▼ 9	24	▼ 6	9	▲ 2
RO	31	▲ 5	33	▼ 4	29	▼ 3	23	▼ 6	22	▼ 6	6	▼ 6	12	▼ 4	4	▲ 1
SI	51	▲ 11	47	▲ 3	52	▲ 7	35	▲ 6	33	▲ 3	26	▲ 7	22	▲ 2	16	▲ 3
SK	44	▼ 13	58	▼ 4	43	▼ 13	45	▼ 17	35	▲ 5	14	▼ 7	16	▼ 4	5	▼ 1
FI	55	▼ 9	51	▼ 12	54	▼ 17	27	▼ 9	31	▼ 4	23	▼ 7	18	▼ 7	14	▼ 1
SE	76	▲ 8	57	▼ 10	66	▲ 1	36	▼ 7	62	▲ 2	32	=	26	▼ 14	35	▲ 5
UK	82	▼ 9	67	▼ 5	62	▼ 2	56	▼ 1	70	▼ 4	25	▼ 1	29	▼ 6	16	▲ 6
AL	17	▼ 1	34	▼ 1	20	=	29	▲ 3	9	▼ 3	13	▲ 8	3	▼ 6	4	=
MK	20	▼ 4	22	▼ 7	26	▲ 1	14	▼ 5	13	▼ 4	3	▼ 1	10	=	6	▲ 4
ME	32	▼ 22	46	▼ 22	31	▼ 21	37	▼ 24	10	▼ 1	13	▲ 2	20	▼ 4	5	▲ 1
RS	36	▲ 3	38	▼ 15	32	▼ 9	24	▼ 10	27	▲ 6	10	=	25	▼ 2	8	▼ 3
TR	65	▲ 4	61	▼ 6	65	▼ 17	57	▼ 1	38	▼ 8	31	▼ 15	26	▼ 17	6	▼ 3
IS	68	▼ 4	47	▼ 2	67	▲ 2	25	▼ 1	46	▼ 7	26	▲ 3	26	▼ 12	18	▼ 11
MD	7	▼ 19	29	▼ 42	30	▼ 18	24	▼ 28	11	▼ 19	13	▼ 3	5	▼ 11	10	▲ 5
NO	43	▼ 8	26	▼ 4	29	▼ 5	8	▼ 5	29	▼ 10	21	▲ 7	10	▼ 10	16	▼ 5
US	76	▼ 3	70	▲ 4	59	▲ 1	51	=	65	▲ 1	42	▲ 8	30	▼ 13	18	▲ 13

Base: All SMEs (N=12,907)

b. What will be done in two years' time?

As well as the actions they are taking now, companies were also asked about additional resource efficiency actions they were planning to implement in the next 2 years⁹.

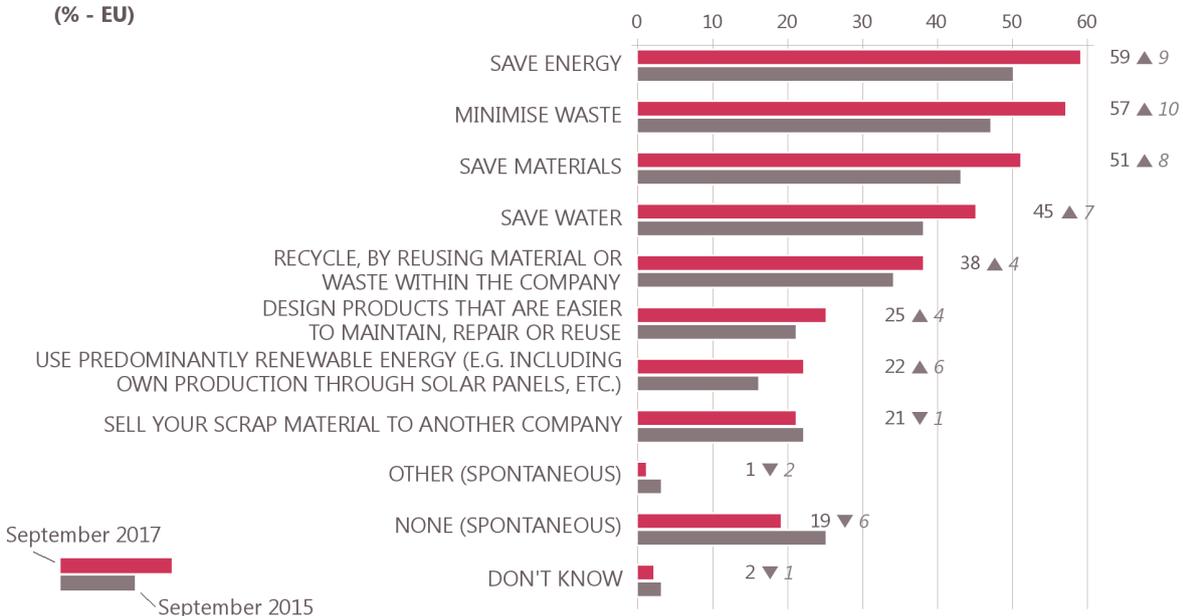
- Saving energy and minimising waste are the most commonly planned resource efficiency actions, but most actions are increasingly being planned compared to 2015 -

More than half of all SMEs plan to implement energy saving (59%), waste minimisation (57%), or materials saving actions (51%) in the next two years.

More than four in ten are planning to implement actions to save water (45%), while 38% plan to recycle by reusing material or waste within the company, 25% plan to design products that are easier to maintain, repair or reuse (25%), 22% plan to use predominantly renewable energy and 21% plan to sell their scrap material to other companies

Not only are SMEs more likely to be taking resource efficiency actions than they were in 2015 as seen in the previous section, but they are also more likely to be planning additional actions over the next two years. In particular, SMEs are more likely to be planning additional actions to minimise waste (+10 pp), save energy (+9 pp), save materials (+8 pp), save water (+7 pp), or use predominantly renewable energy (+6 pp).

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)



Base: All SMEs (N=12,907)

⁹ Q2. Over the next two years, what are the additional resource efficiency actions that your company is planning to implement? Save water; Save energy ; Use predominantly renewable energy (e.g. including own production through solar panels, etc.); Save materials; Minimise waste; Sell your scrap material to another company; Recycle, by reusing material or waste within the company; Design products that are easier to maintain, repair or reuse ; Other (DO NOT READ OUT); None (DO NOT READ OUT); DK/NA

Company breakdown

Larger companies are more likely than SMEs to be planning to implement resource efficiency actions in all of these areas, with the exception of recycling by reusing waste material within the company¹⁰. In particular, large companies are more likely to have plans to save water (61% vs. 45%), minimise waste (71% vs. 57%) and to sell their scrap material to another company (33% vs. 21%). Almost one in five SMEs (19%) say they are not planning to take any of these actions, compared to 8% of larger companies.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Save energy	Minimise waste	Save materials	Save water	Recycle, by reusing material or waste within the company	Design products that are easier to maintain, repair or reuse	Use predominantly renewable energy (e.g. including own production through solar panels, etc.)	Sell your scrap material to another company	No action
SMEs									
EU28	59	57	51	45	38	25	22	21	19
Large companies									
EU28	66	71	57	61	38	27	23	33	8

Base: All companies (N=13,117)

As was the case with actions that SMEs are currently undertaking, medium-sized SMEs are the most likely to be planning to undertake each of the listed actions in the next two years. For example, 71% are planning to save energy, compared to 58% of micro SMEs. More than four in ten medium sized SMEs (43%) are planning to sell their scrap material to another company, compared to 18% of Micro SMEs.

Focussing on micro SMEs, one person companies are more likely than SMEs with 2-9 employees to be planning to recycle by reusing material or waste within the company (35% vs. 30% of those with 2-9 employees). Micro SMEs with 2-9 employees, on the other hand, are more likely than their solo counterparts to be planning to save water (50% vs. 36%), minimise waste (58% vs. 48%), or design products that are easier to maintain, repair or reuse (30% vs. 20%).

As was the case with actions that SMEs are currently undertaking, manufacturing SMEs are the most likely to be planning to take a number of these actions, including saving energy, minimising waste, saving materials, designing products that are easier to maintain, repair or reuse, or selling their scrap material to another company. For example, 34% are planning to design products that

¹⁰ Care should be taken when interpreting the results for large companies, due to low base size (138).

are easier to maintain, repair or reuse, compared to 27% if industry SMEs, 24% of retail SMEs and 22% of services SMEs.

Companies with the largest turnover (more than 10 million euros) are the most likely to be planning to undertake any of the additional actions over the next two years: for example, 78% are planning to save energy, compared to 53% of SMEs with the lowest turnover. Companies with a turnover of more than 500,000 euros are the most likely to be planning to recycle: more than four in ten are planning this, compared to 34% with a lower turnover.

Finally, the more actions a company is already taking, the more likely they are to be planning additional actions in the future. For example, 82% of companies taking many actions are planning additional energy saving actions, compared to 68% of those taking some actions, 39% taking few actions and 8% that are currently not taking any actions. This pattern applies in each of the other areas asked about.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Save energy	Minimise waste	Save materials	Save water	Recycle, by reusing material or waste within the company	Design products that are easier to maintain, repair or reuse	Use predominantly renewable energy (e.g. including own production through solar panels, etc.)	Sell your scrap material to another company
EU28	59	57	51	45	38	25	22	21
Company size								
1-9	58	56	50	45	37	24	21	18
10-49	61	60	56	45	42	29	25	29
50-249	71	63	56	50	47	34	38	43
Sectors grouped (NACE)								
Manufacturing (C)	62	61	58	42	36	34	21	30
Retail (G)	61	58	52	47	40	24	23	21
Services (I/J/K/H/L/M)	58	54	47	45	36	22	23	16
Industry (B/D/E/F)	54	60	56	44	41	27	20	30
Company age								
Before 2010	59	57	51	45	37	24	22	21
Between 2010 and 2016	58	56	50	44	40	28	25	20
2017 and after	69	68	52	60	55	31	20	26
Micro-enterprises								
One person company	52	48	47	36	35	20	21	18
2-9 employees	52	58	47	50	30	30	22	15
Turnover 2016								
100,000 euros or less	53	50	47	41	34	20	23	17
More than 100-500,000 euros	57	55	49	47	34	26	20	17
More than 500,000 - 2 mil. euros	66	63	56	44	43	29	24	29
More than 2- 10 mil. euros	65	61	59	49	41	22	29	29
More than 10 mil. euros	78	70	56	51	47	32	48	46
Actions undertaken								
Many actions	82	80	77	71	65	47	38	40
Some actions	68	66	56	50	34	21	20	18
Few actions	39	35	30	21	23	10	12	8
No action	8	7	4	5	4	1	5	2

Base: All SMEs (N=12,907)

Comparison between the EU and US

As well as being more likely to be taking each of the proposed resource efficiency actions now, SMEs in the US are also more likely than those in EU28 to be planning to undertake additional resource efficiency actions over the next two years. The largest differences are observed for designing products that are easier to maintain, repair or reuse (US: 48% vs. EU28: 25%), recycling (60% vs. 38%), selling scrap material to another country (39% vs. 21%) or minimising waste (74% vs. 57%). SMEs in EU28, on the other hand, are more likely to say they are not planning to undertake any additional actions over the next two years (19% vs. 12%).

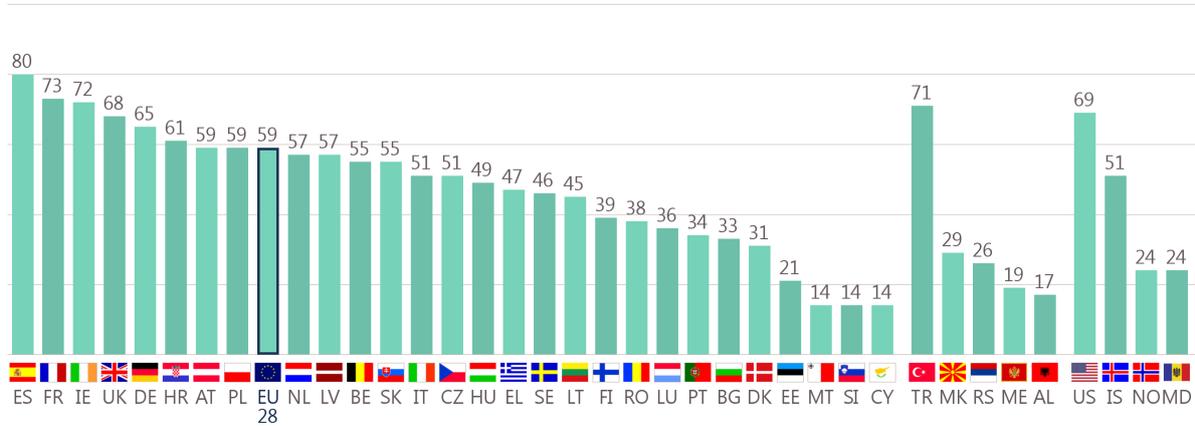
National analysis¹¹

SMEs in Spain (80%), France (73%) and Ireland (72%) are the most likely to be planning additional actions to **save energy** in the next two years, while those in Cyprus, Slovenia and Malta are the least likely to be doing so (all 14%). It is worth noting, however, that more than seven in ten SMEs in Malta are already taking action in this area.

Overall, this is the most mentioned planned action in 21 EU Member States (in Poland saving materials is equally mentioned).

Considering all countries surveyed, it is observed that SMEs in Turkey are also amongst the most likely to be planning additional actions to save energy (71%).

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - **SAVE ENERGY**)



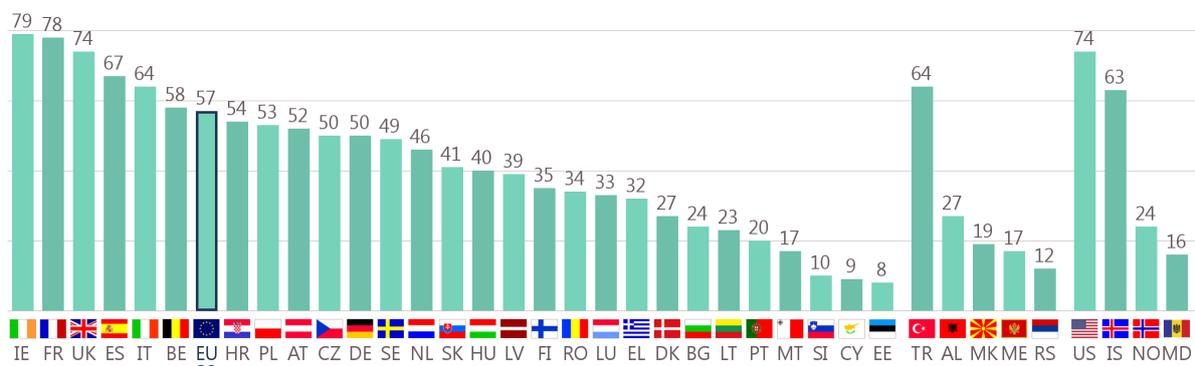
Base: All SMEs (N=12,907)

¹¹ Albania (99), Moldova (99) and Montenegro (101) all have a low base size and results should therefore be considered with caution.

SMEs in Ireland (79%), France (78%) and the United Kingdom (74%) are the most likely to be planning additional actions to **minimise waste**, while those in Estonia (8%), Cyprus (9%) and Slovenia (10%) are the least likely to be doing so. Minimising waste is the most mentioned action planned in six countries: Ireland, France, the United Kingdom, Italy, Belgium and Sweden.

Across all countries, SMEs in the US are the third most likely to be planning additional waste minimisation actions, alongside the UK.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(% - **MINIMISE WASTE**)

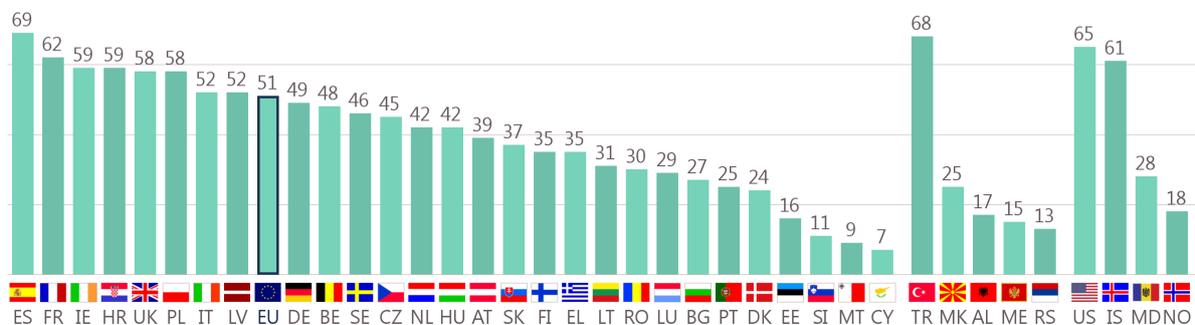


Base: All SMEs (N=12,907)

SMEs in Spain (69%), France (62%) and Croatia (59%) are the most likely to be planning additional actions to **save materials**, compared to 7% in Cyprus, 9% in Malta and 11% in Slovenia.

Along with those in Spain, SMEs in Turkey (68%) are among the most likely to be planning additional actions to save materials, while those in the US (65%) and Iceland (61%) are in the top five.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(% - **SAVE MATERIALS**)

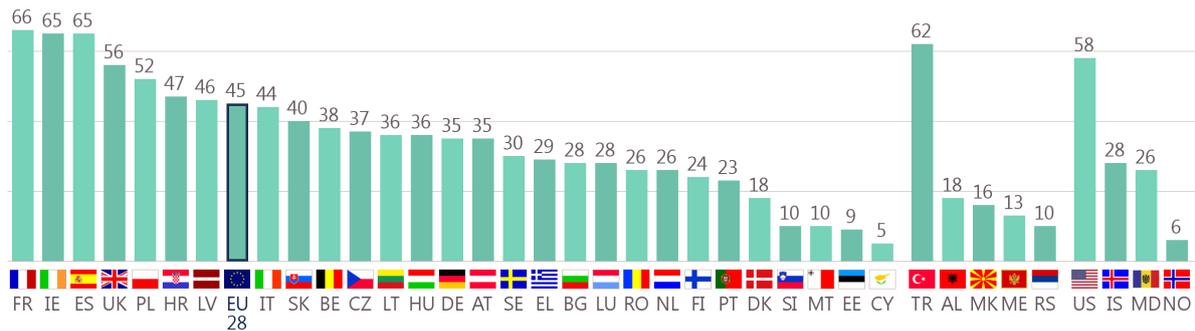


Base: All SMEs (N=12,907)

More than six in ten SMEs in France (66%), Spain and Ireland (both 65%) are planning additional actions to **save water**, compared to 5% in Cyprus, 9% in Estonia and 10% in Malta and Slovenia.

Across all countries, SMEs in Turkey (62%) and the US (58%) are amongst the most likely to be planning additional actions to save water.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - SAVE WATER)

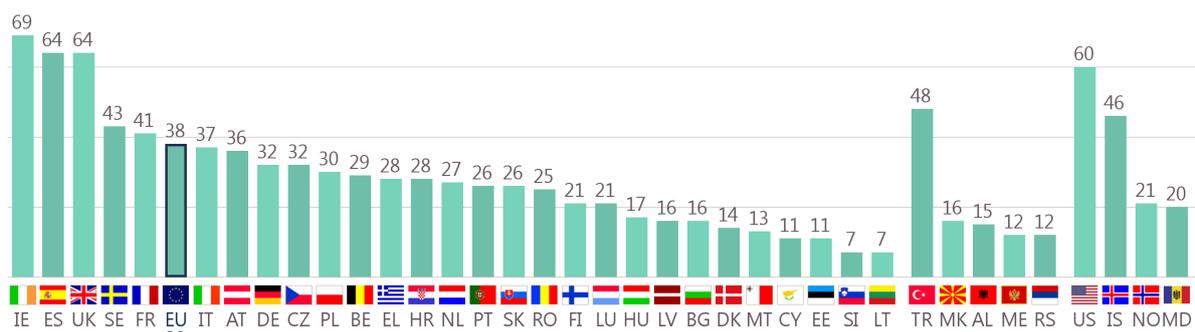


Base: All SMEs (N=12,907)

More than six in ten SMEs in Ireland (68%), Spain and the United Kingdom (both 64%) are planning additional **recycling** actions. In contrast, 7% in Lithuania and Slovenia and 11% in Cyprus and Estonia say the same.

Six in ten SMEs in the US are also planning additional actions to recycle.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - RECYCLE, BY REUSING MATERIAL OR WASTE WITHIN THE COMPANY)

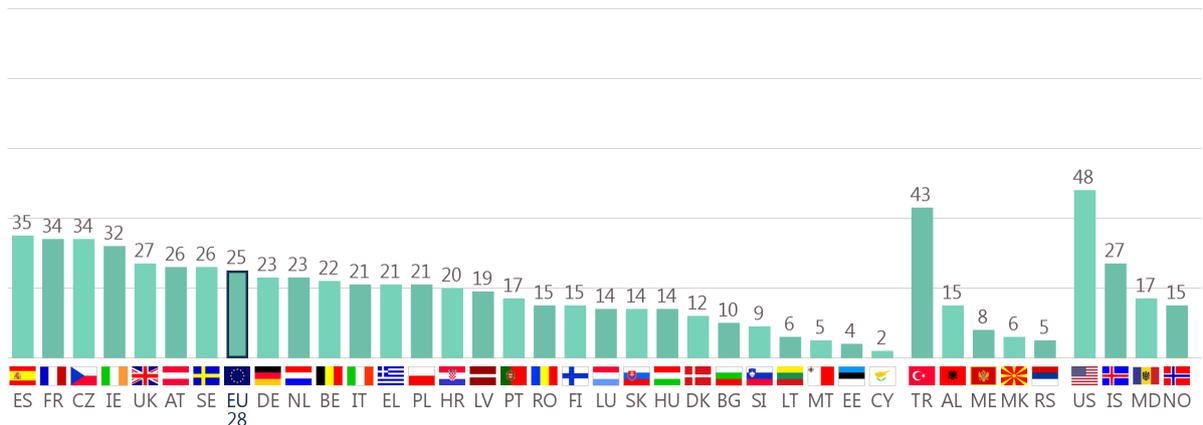


Base: All SMEs (N=12,907)

At least one third of SMEs in Spain (35%), France and the Czech Republic (both 34%) are planning additional actions to **design products that are easier to maintain, repair or reuse**. Just 2% in Cyprus, 4% in Estonia and 5% in Malta say the same.

Across all countries, SMEs in the US (48%) and Turkey (43%) are the most likely to be planning additional actions to design products that are easier to maintain, repair or reuse.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - DESIGN PRODUCTS THAT ARE EASIER TO MAINTAIN, REPAIR OR REUSE)

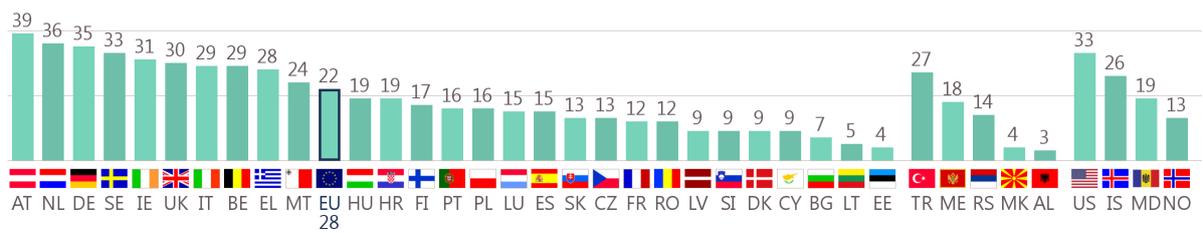


Base: All SMEs (N=12,907)

More than one third of SMEs in Austria (39%), the Netherlands (36%) and Germany (35%) are planning additional actions to **use predominantly renewable energy**, compared to 4% in Estonia, 5% in Lithuania and 7% in Bulgaria. This is also the most mentioned action planned in Malta.

One third of SMEs in the US are also planning additional actions to use predominantly renewable energy.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - USE PREDOMINANTLY RENEWABLE ENERGY (E.G. INCLUDING OWN PRODUCTION THROUGH SOLAR PANELS, ETC.))

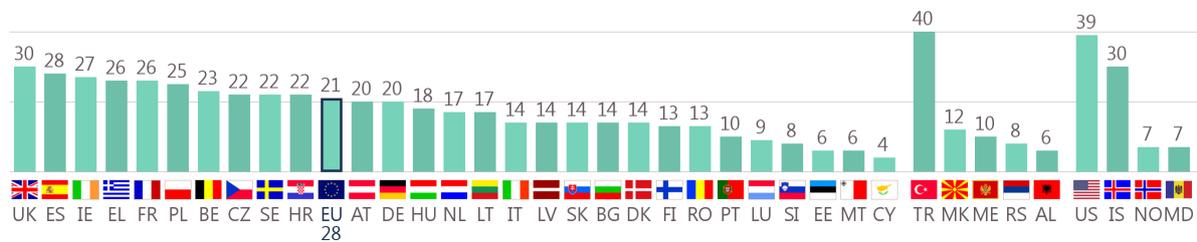


Base: All SMEs (N=12,907)

SMEs in the UK (30%), Spain (28%) and Ireland (27%) are the most likely to be planning additional actions to **sell their scrap material to another company**, while those in Cyprus (4%), Malta and Estonia (both 6%) are the least likely to be doing so.

By turning to the results reported for all countries, SMEs in Turkey (40%), the US (39%) and Iceland (30%) also feature among the most likely to be planning additional actions to sell their scrap material to another company.

- Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(% - SELL YOUR SCRAP MATERIAL TO ANOTHER COMPANY)



Base: All SMEs (N=12,907)

Evolution since 2015

Although at an EU level, SMEs are more likely to be planning to undertake each action compared to 2015, the country level evolutions are mixed, and there are some large variations. However, some patterns do emerge. SMEs in Italy, Austria, Germany and the Czech Republic consistently have some of the largest increases in the proportions planning additional actions in each area. In contrast, those in Portugal and Slovenia consistently have the largest decreases.

SMEs in Germany (+34 pp), Austria (+32 pp) and Italy (+21 pp) are now much more likely to be planning additional **energy saving** actions than they were in 2015. In contrast, SMEs in Portugal (-30 pp), Slovenia (-27 pp) and Bulgaria (-15 pp) are now less likely to be planning additional actions in this area.

In 16 EU Member States, SMEs are more likely to be planning additional **waste minimisation** actions, with the largest increases observed amongst those in Germany (+31 pp), Austria (+30 pp) and Italy (+24 pp). At the other end of the scale, SMEs in Portugal (-33 pp) and Slovenia (-18 pp) are now less likely to do so.

SMEs in Germany (+28 pp), Italy, and the Czech Republic (both +23 pp) are now more likely to be planning additional actions to **save materials**, while those in Portugal (-34 pp), Slovenia and Bulgaria (both -18 pp) are now less likely to do so.

SMEs in Italy (+26 pp), Austria (+21 pp) and Germany (+20 pp) are now more likely to be planning additional actions to **save water**. In contrast, those in Portugal (-33 pp), Slovenia and Slovakia (both -16 pp) are now less likely to have such plans.

When it comes to planned additional actions to **recycle by reusing material or waste within the company**, SMEs in Austria (+18 pp), Italy (+17 pp) and the Czech Republic (+16) are now all more likely to have these plans, while those in Portugal (-29 pp) and Slovenia (-15 pp) are now less likely to do so, compared to 2015.

SMEs in the Czech Republic (+18 pp), Germany (+15 pp) and Italy (+13 pp) are now significantly more likely to have plans for additional actions to **design products that are easier to maintain, repair or reuse**. SMEs in Portugal (-29 pp) and Belgium (-13 pp) are now less likely to do so.

Changes in the proportion of SMEs who have additional plans to **use predominantly renewable energy** are generally smaller, although there has been an increase in 18 EU Member States. The largest increases are observed amongst SMEs in Germany (+22 pp), Italy (+18 pp) and Austria (+18 pp).

Finally, in 21 EU Member States, SMEs are less likely to be planning to **sell their scrap materials to another company**, with the largest declines seen amongst SMEs in Portugal (-18 pp), Sweden (-13 pp) and Finland (-11 pp). The most notable exception is Germany, where there has been an increase of 11 points in the proportion of SMEs planning additional actions in this area.

Turning also to countries outside the EU, it can be found that SMEs in Montenegro are much less likely to make additional plans to save energy (-27 pp) as well as save water (-24 pp), minimise waste (-17 pp), save materials (-15 pp) and recycle (-13 pp). In fact for saving energy, minimising waste, saving materials and saving water, the share of SMEs outside the EU planning to carry out these activities in addition to what they currently do, have declined. The main exceptions are Norway and the US, where SMEs are more likely to mention these planned actions than when this question was asked in 2015.

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)

(%)

		Save energy	Minimise waste	Save materials	Save water	Recycle, by reusing material or waste within the company	Design products that are easier to maintain, repair or reuse	Use predominantly renewable energy (e.g. including own production through solar panels, etc.)	Sell your scrap material to another company								
		Sept. 2017 - Sept. 2015	Sept. 2017 - Sept. 2015	Sept. 2017 - Sept. 2015	Sept. 2017 - Sept. 2015												
EU28		59	▲9	57	▲10	51	▲8	45	▲7	38	▲4	25	▲4	22	▲6	21	▼1
BE		55	▼9	58	▼10	48	▼6	38	▼10	29	▼8	22	▼13	29	▼3	23	▼6
BG		33	▼15	24	▼15	27	▼18	28	▼5	16	▼5	10	▼5	7	▼6	14	▼9
CZ		51	▲18	50	▲23	45	▲23	37	▲16	32	▲16	34	▲18	13	▲6	22	▲9
DK		31	▼6	27	▼2	24	▼7	18	▼9	14	▼2	12	▼3	9	▲3	14	▼1
DE		65	▲34	50	▲31	49	▲28	35	▲20	32	▲13	23	▲15	35	▲22	20	▲11
EE		21	▲1	8	▼3	16	=	9	▲1	11	▲1	4	▼3	4	=	6	▼3
IE		72	▲16	79	▲15	59	▲12	65	▲14	69	▲13	32	▲3	31	▲8	27	▼1
EL		47	▲2	32	▲11	35	▲2	29	▲4	28	▼9	21	▼4	28	▲9	26	▼4
ES		80	▲18	67	▲17	69	▲11	65	▲16	64	▲11	35	▲11	15	▲1	28	▼3
FR		73	▼1	78	▲8	62	▲6	66	▲3	41	▼5	34	▼6	12	▼8	26	▼3
HR		61	▲10	54	▲4	59	▲15	47	▲6	28	▲6	20	▲3	19	▲6	22	=
IT		51	▲21	64	▲24	52	▲23	44	▲26	37	▲17	21	▲13	29	▲18	14	▲3
CY		14	▼2	9	▲3	7	▼1	5	=	11	▲3	2	▼1	9	▼4	4	▼2
LV		57	▲1	39	=	52	▼1	46	▲5	16	▲3	19	=	9	▼6	14	▼4
LT		45	▲3	23	▼4	31	▼3	36	▲1	7	▼4	6	▼6	5	▲1	17	▼3
LU		36	▼3	33	▲2	29	▲6	28	▲1	21	▲4	14	=	15	▲1	9	▼3
HU		49	=	40	=	42	▼1	36	▼4	17	▼3	14	▲3	19	▲4	18	=
MT		14	▲2	17	▲9	9	▲2	10	=	13	▲1	5	▼2	24	▲2	6	▲2
NL		57	▲5	46	▲7	42	▲2	26	▲5	27	▼2	23	▲6	36	▲2	17	▼1
AT		59	▲32	52	▲30	39	▲20	35	▲21	36	▲18	26	▲11	39	▲18	20	▲8
PL		59	▲1	53	▲4	58	▲7	52	=	30	▲6	21	▲3	16	▲4	25	▼2
PT		34	▼30	20	▼33	25	▼34	23	▼33	26	▼29	17	▼28	16	▼7	10	▼18
RO		38	=	34	▲6	30	▲2	26	▼2	25	=	15	▲2	12	▲1	13	▼6
SI		14	▼26	10	▼18	11	▼18	10	▼16	7	▼15	9	▼3	9	▼6	8	▼7
SK		55	▼4	41	▼8	37	▼16	40	▼16	26	▲3	14	▼6	13	▼1	14	▼4
FI		39	▼6	35	▼8	35	▼5	24	▼5	21	▼7	15	▼5	17	=	13	▼11
SE		46	▼9	49	▲3	46	▼3	30	▼3	43	▼1	26	▼1	33	▲3	22	▼13
UK		68	▼6	74	▼11	58	▼12	56	▼6	64	▼10	27	▼6	30	▲7	30	▼5
AL		17	▼11	27	▲10	17	▲1	18	▼4	15	▲6	15	▲13	3	▲2	6	▲4
MK		29	▼11	19	▼3	25	▼1	16	▼7	16	▲3	6	▲2	4	▼3	12	▲4
ME		19	▼27	17	▼17	15	▼15	13	▼24	12	▼13	8	▼9	18	▲13	10	▼4
RS		26	=	12	▼9	13	▼5	10	▼9	12	▼10	5	▼3	14	=	8	▼5
TR		71	=	64	▼3	68	▼5	62	=	48	▼5	43	▼9	27	▲2	40	▼2
IS		51	▼5	63	▼13	61	▼9	28	▼7	46	▼12	27	▼2	26	▼11	30	▼13
MD		24	▼14	16	▼6	28	▲5	26	▼5	20	▲2	17	▲5	19	▲9	7	▼3
NO		24	▲7	24	▲6	18	▲4	6	▲1	21	▲5	15	▲7	13	▲5	7	▼2
US		69	▲11	74	▲11	65	▲13	58	▲14	60	▲10	48	▲15	33	▲14	39	▲4

Base: All SMEs (N=12,907)

c. Barriers encountered when becoming more resource efficient

SMEs that have taken at least one resource efficiency action were asked about difficulties they encountered when trying to set up their actions¹².

- Almost four in ten SMEs did not encounter any difficulty when setting up resource efficiency actions -

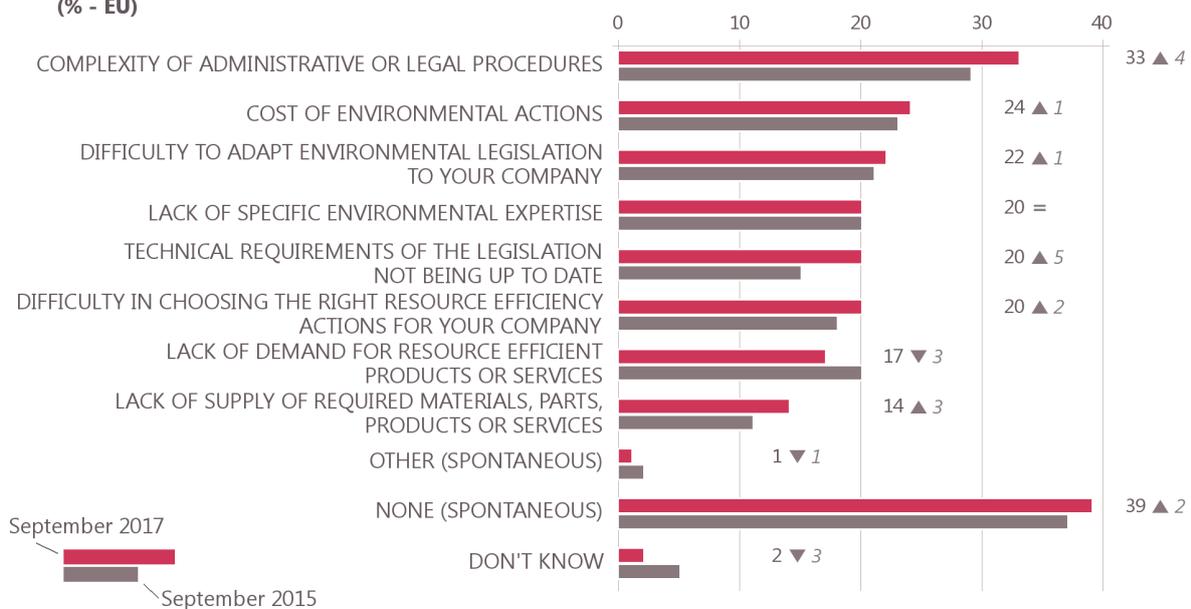
SMEs are most likely to say that they did not encounter any difficulties when setting up resource efficiency actions (39%).

However, 33% of SMEs say they encountered complex administrative or legal procedures when setting up their resource efficiency action or actions. At least one in five mention the cost of environmental actions (24%), the difficulty to adapt environmental legislation to the company (22%), the lack of specific environmental expertise and the technical requirements of the legislation not being up to date or the difficulty in choosing the right actions for their company (both 20%).

Almost one in five SMEs found a lack of demand for resource efficient products or services (17%), while 14% mention as a difficulty the lack of supply of required materials, parts, products or services.

SMEs that have taken at least one resource efficiency action are generally more likely to mention each difficulty, compared to 2015: in particular the technical requirements of the legislation not being up to date (+5 pp) and the complexity of administrative or legal procedures (+4 pp). They are, however, less likely to mention a lack of demand for resource efficient products or services (-3 pp).

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

¹² Q7. Did your company encounter any of the following difficulties when trying to set up resource efficiency actions? Complexity of administrative or legal procedures; Difficulty to adapt environmental legislation to your company ; Technical requirements of the legislation not being up to date; Difficulty in choosing the right resource efficiency actions for your company; Cost of environmental actions; Lack of specific environmental expertise; Lack of supply of required materials, parts, products or services ; Lack of demand for resource efficient products or services ; Other (DO NOT READ OUT) None (DO NOT READ OUT); DK/NA

Company breakdown

Compared to large companies¹³, SMEs are more likely to say a lack of demand for resource efficient products and services (17% vs. 10%) or a lack of supply of the required materials, parts, products or services (14% vs. 6%) were difficulties for them when setting up resource efficiency actions. Large companies, on the other hand, are more likely to mention the cost of environmental actions (37% vs. 24%) or difficulty choosing the right resource efficiency actions for their company (27% vs. 20%).

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Complexity of administrative or legal procedures	Cost of environmental actions	Difficulty to adapt environmental legislation to your company	Lack of specific environmental expertise	Technical requirements of the legislation not being up to date	Difficulty in choosing the right resource efficiency actions for your company	Lack of demand for resource efficient products or services	Lack of supply of required materials, parts, products or services
SMEs								
EU28	33	24	22	20	20	20	17	14
Large companies								
EU28	34	37	23	23	22	27	10	6

Base: All companies that have taken at least one resource efficiency action (N=11,595)

The larger the SME, the more likely they are to say they experienced complexity of administrative or legal procedures, cost of environmental actions or difficulty adapting environmental legislation to their company. For example, 43% of medium sized SMEs mention the complexity of administrative or legal procedures, compared to 32% of micro SMEs. SMEs with 10-49 employees are the most likely to mention a lack of specific environmental expertise (26%).

Focussing on micro SMEs, those with 2-9 employees are more likely to report experiencing each of these difficulties, compared to solo operators. This is particularly the case for difficulty adapting environmental legislation to their company (39% vs. 15%) and the complexity of administrative or legal procedures (47% vs. 24%).

Industry sector SMEs are the most likely to have experienced complexity of administrative or legal procedures, difficulty adapting environmental legislation to their company, and the technical requirements of the legislation not being up to date. For example, 41% mention the complexity of administrative or legal procedures compared to 31% in the services sector and 32% in the retail sector and 34% in the manufacturing sectors.

The cost of environmental actions is most likely to be mentioned by companies in the manufacturing sector (29%), closely followed by those in the industry sector (27%).

¹³ Care should be taken when interpreting the results for large companies, due to low base size (128).

Companies established in 2017 are the least likely to mention difficulty adapting environmental legislation to their company, a lack of specific environmental expertise and a lack of supply of the required materials, parts, products or services, but they are the most likely to mention a lack of demand for resource efficient products or services (23% vs. 17% of the oldest companies).

Companies with the highest turnover are the most likely to mention the complexity of administrative or legal procedures, the cost of environmental actions and difficulty adapting environmental legislation to their company.

The more actions an SME has undertaken, the more likely they are to have experienced each difficulty. For example, 32% of SMEs that have taken many actions mention the cost of environmental actions, compared to 14% who have taken few actions.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Complexity of administrative or legal procedures	Cost of environmental actions	Difficulty to adapt environmental legislation to your company	Technical requirements of the legislation not being up to date	Difficulty in choosing the right resource efficiency actions for your company	Lack of specific environmental expertise	Lack of demand for resource efficient products or services	Lack of supply of required materials, parts, products or services
EU28	33	24	22	20	20	20	17	14
Company size								
1-9	32	22	20	19	19	19	17	14
10-49	39	30	27	25	25	26	19	15
50-249	43	32	33	21	21	20	18	13
Sectors grouped (NACE)								
Manufacturing (C)	34	29	19	19	19	19	17	15
Retail (G)	32	23	22	18	19	22	18	15
Services (I/J/K/H/L/M)	31	22	20	19	19	19	16	12
Industry (B/D/E/F)	41	27	27	25	22	20	19	16
Company age								
Before 2010	33	24	22	20	19	20	17	14
Between 2010 and 2016	34	24	21	19	21	22	18	15
2017 and after	37	22	17	22	22	13	23	7
Micro-enterprises								
One person company	24	17	15	12	15	13	14	11
2-9 employees	47	23	39	31	22	27	17	12
Turnover 2016								
100,000 euros or less	29	19	16	14	16	16	15	12
More than 100-500,000 euros	37	25	23	23	20	21	18	14
More than 500,000 - 2 mil. euros	38	30	30	26	29	28	21	19
More than 2- 10 mil. euros	36	32	25	21	21	22	15	16
More than 10 mil. euros	43	33	35	23	19	16	13	16
Actions undertaken								
Many actions	42	32	28	27	23	24	21	17
Some actions	32	23	22	18	22	21	17	15
Few actions	23	14	13	11	12	14	12	8

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Comparison between the EU and US

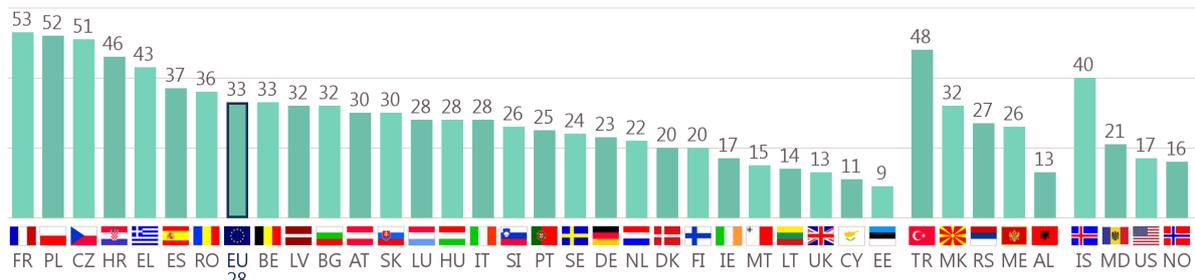
SMEs in EU28 are more likely to report complexity of administrative or legal procedures (33% vs. 17%) and difficulty adapting environmental legislation to their company (22% vs. 14%) than their counterparts in the US. SMEs in the US, on the other hand, are more likely to mention a lack of supply of required materials, parts, products or services (21% vs. 14%) or a lack of demand for resource efficient products or services (24% vs. 17%).

National analysis¹⁴

In 22 EU Member States, **complex administrative or legal procedures** are the most mentioned difficulty encountered by SMEs. At least half in France (53%, Poland (52%) and the Czech Republic (51%) mention this, compared to 9% in Estonia, 11% in Cyprus, 13% in the United Kingdom and 14% in Lithuania.

Considering all countries, it is observed that SMEs in Turkey are the fourth most likely to report this difficulty.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions? (MULTIPLE ANSWERS POSSIBLE)
 (% - COMPLEXITY OF ADMINISTRATIVE OR LEGAL PROCEDURES)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

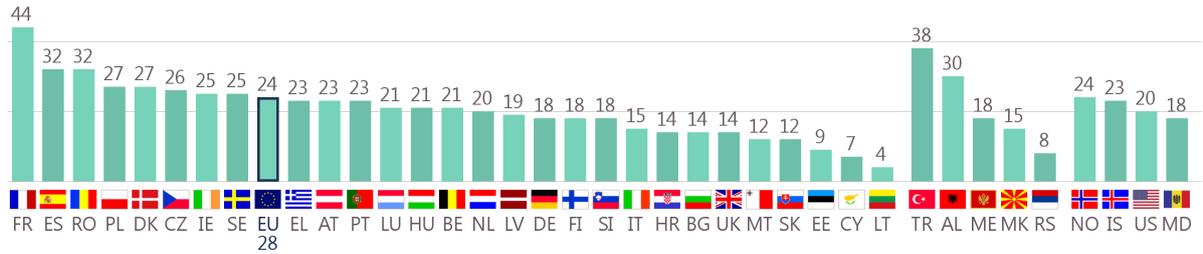
France is the only country where at least four in ten SMEs report the **cost of environmental actions** as a difficulty (44%), followed by 32% in Spain and Romania. In contrast, 4% in Lithuania, 7% in Cyprus and 9% in Estonia say the same.

Overall, this was the most mentioned difficulty in five countries: 27% in Denmark, 25% in Sweden and Ireland, 14% in the UK and 9% in Estonia (where an equal share also mentioned the complexity of legal procedures).

Considering all countries, SMEs in Turkey (38%) and Albania (30%) are the second and fourth most likely to report this difficulty.

¹⁴ Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - COST OF ENVIRONMENTAL ACTIONS)

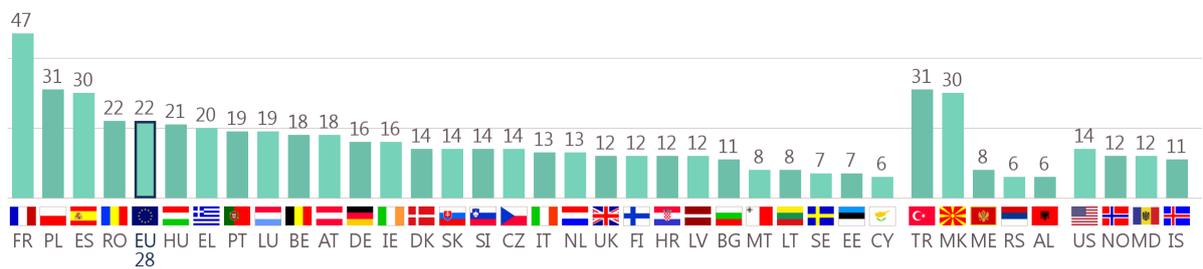


Base: SMEs that have taken at least one resource efficiency action (N=11,401)

France is also the only country where at least four in ten SMEs report **difficulty adapting environmental legislation to their company** (47%), followed by 31% in Poland and 30% in Spain. At the other end of the scale, 6% of SMEs in Cyprus, 7% in Estonia and Sweden, and 8% in Lithuania and Malta have also experienced this difficulty.

Considering all countries, it is observed that SMEs in Turkey (31%) and Macedonia (30%) are also amongst the most likely to report this difficulty.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - DIFFICULTY TO ADAPT ENVIRONMENTAL LEGISLATION TO YOUR COMPANY)

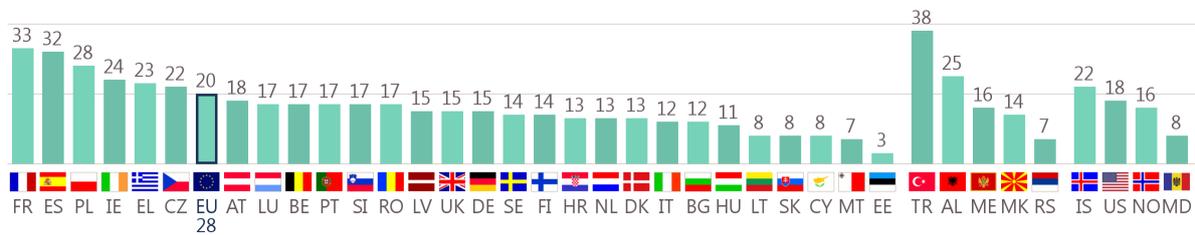


Base: SMEs that have taken at least one resource efficiency action (N=11,401)

SMEs in France (33%), Spain (32%) and Poland (28%) are the most likely to report a **lack of specific environmental expertise** as a difficulty, while those in Estonia (3%), Malta (7%), Cyprus, Slovakia and Lithuania (all 8%) are the least likely to do so.

Across all countries surveyed, SMEs in Turkey (38%) are however the most likely to report this difficulty.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - LACK OF SPECIFIC ENVIRONMENTAL EXPERTISE)

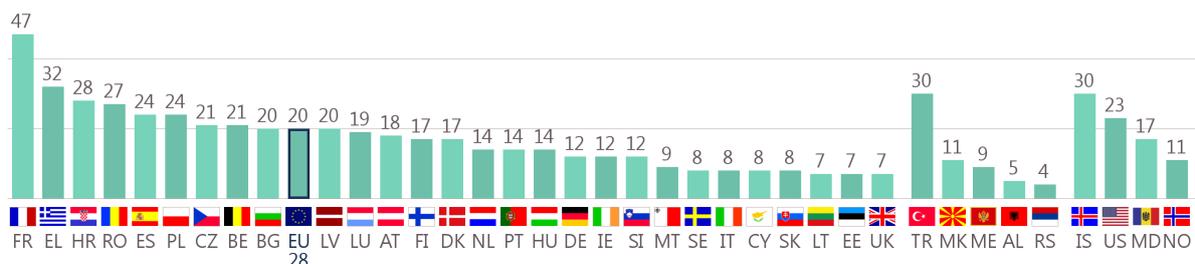


Base: SMEs that have taken at least one resource efficiency action (N=11,401)

SMEs in France are much more likely than those in other countries to say the fact that the **technical requirements of the legislation were not up to date** was a difficulty (47%), although 32% in Greece and 28% in Croatia say the same. At the other end of the scale 7% of SMEs in Lithuania and Estonia report experiencing this difficulty.

Across all countries surveyed, it is observed that SMEs in Serbia (4%) and Albania (5%) are the least likely to report this difficulty.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
 (MULTIPLE ANSWERS POSSIBLE)
 (% - TECHNICAL REQUIREMENTS OF THE LEGISLATION NOT BEING UP TO DATE)

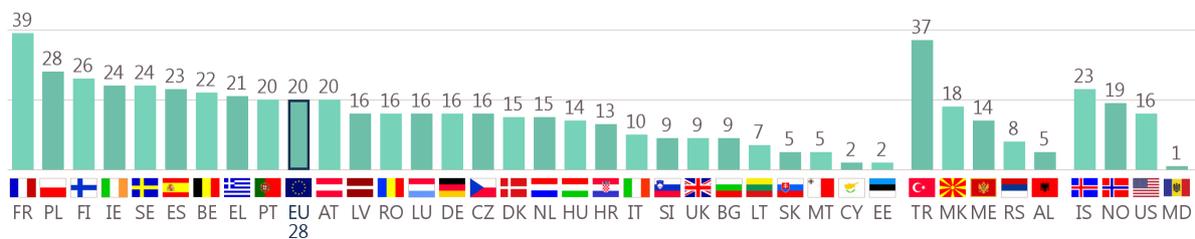


Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Almost four in ten SMEs in France (39%) say they had **difficulty choosing the right resource efficiency actions** for their company, as do 28% in Poland and 26% in Finland. In contrast, 2% in Cyprus and Estonia say the same.

SMEs in Turkey are the second most likely to report this difficulty (37%), while those in Moldova are the least likely to do so (1%).

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)
(% - DIFFICULTY IN CHOOSING THE RIGHT RESOURCE EFFICIENCY ACTIONS FOR YOUR COMPANY)



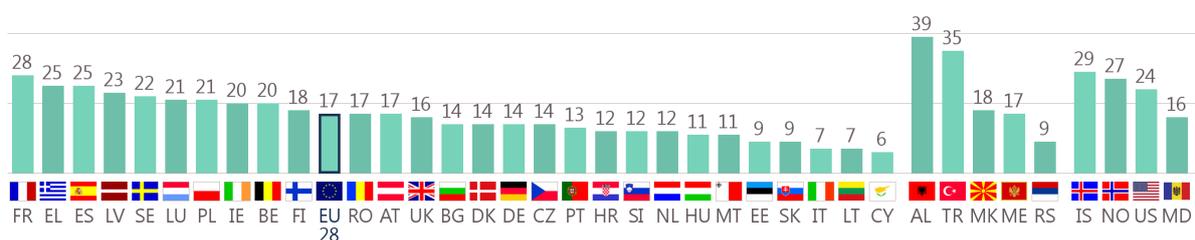
Base: SMEs that have taken at least one resource efficiency action (N=11,401)

France (28%), Greece and Spain (both 25%) are the only EU Member States where at least one quarter says a **lack of demand for resource efficient products or services** has been a difficulty. In addition, this is the most mentioned difficulty among SMEs in Finland (26%) and Sweden (25%)

At the other end of the scale, 6% in Cyprus and 7% in Lithuania and Italy mention this difficulty.

SMEs in Albania (39%), Turkey (35%) and Iceland (29%) are the most likely to say they experienced this difficulty.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)
(% - LACK OF DEMAND FOR RESOURCE EFFICIENT PRODUCTS OR SERVICES)

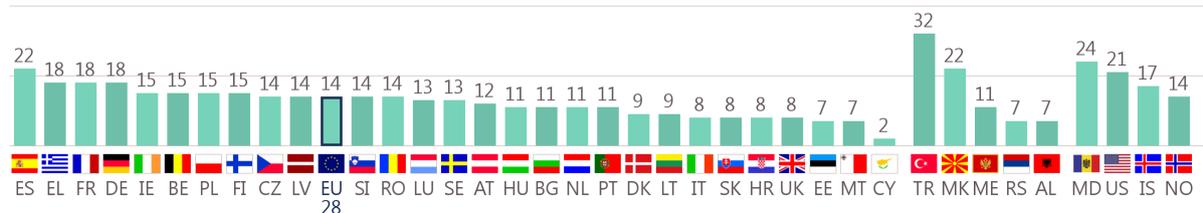


Base: SMEs that have taken at least one resource efficiency action (N=11,401)

SMEs are generally less likely to say they experienced a **lack of supply of required materials, parts, products or services**. Those in Spain (22%), Greece (18%), France and Germany (both 18%) are the most likely to have experienced this, while those in Cyprus (2%) are the least likely to do so.

Across all countries, SMEs in Turkey (32%) and Moldova (24%) are the most likely to have experienced this difficulty.

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)
(% - LACK OF SUPPLY OF REQUIRED MATERIALS, PARTS, PRODUCTS OR SERVICES)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Evolution since 2015

For EU28 overall, SMEs are now more likely to have experienced most of these barriers than they were in 2015. However, at a country level the patterns are more variable. In 17 EU Member States, SMEs are now more likely to say they experienced **complexity of administrative or legal requirements** than they were in 2015, with the largest increases seen amongst SMEs in Croatia, Italy (both +15 pp) and the Czech Republic (+13 pp). SMEs in Cyprus (-16 pp), France (-13 pp) and Finland (-10 pp) are now less likely to report this difficulty.

Considering the **cost of environmental actions**, SMEs in Romania are now much more likely to mention this difficulty (+12 pp), while those in Cyprus and the United Kingdom are less likely to do so (both -9 pp). SMEs in Italy (+8 pp) and the Czech Republic (+6 pp) are now more likely to mention **difficulty adapting environmental legislation to their company**, while those Sweden (-10 pp), Malta and Belgium (both -9 pp) are less likely to do so than they were in 2015.

SMEs in the Czech Republic are also more likely to say they encountered **a lack of specific environmental expertise** (+10 pp), while those in Malta (-13 pp), Belgium (-12 pp) and Sweden (-11 pp) are now less likely to do so. Compared to 2015, SMEs in the Czech Republic, Spain (both +13 pp) and Croatia (+11 pp) are now more likely to mention the **technical requirements of the legislation not being up to date**, while those in Cyprus (-12 pp) and Sweden (-10 pp) are less likely to do so. Overall, there are 19 countries where SMEs are now more likely to report this difficulty than they were in 2015.

SMEs in Germany are now more likely to report experiencing **difficulty in choosing the right resource efficiency action for their company** (+10 pp), while those in Sweden are now less likely to report this (-11 pp). SMEs in Belgium are now less likely to report a **lack of demand for resource efficient products or services** (-15 pp), while those in Cyprus are now less likely to say they experienced a **lack of supply of the required parts, products or services** (-11 pp).

Looking at countries outside EU28, SMEs in Albania are now much more likely to report the cost of environmental actions (+28 pp), a lack of specific environmental expertise (+24 pp) and a lack of demand for resource efficient products and services (+34 pp).

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)
(%)

		Complexity of administrative or legal procedures	Sept. 2017 - Sept. 2015	Cost of environmental actions	Sept. 2017 - Sept. 2015	Difficulty to adapt environmental legislation to your company	Sept. 2017 - Sept. 2015	Lack of specific environmental expertise	Sept. 2017 - Sept. 2015	Technical requirements of the legislation not being up to date	Sept. 2017 - Sept. 2015	Difficulty in choosing the right resource efficiency actions for your company	Sept. 2017 - Sept. 2015	Lack of demand for resource efficient products or services	Sept. 2017 - Sept. 2015	Lack of supply of required materials, parts, products or services	Sept. 2017 - Sept. 2015
EU28		33	▲ 4	24	▲ 1	22	▲ 1	20	=	20	▲ 5	20	▲ 2	17	▼ 3	14	▲ 3
BE		33	▼ 2	21	▼ 4	18	▼ 9	17	▼ 12	21	=	22	▼ 3	20	▼ 15	15	=
BG		32	▲ 3	14	▲ 2	11	▼ 1	12	▼ 4	20	▲ 2	9	▼ 3	14	=	11	▼ 1
CZ		51	▲ 13	26	▲ 3	14	▲ 6	22	▲ 10	21	▲ 13	16	=	14	▼ 4	14	▲ 5
DK		20	▲ 5	27	▼ 3	14	▼ 2	13	▼ 2	17	▲ 9	15	▼ 2	14	=	9	=
DE		23	▲ 12	18	▲ 5	16	▲ 4	15	▲ 7	12	▲ 7	16	▲ 10	14	▲ 1	18	▲ 10
EE		9	=	9	▼ 5	7	▲ 2	3	▲ 1	7	▲ 2	2	▼ 5	9	▼ 4	7	▼ 1
IE		17	▲ 2	25	▲ 2	16	▲ 1	24	▲ 4	12	▼ 1	24	▲ 4	20	▼ 5	15	▲ 3
EL		43	▼ 1	23	▼ 7	20	▼ 3	23	▼ 6	32	▲ 3	21	▲ 2	25	▲ 4	18	▼ 3
ES		37	▲ 8	32	▲ 3	30	▲ 8	32	▲ 9	24	▲ 13	23	▲ 7	25	▲ 3	22	▲ 9
FR		53	▼ 13	44	▼ 2	47	▼ 7	33	▼ 10	47	▲ 5	39	▼ 8	28	▼ 8	18	▼ 3
HR		46	▲ 15	14	=	12	▼ 1	13	=	28	▲ 11	13	▲ 5	12	=	8	▲ 2
IT		28	▲ 15	15	▲ 7	13	▲ 5	12	▲ 4	8	▲ 3	10	▲ 6	7	▲ 3	8	▲ 5
CY		11	▼ 16	7	▼ 9	6	▼ 4	8	▼ 4	8	▼ 12	2	▼ 6	6	▼ 9	2	▼ 11
LV		32	▲ 5	19	▲ 2	12	▼ 4	15	▼ 8	20	▲ 6	16	▼ 3	23	▲ 2	14	▼ 3
LT		14	▲ 2	4	▼ 8	8	=	8	▼ 5	7	▲ 3	7	▼ 1	7	▲ 2	9	▲ 3
LU		28	▲ 9	21	▲ 5	19	▼ 1	17	▲ 6	19	▲ 8	16	▲ 3	21	▲ 2	13	▲ 2
HU		28	▲ 8	21	▲ 1	21	▲ 2	11	▼ 4	14	▲ 6	14	▲ 5	11	=	11	▲ 1
MT		15	▼ 3	12	▼ 4	8	▼ 9	7	▼ 13	9	▼ 4	5	▼ 6	11	▲ 1	7	▼ 8
NL		22	▲ 4	20	▼ 3	13	=	13	▼ 3	14	▲ 3	15	▲ 1	12	▼ 7	11	▲ 2
AT		30	▲ 9	23	▲ 3	18	▲ 1	18	▲ 2	18	▲ 10	20	▲ 7	17	▼ 1	12	=
PL		52	▲ 6	27	▲ 5	31	▼ 4	28	=	24	▲ 3	28	▲ 2	21	▼ 8	15	▼ 2
PT		25	▼ 6	23	▼ 5	19	▼ 5	17	▼ 6	14	▼ 6	20	▼ 4	13	▼ 8	11	▼ 6
RO		36	▲ 8	32	▲ 12	22	▲ 3	17	▲ 9	27	▲ 7	16	=	17	▲ 3	14	▲ 4
SI		26	▲ 6	18	▲ 1	14	▲ 1	17	▲ 4	12	▼ 1	9	=	12	▼ 4	14	▲ 4
SK		30	▼ 3	12	=	14	▼ 2	8	▼ 4	8	▼ 5	5	▼ 5	9	▼ 5	8	▲ 1
FI		20	▼ 10	18	▼ 5	12	▼ 7	14	▼ 8	17	▼ 4	26	▲ 5	18	▼ 7	15	▼ 2
SE		24	▼ 3	25	▼ 8	7	▼ 10	14	▼ 11	8	▼ 10	24	▼ 11	22	▼ 5	13	▼ 7
UK		13	▼ 5	14	▼ 9	12	▼ 3	15	▼ 2	7	▲ 1	9	▼ 7	16	▼ 6	8	▲ 1
AL		13	▼ 15	30	▲ 28	6	▼ 1	25	▲ 24	5	▲ 3	5	▲ 5	39	▲ 34	7	▲ 7
MK		32	▲ 16	15	▼ 1	30	▲ 12	14	=	11	▼ 2	18	▼ 10	18	▲ 1	22	▲ 13
ME		26	▲ 5	18	▲ 6	8	▲ 1	16	▲ 2	9	=	14	▲ 2	17	▼ 8	11	▼ 8
RS		27	▲ 2	8	▼ 10	6	▼ 3	7	▼ 8	4	▼ 7	8	▼ 1	9	▲ 2	7	=
TR		48	▼ 11	38	▼ 13	31	▼ 14	38	▼ 7	30	▼ 14	37	▼ 14	35	▼ 6	32	▲ 2
IS		40	▲ 13	23	=	11	▼ 3	22	▼ 2	30	▲ 16	23	▲ 1	29	▲ 10	17	=
MD		21	▲ 5	18	▲ 5	12	▼ 3	8	▼ 1	17	▼ 5	1	▼ 10	16	▼ 2	24	▲ 7
NO		16	▼ 4	24	▲ 1	12	▲ 4	16	▼ 2	11	▼ 1	19	▲ 9	27	▲ 7	14	▲ 5
US		17	▼ 11	20	▼ 9	14	▼ 8	18	▼ 8	23	▲ 6	16	▼ 3	24	▼ 5	21	=

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

2 Does it pay to be ‘clean and green’?

a. Impact of resource efficiency actions on production costs

Companies were asked about the impact their resource efficiency actions have had on production costs over the past two years¹⁵.

- More than four in ten SMEs say resource efficiency actions have decreased production costs over the past two years -

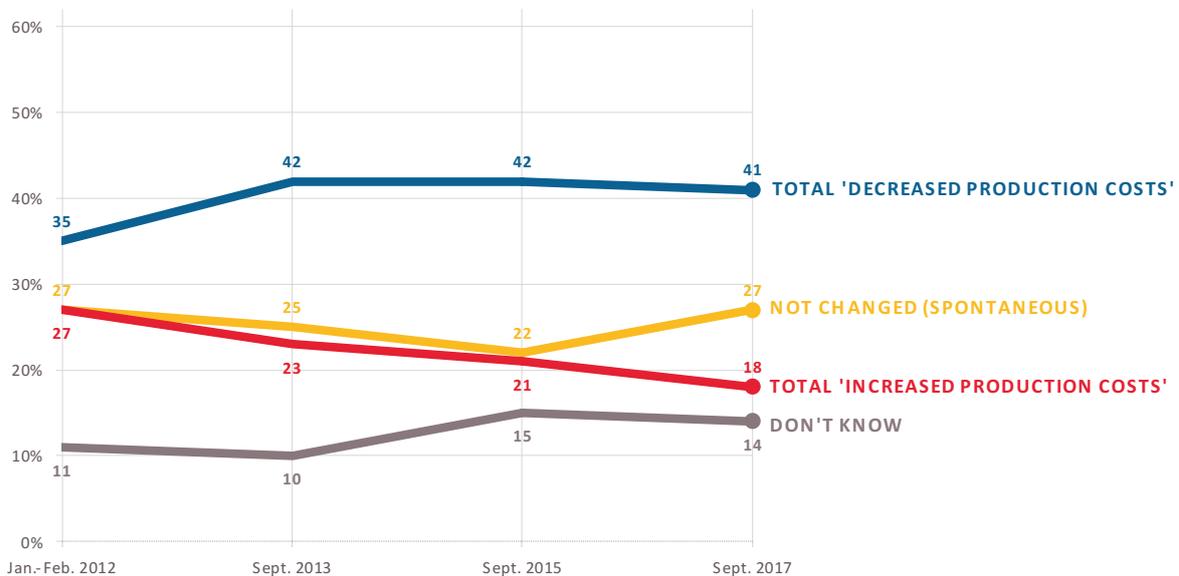
Amongst SMEs taking resource efficiency actions, 41% say these actions have decreased their production costs over the past two years - 4% say the decrease has been significant.

Fewer than one in five (18%) say production costs have increased, with 4% saying the increase has been significant.

More than one quarter (27%) say there has been no change as a result of these actions.

Since 2015, the proportion that say production costs have decreased has only declined slightly (-1 pp), while there has been an increase in the proportion who say costs have not changed (+5 pp), and a decrease in those who say costs have increased (-3 pp). The proportion who say production costs have increased has been declining steadily since 2012.

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have... (% - EU)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

¹⁵ Q3. What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have... : significantly decreased ; slightly decreased ; slightly increased ; significantly increased ; not changed (DO NOT READ OUT) ; DK/NA.

Company breakdown

Large companies¹⁶ are more likely than SMEs to say production costs have decreased (53% vs. 41%) as a result of resource efficiency actions. SMEs are more likely to say there has been no change (27% vs. 10%).

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have...
(% - EU)

	Significantly decreased	Slightly decreased	Slightly increased	Significantly increased	Not changed (SPONTANEOUS)	Don't know
SMEs						
EU28	4	37	14	4	27	14
Large companies						
EU28	10	43	15	5	10	17

Base: All companies that have taken at least one resource efficiency action (N=11,595)

The larger the SME, the more likely it is to say production costs have decreased: 54% of medium sized SMEs say this, compared to 39% of micro SMEs.

Amongst micro SMEs, one person operators are more likely than those with 2-9 employees to say production costs have decreased (33% vs 28%).

The sector analysis shows SMEs in manufacturing are the most likely to say resource efficiency actions have decreased production costs (45%), particularly when compared to SMEs in retail (39%).

SMEs with the highest turnover are the most likely to say resource efficiency actions have decreased production costs (56% vs. 41%-52%).

Finally, the more resource efficiency actions an SME has taken, the more likely they are to say production costs have decreased: 49% that have taken many actions say this, compared to 34% who have taken few actions.

¹⁶ Care should be taken when interpreting the results for large companies, due to low base size (128).

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have...

(% - EU)

	Significantly decreased	Slightly decreased	Slightly increased	Significantly increased	Not changed (SPONTANEOUS)	Don't know	Total 'Decreased'	Total 'Increased'
EU28	4	37	14	4	27	14	41	14
Company size								
1-9	4	35	14	4	29	14	39	14
10-49	4	44	14	5	21	12	48	14
50-249	6	48	9	4	17	16	54	14
Sectors grouped (NACE)								
Manufacturing (C)	3	42	17	5	22	11	45	14
Retail (G)	4	35	12	4	28	17	39	14
Services (I/J/K/H/L/M)	4	37	13	3	29	14	41	14
Industry (B/D/E/F)	3	38	15	5	28	11	41	14
Micro-enterprises								
One person company	6	27	14	2	36	15	33	14
2-9 employees	1	27	13	5	29	25	28	14
Turnover 2016								
100,000 euros or less	4	37	14	4	29	12	41	14
More than 100-500,000 euros	3	37	16	5	28	11	40	14
More than 500,000 - 2 mil. euros	5	40	13	3	29	10	45	14
More than 2- 10 mil. euros	5	47	12	4	22	10	52	14
More than 10 mil. euros	6	50	18	2	17	7	56	14
Actions undertaken								
Many actions	5	44	15	4	20	12	49	14
Some actions	4	34	13	4	31	14	38	14
Few actions	3	31	12	3	34	17	34	14

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Comparison between the EU and US

Compared to those in EU, SMEs in the US are much more likely to report that resource efficiency actions have increased their production costs over the past two years (34% vs. 18%). Almost one third of US SMEs say their actions slightly increased production costs (31%), compared to 14% of EU SMEs.

National analysis

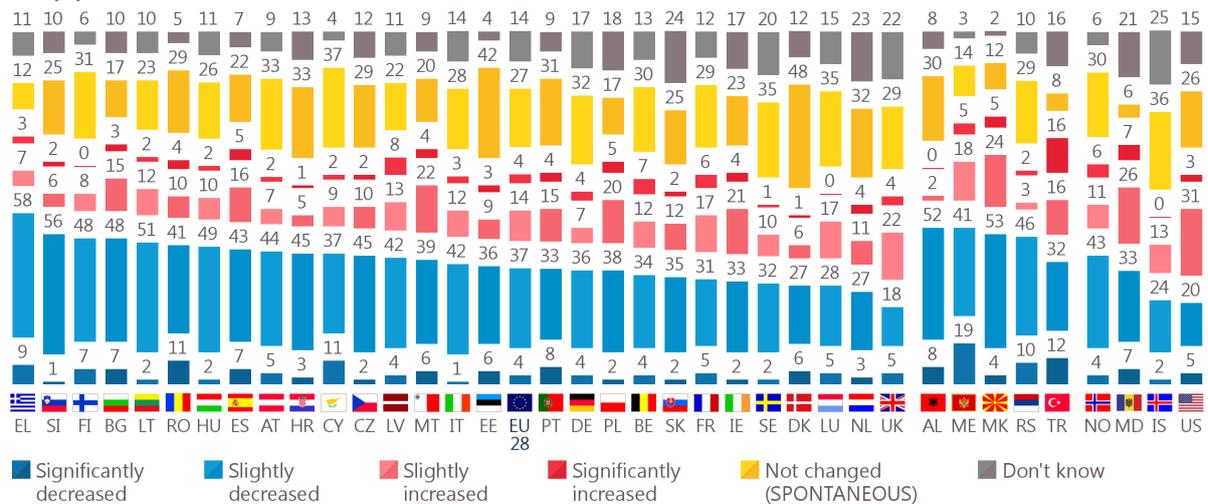
In eight EU Member States, at least half of the SMEs that have taken resource efficiency actions say these actions have decreased production costs over the past two years. This is particularly the case for SMEs in Greece (67%), Slovenia (57%), Finland and Bulgaria (both 55%). More than one in ten SMEs in Cyprus and Romania say production costs have decreased significantly (both 11%). SMEs in the United Kingdom (23%), the Netherlands (30%) and Denmark (33%) are the least likely to say their resource efficiency actions have decreased production costs.

At least one quarter of SMEs in Malta, the United Kingdom (both 26%), Poland and Ireland (both 25%) say their resource efficiency actions have increased production costs in the last two years, with 8% in Latvia, 7% in Belgium and 6% in France saying the increases have been significant.

The highest proportions of SMEs saying resource efficiency actions have not changed production costs are observed in Denmark (48%), Estonia (42%) and Cyprus (37%).

Across all countries surveyed, SMEs in Montenegro and Albania (both 60%) are amongst the most likely to say production costs have decreased as a result of resource efficiency actions, while SMEs in Moldova (33%) and Turkey (32%) are among the most likely to say that these costs have increased¹⁷.

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have... (%)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

¹⁷ Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

Evolution since 2015

As is the case for the EU as a whole, in most Member States there have only been relatively small changes since 2015. However, there have been some larger changes, particularly in the proportions who say costs have decreased or remained the same.

SMEs in Austria (+14 pp) are more likely to say that production costs have decreased than they were in 2015, while those in Estonia (-13 pp), Cyprus (-12 pp), the Netherlands (-10 pp) and the UK (-9 pp) are now less likely to do so.

SMEs in Romania (+17 pp), Denmark (+13 pp), Austria, Portugal (both +12 pp), France (+11 pp) and the Netherlands and the UK (both +10 pp) are more likely than they were in 2015 to say production costs have not changed as a result of resource efficiency actions.

Including non-EU countries, the analysis shows Albania (+36 pp) and Norway (+19 pp) have some of the largest increases of any country in the proportion of SMEs that say production costs have decreased. Relatively large increases can also be observed in Serbia (+10 pp) and Moldova (+10 pp). On the other hand, SMEs in Macedonia (+16 pp) are particularly more likely to say that costs have increased¹⁸, as are those, to a lesser extent, in Montenegro (+8 pp).

¹⁸ Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have...
(%)

		Significantly decreased Sept. 2017 - Sept. 2015	Slightly decreased Sept. 2017 - Sept. 2015	Slightly increased Sept. 2017 - Sept. 2015	Significantly increased Sept. 2017 - Sept. 2015	Not changed (SPONTANEOUS) Sept. 2017 - Sept. 2015	Don't know	Total 'Decreased production costs'	Total 'Increased production costs'
EU28		4	37	14	4	27	14	41	18
AT		5	44	7	2	33	9	49	9
BG		7	48	15	3	17	10	55	18
PL		2	38	20	5	17	18	40	25
MT		6	39	22	4	20	9	45	26
ES		7	43	16	5	22	7	50	21
LU		5	28	17	0	35	15	33	17
EL		9	58	7	3	12	11	67	10
CZ		2	45	10	2	29	12	47	12
LV		4	42	13	8	22	11	46	21
FI		7	48	8	0	31	6	55	8
HU		2	49	10	2	26	11	51	12
IE		2	33	21	4	23	17	35	12
SK		2	35	12	2	25	24	37	15
SE		2	32	10	1	35	20	34	11
LT		2	51	12	2	23	10	53	14
HR		3	45	5	1	33	13	48	6
IT		1	42	12	3	28	14	43	15
FR		5	31	17	6	29	12	36	23
SI		1	56	6	2	25	10	57	8
BE		4	34	12	7	30	13	38	19
DE		4	36	7	4	32	17	40	11
PT		8	33	15	4	31	9	41	19
RO		11	41	10	4	29	5	52	14
DK		6	27	6	1	48	12	33	7
UK		5	18	22	4	29	22	23	26
NL		3	27	11	4	32	23	30	15
CY		11	37	9	2	37	4	48	11
EE		6	36	9	3	42	4	42	12
AL		8	52	2	0	30	8	60	2
RS		10	46	3	2	29	10	56	5
ME		19	41	18	5	14	3	60	23
TR		12	32	16	16	8	16	44	32
MK		4	53	24	5	12	2	57	29
NO		4	43	11	6	30	6	47	17
MD		7	33	26	7	6	21	40	33
IS		2	24	13	0	36	25	26	13
US		5	20	31	3	26	15	25	34

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

b. Levels of investment in resource efficiency actions

Companies that had taken resource efficiency actions were asked how much, on average, they had invested in these actions each year¹⁹.

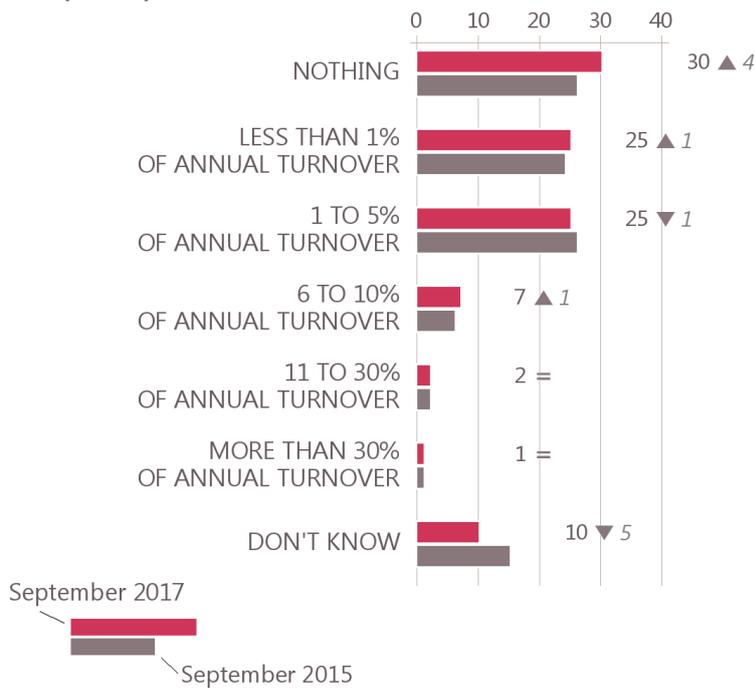
- Investment in resource efficiency remains low, although the majority invest at least a small percent of turnover –

Six in ten companies invested a proportion of turnover in the past two years on resource efficiency actions. One quarter (25%) invested less than 1% of their annual turnover, while a further 25% invested one to five percent. More than one in twenty (7%) invested six to ten percent, while three percent invested 11% or more.

Three in ten SMEs (30%) who took resource efficiency actions did not invest any turnover in them.

The largest change since 2015 is a four-point increase in the proportion of SMEs that invested nothing in their resource efficiency actions.

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?
(% - EU)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

¹⁹ Q4. Over the past two years, how much have you invested on average per year to be more resource efficient? Nothing ; Less than 1% of annual turnover; 1- 5% of annual turnover; 6-10% of annual turnover; 11-30% of annual turnover; More than 30% of annual turnover ; DK/NA.

Company breakdown

SMEs are more likely than large companies²⁰ to have invested nothing in the past two years on their resource efficiency actions (30% vs 8%). Large companies are more likely than SMEs to have invested one to five percent of their turnover (36% vs 25%).

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?
(% - EU)

	Nothing	Less than 1% of annual turnover	1- 5% of annual turnover	6-10% of annual turnover	11-30% of annual turnover	More than 30% of annual turnover	Don't know	Total 'Nothing or less than 1%'	Total 'More than 5%'
SMEs									
EU28	30	25	25	7	2	1	10	55	10
Large companies									
EU28	8	18	36	3	5	0	30	26	8

Base: All companies that have taken at least one resource efficiency action (N=11,595)

Micro SMEs are the most likely to have invested nothing on resource efficiency actions over the past two years (33%), compared to 22% of small SMEs and 7% of medium-sized SMEs. Micro SMEs are the least likely to have invested 1-5% of annual turnover (24%).

Amongst micro SMEs, solo operators are more likely to have invested nothing, compared to those with 2-9 employees (46% vs. 36%).

Manufacturing sector SMEs are the least likely to have invested nothing (26% vs 31% for other sectors), but otherwise there are no notable differences in investment based on sector.

The lower an SME's turnover, the more likely they are to have invested nothing: 34% with the lowest turnover have done so, compared to 10% of those with a turnover of more than 10 million euros.

The fewer resource efficiency actions an SME has taken, the more likely they are to have invested nothing: 44% of those that have taken few actions invested nothing, compared to 18% that have taken many actions.

²⁰ Care should be taken when interpreting the results for large companies, due to low base size (128).

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?
(% - EU)

	Nothing	Less than 1% of annual turnover	1 - 5% of annual turnover	6-10% of annual turnover	11-30% of annual turnover	More than 30% of annual turnover	Don't know	Total 'Nothing or less than 1%'	Total 'More than 5%'
EU28	30	25	25	7	2	1	10	55	10
Company size									
1-9	33	24	24	7	2	1	9	57	10
10-49	22	26	30	9	2	1	10	48	12
50-249	7	32	32	8	1	1	19	39	10
Sectors grouped (NACE)									
Manufacturing (C)	26	24	29	8	2	1	10	50	11
Retail (G)	31	26	26	5	2	0	10	57	7
Services (I/J/K/H/L/M)	31	25	22	8	2	1	11	56	11
Industry (B/D/E/F)	31	21	30	7	2	1	8	52	10
Micro-enterprises									
One person company	46	19	21	6	2	1	5	65	9
2-9 employees	36	22	21	4	2	0	15	58	6
Turnover 2016									
100,000 euros or less	34	27	23	7	2	1	6	61	10
More than 100-500,000 euros	32	24	27	9	3	1	4	56	13
More than 500,000 - 2 mil. euros	26	31	30	6	2	1	4	57	9
More than 2- 10 mil. euros	24	31	34	6	1	0	4	55	7
More than 10 mil. euros	10	29	40	5	3	1	12	39	9
Actions undertaken									
Many actions	18	24	34	10	2	1	11	42	13
Some actions	33	27	23	5	2	0	10	60	7
Few actions	44	24	17	5	1	1	8	68	7

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Comparison between the EU and US

SMEs in the US are more likely than those in the EU to have invested at least 1% of their annual turnover in resource efficiency over the past two years (45% vs. 35%). In particular, US SMEs are more likely than their EU counterparts to have invested one to five percent (30% vs. 25%) or 11-30% of their annual turnover in resource efficiency actions (6% vs. 2%).

National analysis²¹

Amongst SMEs in the EU that have taken resource efficiency actions in the last two years, those in France (47%), Lithuania (37%), Poland and Sweden (both 36%) are the most likely to have invested **none** of their annual turnover in these actions. This compared to 16% of SMEs in Greece, 17% in Spain and 20% in Malta.

In 15 Member States, at least one quarter of SMEs invested **less than 1%** of their annual turnover in their resource efficiency actions, with the highest proportions observed amongst SMEs in Romania (38%), Lithuania (34%) and the Czech Republic (32%). This compares to 19% in Slovakia and Sweden and 19% in Greece.

²¹ Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

SMEs in Greece (41%), Spain (38%) and Austria (35%) are the most likely to say they have invested **1-5% of their annual turnover** in resource efficiency actions, while those in France (17%), Lithuania (17%) and the Czech Republic (19%) are the least likely to have done so.

SMEs in Cyprus (14%), Greece, (13%) and Bulgaria (11%) are the most likely to have invested **6-10% of their annual turnover** in the last two years, compared to just 3% of SMEs in the Czech Republic and France.

Relatively few SMEs in any Member State have invested 11% or more, and there is also little variation. SMEs in Bulgaria (6%) are the most likely to have invested **11-30%**, while those in Romania are the most likely to have invested **more than 30%** (5%).

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?
(%)

		Nothing	Less than 1% of annual turnover	1 to 5% of annual turnover	6 to 10% of annual turnover	11 to 30% of annual turnover	More than 30% of annual turnover	Don't know
EU28		30	25	25	7	2	1	10
FR		47	23	17	3	1	1	8
LT		37	34	17	5	3	0	4
PL		36	23	24	9	2	0	6
SE		36	19	26	6	4	2	7
BE		34	24	26	4	2	1	9
LU		33	29	26	4	1	0	7
NL		33	26	24	9	1	2	5
CZ		32	32	19	3	1	2	11
UK		32	28	21	4	2	0	13
DK		31	24	29	6	2	1	7
IT		31	24	20	10	2	0	13
LV		30	30	27	4	1	2	6
EE		30	25	23	5	3	4	10
HR		30	24	24	8	1	1	12
SK		29	19	29	5	3	0	15
IE		28	28	25	4	2	1	12
HU		28	28	26	6	2	3	7
PT		28	24	28	10	2	0	8
FI		27	27	29	6	3	2	6
CY		24	24	21	14	3	0	14
BG		23	31	18	11	6	2	9
SI		23	28	30	9	3	1	6
AT		23	22	35	9	2	1	8
RO		21	38	25	5	1	5	5
DE		21	26	33	6	2	0	12
MT		20	32	20	5	0	2	21
ES		17	22	38	8	3	0	12
EL		16	19	41	13	4	1	6
TR		40	14	15	11	5	5	10
RS		33	18	21	6	2	3	17
MK		14	34	36	6	7	2	1
ME		14	9	37	15	1	4	20
AL		8	44	41	4	0	0	3
MD		39	27	15	8	0	3	8
IS		36	28	12	4	4	2	14
NO		30	26	16	9	6	7	6
US		23	22	30	7	6	2	10

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Evolution since 2015

Across the EU, there has been a four point increase in the proportion of SMEs who invested **none** of their turnover in resource efficiency actions, but SMEs in Belgium (+13 pp) and Sweden (+11 pp) are now much more likely to say this, while those in Lithuania are much less likely to do so (-12 pp).

SMEs in Lithuania (+17 pp) and Malta (+10 pp) are now much more likely to say they invested on average **less than 1%** of their turnover, while those in Ireland (-12 pp) and Croatia (-9 pp) are now much less likely to say this.

The largest increase in the proportion of SMEs that invested on average **1 to 5%** of turnover is observed amongst SMEs in Slovakia (+10 pp), and the largest decreases amongst those in Malta and Cyprus (both -10 pp).

Changes for higher proportions of turnover are generally smaller, with the largest increase for **6-10%** of turnover seen amongst SMEs in Italy (+7 pp), and the largest decrease in Romania (-5 pp). Changes in the proportions spending **11% or more** are smaller (no more than 5pp, and generally 1-3 pp).

Broadening the analysis to include non-EU countries shows large increases in the proportion of SMEs in Turkey (+19 pp) Moldova and Serbia (both +18pp) that say they spent nothing on resource efficiency actions²². In Albania, there has been a 35-point increase in the proportion of SMEs spending less than 1%, compared to a 23-point decline in Macedonia and a 13-point decline amongst SMEs in Montenegro. SMEs in Macedonia are now much more likely to say they spend on average 1 to 5% of turnover on these actions (+18 pp), while SMEs in Norway (-15 pp) and Turkey (-14 pp) are now less likely to do so. Finally, SMEs in Moldova and Albania are now less likely to say they spend on average 11 to 30% of turnover on resource efficiency actions (both -12 pp).

²² Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient? (%)

	Nothing	Sept. 2017 - Sept. 2015	Less than 1% of annual turnover	Sept. 2017 - Sept. 2015	1 to 5% of annual turnover	Sept. 2017 - Sept. 2015	6 to 10% of annual turnover	Sept. 2017 - Sept. 2015	11 to 30% of annual turnover	Sept. 2017 - Sept. 2015	More than 30% of annual turnover	Sept. 2017 - Sept. 2015
EU28	30	▲ 4	25	▲ 1	25	▼ 1	7	▲ 1	2	=	1	=
FR	47	▲ 9	23	▲ 3	17	▼ 8	3	▼ 3	1	▼ 1	1	▼ 1
LT	37	▼ 12	34	▲ 17	17	▼ 5	5	▲ 3	3	=	0	▼ 1
SE	36	▲ 11	19	▼ 4	26	▼ 7	6	▼ 2	4	▲ 1	2	▲ 1
PL	36	▲ 6	23	▼ 2	24	▲ 1	9	=	2	▼ 3	0	=
BE	34	▲ 13	24	▼ 5	26	▼ 2	4	▼ 3	2	▲ 1	1	▲ 1
LU	33	▲ 3	29	▲ 3	26	▲ 1	4	▼ 4	1	▼ 1	0	=
NL	33	▲ 8	26	▼ 6	24	▼ 6	9	▲ 4	1	▼ 1	2	▲ 1
UK	32	▲ 2	28	▲ 1	21	▲ 1	4	▼ 2	2	▲ 1	0	=
CZ	32	▲ 2	32	▼ 2	19	▼ 3	3	▼ 1	1	=	2	▲ 2
IT	31	▲ 5	24	▲ 4	20	▼ 1	10	▲ 7	2	▲ 2	0	=
DK	31	▼ 1	24	▼ 5	29	▲ 7	6	▲ 2	2	▼ 2	1	▲ 1
EE	30	▼ 2	25	▼ 3	23	▲ 2	5	▼ 1	3	▲ 1	4	▲ 1
LV	30	▼ 4	30	▲ 1	27	▲ 9	4	▼ 1	1	=	2	▼ 1
HR	30	▲ 4	24	▼ 9	24	=	8	▲ 4	1	▼ 2	1	▲ 1
SK	29	▼ 5	19	▲ 2	29	▲ 10	5	▼ 4	3	▲ 1	0	=
HU	28	▲ 2	28	▼ 6	26	▲ 1	6	▲ 3	2	▲ 1	3	▲ 3
IE	28	▲ 6	28	▼ 12	25	=	4	▼ 1	2	▲ 1	1	▼ 1
PT	28	▲ 9	24	▼ 4	28	▼ 2	10	▲ 3	2	=	0	▼ 1
FI	27	▲ 4	27	▼ 4	29	▼ 1	6	=	3	▼ 1	2	=
CY	24	▼ 9	24	▲ 6	21	▼ 10	14	▲ 3	3	▲ 1	0	▼ 3
AT	23	▲ 5	22	▼ 8	35	▲ 2	9	▲ 2	2	▲ 2	1	=
BG	23	▼ 5	31	▲ 4	18	▼ 1	11	▲ 3	6	▲ 1	2	▼ 2
SI	23	▼ 2	28	▲ 1	30	▼ 1	9	▲ 3	3	▲ 1	1	▲ 1
DE	21	▲ 5	26	▲ 4	33	▲ 1	6	▲ 1	2	=	0	=
RO	21	▲ 6	38	▲ 7	25	▼ 7	5	▼ 5	1	▼ 2	5	▲ 2
MT	20	▼ 3	32	▲ 10	20	▼ 10	5	▼ 1	0	=	2	=
ES	17	=	22	▼ 2	38	▲ 6	8	▲ 1	3	▼ 2	0	▼ 1
EL	16	▼ 9	19	▼ 2	41	▲ 9	13	▲ 2	4	▲ 3	1	▼ 1
TR	40	▲ 10	14	=	15	▼ 14	11	▼ 1	5	▼ 1	5	▲ 2
RS	33	▲ 18	18	▼ 8	21	▼ 13	6	▼ 1	2	▼ 2	3	▼ 2
MK	14	▲ 1	34	▼ 23	36	▲ 18	6	▲ 3	7	▲ 7	2	▲ 1
ME	14	▲ 2	9	▼ 13	37	▲ 4	15	▲ 4	1	▼ 5	4	▲ 2
AL	8	=	44	▲ 35	41	▲ 2	4	▲ 2	0	▼ 12	0	=
MD	39	▲ 18	27	▲ 11	15	▼ 2	8	▼ 1	0	▼ 12	3	▼ 6
IS	36	▼ 7	28	▲ 1	12	=	4	▲ 1	4	▲ 3	2	▲ 1
NO	30	▲ 4	26	▼ 1	16	▼ 15	9	▲ 6	6	▲ 5	7	▲ 6
US	23	▼ 2	22	=	30	▼ 5	7	▼ 3	6	▲ 1	2	▲ 2

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

3 Do policies help companies to become more resource efficient?

a. General overview

Companies were asked about the kind of support they rely on when trying to be more resource efficient²³.

- SMEs are much more likely to rely on internal rather than external support for resource efficiency efforts -

Amongst SMEs that have taken resource efficiency actions, six in ten have relied on their own financial resources (60%), while almost as many (58%) have relied on their own technical expertise. Comparatively few rely on external support (22%).

Since 2015, the proportion of SMEs relying on their own financial resources or on their own technical expertise has also declined (both -3 pp), while the proportion of SMEs relying on external support has increased by three points.

Q5 Which type of support does your company rely on in its efforts to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)



Base: SMEs that have taken at least one resource efficiency action (N=11,401)

²³ Q5. Which type of support does your company rely on in its efforts to be more resource efficient? Its own financial resources; Its own technical expertise; External support; Other (DO NOT READ OUT); DK/NA

Company breakdown

Compared to SMEs, large companies are much more likely to rely on their own financial resources (76% vs. 60%) or their own technical expertise (78% vs. 58%), as well as on external support (39% vs. 22%).²⁴

Q5 Which type of support does your company rely on in its efforts to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Its own financial resources	Its own technical expertise	External support	Other (SPONTANEOUS)	Don't know
SMEs					
EU28	60	58	22	1	6
Large companies					
EU28	76	78	39	0	3

Base: SMEs that have taken at least one resource efficiency action (N=11,595)

The larger the SME, the more likely it is to rely on each kind of support in its efforts to be more resource efficient. For example, 58% of micro SMEs rely on their own financial resources, compared to 69% of small SMEs and 73% of medium-sized SMEs.

Amongst micro SMEs, those with 2-9 employees are the most likely to rely on their own financial resources (67% vs. 56%) or on external support (26% vs. 12%), while solo operators are more likely than larger micro SMEs to rely on their own technical expertise (60% vs. 50%).

Industry (67%) and manufacturing SMEs (64%) are the most likely to rely on their own technical expertise, particularly compared to retail SMEs (54%). Services sector SMEs are the most likely to rely on external support, particularly compared to those in manufacturing (24% vs. 19%).

SMEs established in 2017 are the most likely to rely on their own financial resources (72% vs. 60% of older companies), but they are the least likely to rely on their own technical expertise (44% vs. 59% of the oldest companies).

SMEs with the largest turnover are the most likely to rely on each kind of support. For instance, 73% of this group rely on their own financial resources, compared to 60% with a turnover of 100,000 euros or less.

Finally, companies undertaking many resource efficiency actions are the most likely to rely on each kind of support. For example, 30% rely on external support, compared to 20% taking some actions and 15% taking few actions.

²⁴ Care should be taken when interpreting the results for large companies, due to low base size (128).

Q5 Which type of support does your company rely on in its efforts to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)

(% - EU)

	its own financial resources	its own technical expertise	External support	Other (SPONTANEOUS)	Don't know
EU28	60	58	22	1	6
Company size					
1-9	58	57	20	1	7
10-49	69	61	31	1	3
50-249	73	70	40	0	3
Sectors grouped (NACE)					
Manufacturing (C)	63	64	19	1	4
Retail (G)	60	54	22	1	6
Services (I/J/K/H/L/M)	61	56	24	1	6
Industry (B/D/E/F)	58	67	21	1	6
Company age					
Before 2010	60	59	23	1	7
Between 2010 and 2016	61	55	22	1	4
2017 and after	72	44	23	2	8
Micro-enterprises					
One person company	56	60	12	2	10
2-9 employees	67	50	26	0	2
Turnover 2016					
100,000 euros or less	60	58	14	1	6
More than 100-500,000 euros	59	60	21	1	6
More than 500,000 - 2 mil. euros	61	58	29	0	4
More than 2- 10 mil. euros	69	59	32	1	4
More than 10 mil. euros	73	76	43	0	1
Actions undertaken					
Many actions	63	65	30	1	3
Some actions	60	56	20	1	8
Few actions	56	51	15	1	8

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Comparison between the EU and US

SMEs in the US are more likely than their EU28 counterparts to rely on their own financial resources (69% vs. 60%), their own technical expertise (75% vs. 58%) or external support (37% vs. 22%).

National analysis

In 21 EU Member States, SMEs are most likely to say they rely on their **own financial resources** in their efforts to be more resource efficient, and in 25 Member States a majority of SMEs say this²⁵. SMEs in Estonia, Malta and Romania (all 84%) are the most likely to rely on their own financial resources, compared to 40% in Spain, 43% in Italy and 49% in Denmark.

SMEs in Poland (82%), Czech Republic (70%), Italy (60%), the Netherlands (58%), Sweden and Denmark (both 55%) and Spain (49%) are the most likely to say they rely on their **own technical expertise**. Other countries where SMEs are particularly likely to mention this include Germany (68%), Austria (67%) and Finland (66%). This compares to 25% of SMEs in Romania and 38% in Luxembourg and 41% in Cyprus.

Out of all EU Member States, SMEs in Germany (38%), Austria (32%) and the Netherlands (31%) are the most likely to say they rely on **external support** in their efforts to be more resource efficient, while those in Romania (3%) and Estonia (4%) are the least likely to say this.

²⁵ Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

Q5 Which type of support does your company rely on in its efforts to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

		Its own financial resources	Its own technical expertise	External support	Other (SPONTANEOUS)	Don't know
EU28		60	58	22	1	6
BE		66	47	24	3	14
BG		65	63	13	0	1
CZ		69	70	18	2	2
DK		49	55	27	2	7
DE		75	68	38	0	8
EE		84	43	4	0	5
IE		55	50	24	1	12
EL		76	42	14	1	1
ES		40	49	28	0	6
FR		72	58	24	0	7
HR		73	63	12	2	2
IT		43	60	18	0	3
CY		69	41	12	6	5
LV		68	65	7	2	5
LT		79	54	7	0	2
LU		59	38	19	8	4
HU		61	60	19	2	4
MT		84	59	24	0	4
NL		52	58	31	2	9
AT		80	67	32	1	6
PL		68	82	14	0	2
PT		71	51	12	1	4
RO		84	25	3	2	1
SI		60	57	18	2	2
SK		67	59	11	1	4
FI		73	66	22	0	4
SE		54	55	17	1	9
UK		57	47	22	2	14
AL		100	7	10	0	0
MK		86	34	9	2	0
ME		66	46	12	0	6
RS		65	48	4	3	8
TR		72	31	7	0	4
IS		49	57	16	3	21
MD		76	28	12	0	0
NO		45	47	19	6	10
US		69	75	37	1	12
		Highest percentage per country		Lowest percentage per country		
		Highest percentage per item		Lowest percentage per item		

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

Evolution since 2015

Across EU28, the proportion of SMEs relying on their **own financial resources** for resource efficiency efforts decreased slightly, but there have been larger changes at the individual country level. For instance, SMEs in Spain (-25 pp), Denmark (-14 pp) and the United Kingdom (-10 pp) are all much less likely to say they rely on their own financial resources, compared to 2015. Overall, there are 17 EU Member States where SMEs are now less likely to say this. Going against the trend, SMEs in Malta (+25 pp), Austria (+24 pp) and Germany (+19 pp) are now much more likely to say they rely on their own financial resources.

SMEs in Estonia (-19 pp), Slovenia and Greece (both -11 pp) are all less likely to rely on their **own technical expertise** than they were in 2015, while those in Germany (+21 pp), Slovakia (+18 pp), Austria and Lithuania (both +10 pp) are now more likely to do so.

Changes in the proportions relying on **external support** are generally smaller. However, in 18 EU Member States SMEs are now more likely to rely on external support, with the largest increased observed amongst those in Germany (+17 pp).

Across all countries surveyed, the United States has the highest increase in the proportion of SMEs that rely on their own technical expertise (+ 21 pp) or on external support (+ 17 pp). On the other hand, SMEs in Albania (-39 pp) and Macedonia (-32 pp) are now much less likely to say they rely on their own technical expertise in their resource efficiency efforts²⁶.

²⁶ Albania (69), Moldova (62), Montenegro (80), Macedonia (103) and Serbia (138) all have a low base size and results should therefore be considered with caution.

Q5 Which type of support does your company rely on in its efforts to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

		Its own financial resources	Sept. 2017 - Sept. 2015	Its own technical expertise	Sept. 2017 - Sept. 2015	External support	Sept. 2017 - Sept. 2015	Other (SPONTANEOUS)	Sept. 2017 - Sept. 2015	Don't know
EU28		60	▼ 3	58	▼ 3	22	▲ 3	1	▼ 1	6
BE		66	▼ 8	47	▼ 3	24	▼ 4	3	▲ 2	14
BG		65	▼ 2	63	▼ 4	13	▲ 2	0	▼ 1	1
CZ		69	▼ 3	70	▲ 7	18	▲ 6	2	▲ 1	2
DK		49	▼ 14	55	▼ 7	27	▼ 2	2	▼ 3	7
DE		75	▲ 19	68	▲ 21	38	▲ 17	0	▼ 2	8
EE		84	▲ 10	43	▼ 19	4	▼ 5	0	▼ 5	5
IE		55	▼ 5	50	▲ 8	24	▲ 8	1	▲ 1	12
EL		76	▲ 9	42	▼ 11	14	▲ 7	1	▲ 1	1
ES		40	▼ 25	49	▼ 9	28	▲ 4	0	=	6
FR		72	▼ 6	58	▼ 8	24	▼ 4	0	▼ 2	7
HR		73	▼ 9	63	▼ 2	12	▲ 4	2	▼ 1	2
IT		43	▲ 1	60	▼ 7	18	▲ 1	0	▼ 3	3
CY		69	▼ 1	41	▲ 4	12	=	6	▲ 1	5
LV		68	▼ 2	65	▲ 2	7	▼ 5	2	=	5
LT		79	▲ 1	54	▲ 10	7	=	0	▼ 1	2
LU		59	▲ 8	38	▼ 3	19	▼ 3	8	▲ 5	4
HU		61	▼ 6	60	▼ 7	19	▲ 6	2	▼ 2	4
MT		84	▲ 25	59	▲ 4	24	▲ 6	0	▼ 1	4
NL		52	=	58	▲ 4	31	▲ 3	2	▲ 1	9
AT		80	▲ 24	67	▲ 10	32	▼ 6	1	▲ 1	6
PL		68	▼ 2	82	▲ 8	14	▲ 2	0	▼ 1	2
PT		71	▼ 5	51	▼ 10	12	▼ 3	1	▼ 1	4
RO		84	▼ 6	25	▲ 2	3	▼ 2	2	▲ 1	1
SI		60	▼ 7	57	▼ 11	18	▲ 7	2	▼ 1	2
SK		67	▲ 5	59	▲ 18	11	▲ 4	1	▼ 2	4
FI		73	▲ 6	66	▲ 7	22	▲ 2	0	=	4
SE		54	▼ 7	55	▲ 1	17	▼ 1	1	▼ 2	9
UK		57	▼ 10	47	▼ 19	22	▲ 5	2	▲ 1	14
AL		100	▲ 22	7	▼ 39	10	▲ 3	0	=	0
MK		86	=	34	▼ 32	9	▲ 6	2	▲ 1	0
ME		66	▼ 5	46	▼ 14	12	▼ 5	0	=	6
RS		65	▼ 4	48	▼ 11	4	▼ 5	3	▲ 3	8
TR		72	▼ 10	31	▼ 3	7	▲ 1	0	=	4
IS		49	▼ 8	57	▲ 2	16	▼ 5	3	▼ 2	21
MD		76	▼ 8	28	▲ 12	12	▼ 3	0	▼ 5	0
NO		45	▲ 3	47	▼ 8	19	▲ 3	6	=	10
US		69	▲ 7	75	▲ 21	37	▲ 17	1	▲ 1	12

Base: SMEs that have taken at least one resource efficiency action (N=11,401)

b. Types of external support used by SMEs to be more resource efficient

SMEs that rely on external support were asked for more detail about the kinds of external support they receive²⁷.

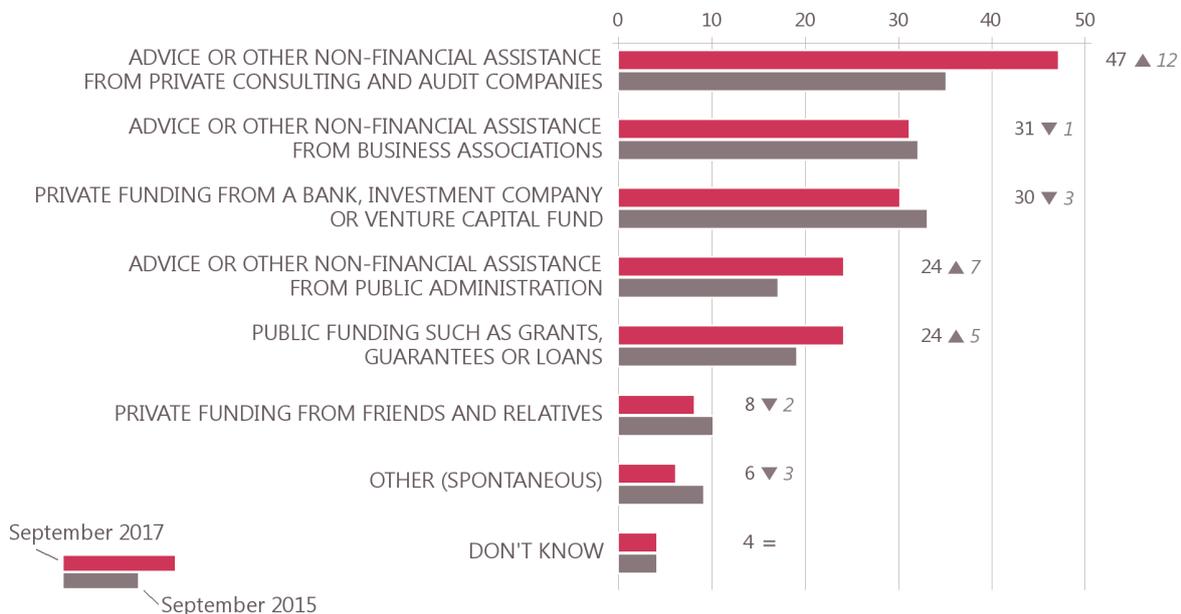
- SMEs access external support from a range of sources, with advice or non-financial assistance from private consulting and audit companies the most mentioned -

Almost half (47%) of SMEs that rely on external support in their efforts to be more resource efficient say they receive advice or other non-financial assistance from private consulting and audit companies. At least three in ten have taken advice or other non-financial assistance from business associations (31%) or private funding from a bank, investment company or venture capital fund (30%).

Almost one quarter have received public funding such as grants, guarantees or loans or advice or other non-financial assistance from public administration (both 24%). Almost one in ten (8%) relied on private funding from friends and relatives.

Compared to 2015, SMEs are now much more likely to mention advice or other non-financial assistance from private consulting and audit companies (+12 pp) or from public administration (+7 pp) or public funding such as grants, guarantees or loans (+5 pp). They are less likely to mention private funding from a bank, investment company or venture capital fund (-3 pp).

Q6 More precisely, which type of external support is it? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)



Base: SMEs that receive external support to be more resource efficient (N=2,547)

Company breakdown

A comparison with large companies was not possible, due to low base size (55).

²⁷ Q6. More precisely, which type of external support is it? Public funding such as grants, guarantees or loans ; Private funding from a bank, investment company or venture capital fund ; Private funding from friends or relatives ; Advice or other non-financial assistance from public administration; Advice or other non-financial assistance from private consulting and audit companies; Advice or other non-financial assistance from business associations; Other (DO NOT READ OUT); DK/NA

The analysis of company characteristics shows the main difference between SMEs of different sizes is the proportion that access public sector support: 29% of medium-sized SMEs do this, compared to 42% of small SMEs, and 37% of micro SMEs.

Most notably, larger SMEs are more likely to have used public support in the form of advice or other non-financial assistance from business associations: 38% of medium-sized and 35% of small SMEs have done so, compared to 29% of micro SMEs. The largest SMEs are also the most likely to have taken advice or other non-financial assistance from private consulting and audit companies (63% vs. 44% of micro SMEs).

Manufacturing (31%) and services (27%) SMEs are the most likely to have used public funding such as grants, guarantees or loans, compared to 20% of retail SMEs and 18% of industry SMEs. Industry SMEs are the most likely to have made use of advice or other non-financial assistance from business associations, particularly compared to services SMEs (37% vs. 27%).

Overall, SMEs are much more likely to have sourced their support (both financial and advisory) from the private sector than public sector (79% vs. 38%).

Finally, SMEs that have taken many or some (both 80%) actions are more likely than those that have taken few actions (71%) to have used some kind of private support.

Q6 More precisely, which type of external support is it? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Advice or other non-financial assistance from private consulting and audit companies	Advice or other non-financial assistance from business associations	Private funding from a bank, investment company or venture capital fund	Public funding such as grants, guarantees or loans	Advice or other non-financial assistance from public administration	Private funding from friends and relatives	Other (SPONTANEOUS)	Don't know	Total 'Private sector'	Total 'Public sector'
EU28	47	31	30	24	24	8	6	4	79	38
Company size										
1-9	44	29	32	23	23	9	6	4	78	37
10-49	50	35	28	28	28	6	5	4	79	42
50-249	63	38	20	22	18	2	11	6	84	29
Sectors grouped (NACE)										
Manufacturing (C)	48	33	34	31	13	10	8	5	80	34
Retail (G)	42	33	32	20	22	8	9	5	76	33
Services (I/J/K/H/L/M)	50	27	28	27	27	8	4	4	80	42
Industry (B/D/E/F)	47	37	32	18	25	8	5	4	81	35
Actions undertaken										
Many actions	49	35	30	23	24	9	6	5	80	37
Some actions	46	33	32	26	26	6	5	3	80	39
Few actions	43	16	28	22	22	8	9	6	71	36

Base: SMEs that receive external support to be more resource efficient (N=2,547)

Comparison between the EU and US

SMEs in the US are much more likely than their EU counterparts to mention advice or other non-financial assistance from business associations (64% vs. 31%) or from public administration (39% vs. 24%)²⁸.

National analysis

A national analysis was not possible due to low base sizes.

c. Supporting resource efficiency: where the focus should lie

All companies were asked what measures they thought would help them be more resource efficient²⁹.

- Grants and subsidies are considered the best form of assistance for improving resource efficiency -

More than one third of SMEs think that grants or subsidies would help their company be more resource efficient (36%), and this is the most mentioned form of assistance.

At least one in five SMEs think consultancy on how to improve resource efficiency (23%), demonstration of new technologies or processes to improve resource efficiency, advice on funding possibilities and financial planning for resource efficiency investments (both 22%), or better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed (20%) would help their company the most to be more resource efficient.

Almost one in five think clearer rules on the use of secondary raw materials would help (17%) while 15% say this about a database with case studies that show the benefits of resource efficiency for companies, and 13% mention a tool to self-assess how resource efficient their company is with respect to other companies.

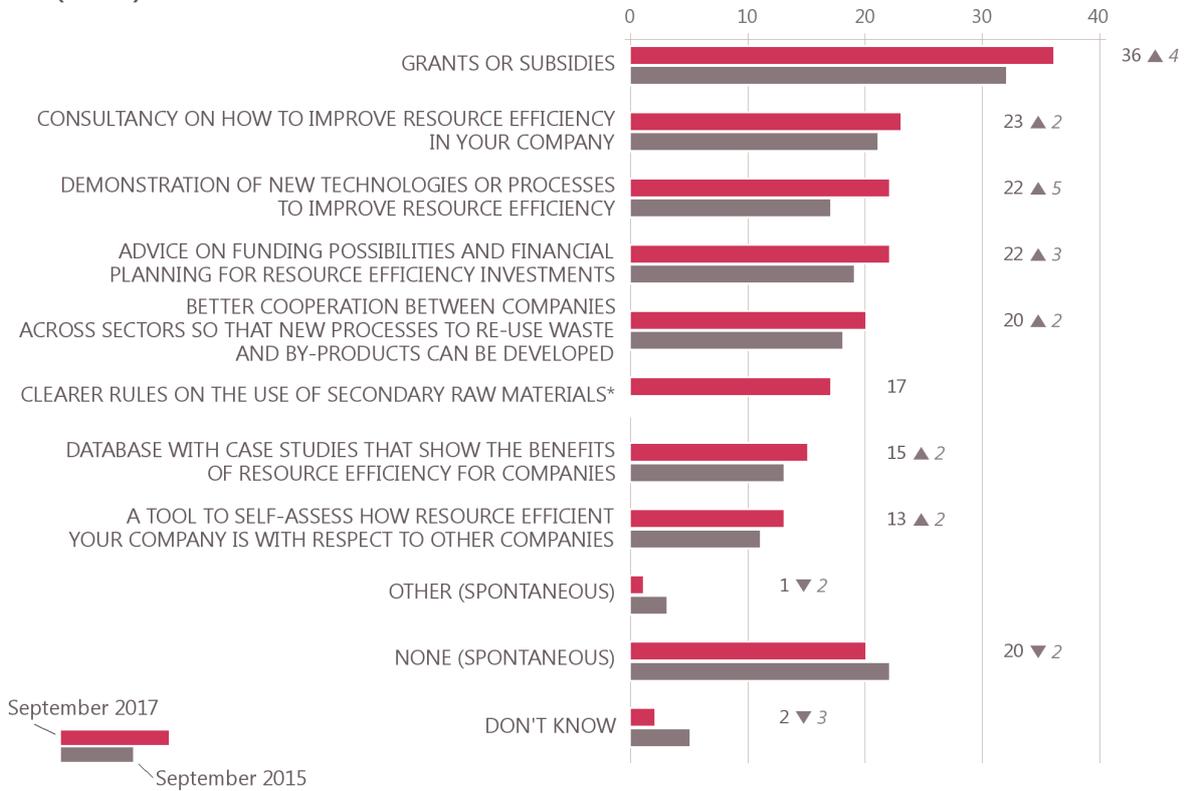
One in five SMEs, on the other hand, say none of these measures and tools would help them to be more resource efficient (20%).

Compared to 2015, SMEs are now more likely to say each of these measures and tools would help them be more resource efficient, with the largest increases seen for a of demonstration of new technologies or processes to improve resource efficiency (+5) and grants or subsidies (+4 pp).

²⁸ Care should be taken interpreting the results from the US, due to low base size (129).

²⁹ QB. Which of the following would help your company the most to be more resource efficient? A tool to self-assess how resource efficient your company is with respect to other companies ; Consultancy on how to improve resource efficiency in your company; Grants or subsidies ; Advice on funding possibilities and financial planning for resource efficiency investments ; Demonstration of new technologies or processes to improve resource efficiency; Databases with case studies that show the benefits of resource efficiency for companies; Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed ; Clearer rules on the use of secondary raw materials (N); Other (DO NOT READ OUT); None (DO NOT READ OUT); DK/NA.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS) (% - EU)



Base: All SMEs (N=12,907)

Company breakdown

Compared to SMEs, large companies³⁰ are more likely to say a database with case studies that show the benefits of resource efficiency for companies (22% vs. 15%), a tool to self-assess how resource efficient your company is with respect to other companies (29% vs. 13%) or consultancy on how to improve resource efficiency in their company (28% vs. 23%) would help the most.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS POSSIBLE) (% - EU)

	Grants or subsidies	Consultancy on how to improve resource efficiency in your company	Demonstration of new technologies or processes to improve resource efficiency	Advice on funding possibilities and financial planning for resource efficiency investments	Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed	Clearer rules on the use of secondary raw materials	Database with case studies that show the benefits of resource efficiency for companies	A tool to self-assess how resource efficient your company is with respect to other companies
SMEs	36	23	22	22	20	17	15	13
Large companies	39	28	23	21	15	9	22	29

Base: All companies (N=13,117)

³⁰ Care should be taken when interpreting the results for large companies, due to low base size (138).

Medium-sized SMEs are generally the most likely to say each that these measures and tools would help them the most to be more resource efficient. For example, 49% mention grants or subsidies, compared to 35% of micro SMEs. The exceptions are advice on funding possibilities and financial planning for resource efficiency investments, and better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed, both of which are more likely to be mentioned by SMEs with 10-49 employees.

Amongst micro SMEs, those with 2-9 employees are more likely than solo operators to mention a database with case studies that show the benefits of resource efficiency for companies (17% vs. 8%), advice on funding possibilities and financial planning for resource efficiency investments (22% vs. 15%), grants and subsidies (34% vs. 29%) or clearer rules on the use of secondary raw materials (22% vs. 16%).

There are few differences based on sector, although industry SMEs are the most likely to mention better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed (27%) or clearer rules on the use of secondary raw materials (24%).

Companies established in 2017 are generally the most likely to mention each of these items, and in particular advice on funding possibilities and financial planning for resource efficiency investments (33% vs. 20%-22% of older companies).

Companies with the highest turnover are also the most likely to mention almost all of these items. The exceptions are better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed, and clearer rules on the use of secondary raw materials.

The more resource efficiency actions a company takes, the more likely they are to mention each kind of assistance. For example, 29% of SMEs taking many actions mention advice on funding possibilities, and financial planning for resource efficiency investments, compared to 21% that are taking some actions, 18% taking few actions and 11% taking no action.

Finally, companies that are planning to offer green products or services are more likely to mention consultancy on how to improve resource efficiency (36% vs. 24%), advice on funding possibilities and financial planning for resource efficiency investments (35% vs. 22%), or clearer rules on the use of secondary raw materials (25% vs. 19%), compared to SMEs that already offer these.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS POSSIBLE)
(% - EU)

	Grants or subsidies	Consultancy on how to improve resource efficiency in your company	Advice on funding possibilities and financial planning for resource efficiency investments	Demonstration of new technologies or processes to improve resource efficiency	Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed	Clearer rules on the use of secondary raw materials	Database with case studies that show the benefits of resource efficiency for companies	A tool to self-assess how resource efficient your company is with respect to other companies
EU28	36	23	22	22	20	17	15	13
Company size								
1-9	35	21	21	22	20	17	14	11
10-49	38	28	25	25	24	17	17	18
50-249	49	33	22	27	19	18	25	33
Sectors grouped (NACE)								
Manufacturing (C)	37	20	22	24	24	16	15	13
Retail (G)	37	24	22	21	20	19	13	14
Services (I/J/K/H/L/M)	33	22	21	21	18	13	17	13
Industry (B/D/E/F)	39	24	22	27	27	24	14	12
Company age								
Before 2010	36	22	22	22	21	17	15	13
Between 2010 and 2016	35	25	20	22	19	15	16	15
2017 and after	42	32	33	28	27	15	18	15
Micro-enterprises								
One person company	29	15	18	22	21	16	8	10
2-9 employees	34	22	22	21	17	22	17	8
Turnover 2016								
100,000 euros or less	34	17	20	24	18	17	13	10
More than 100-500,000 euros	41	22	23	21	21	15	16	12
More than 500,000 - 2 mil. euros	34	29	24	25	25	21	16	17
More than 2- 10 mil. euros	39	34	19	24	22	21	17	23
More than 10 mil. euros	48	34	28	41	15	13	30	37
Actions undertaken								
Many actions	44	27	29	29	27	21	18	17
Some actions	35	26	21	24	22	17	16	15
Few actions	33	19	18	16	15	16	13	9
No action	21	9	11	13	9	5	6	4
Offer green products or services								
Yes	43	24	22	28	26	19	19	18
No, but planning to do so	45	36	35	28	25	25	15	17
Non, and not planning to do so	33	21	19	19	18	15	13	11

Base: All SMEs (N=12,907)

Comparison between the EU and US

Compared to their US counterparts, SMEs in the EU are more likely to mention grants or subsidies (36% vs. 20%), consultancy on how to improve resource efficiency (23% vs. 14%), or clearer rules on the use of secondary raw materials (17% vs. 12%). SMEs in the US, on the other hand, are more likely to mention better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed (28% vs. 20%).

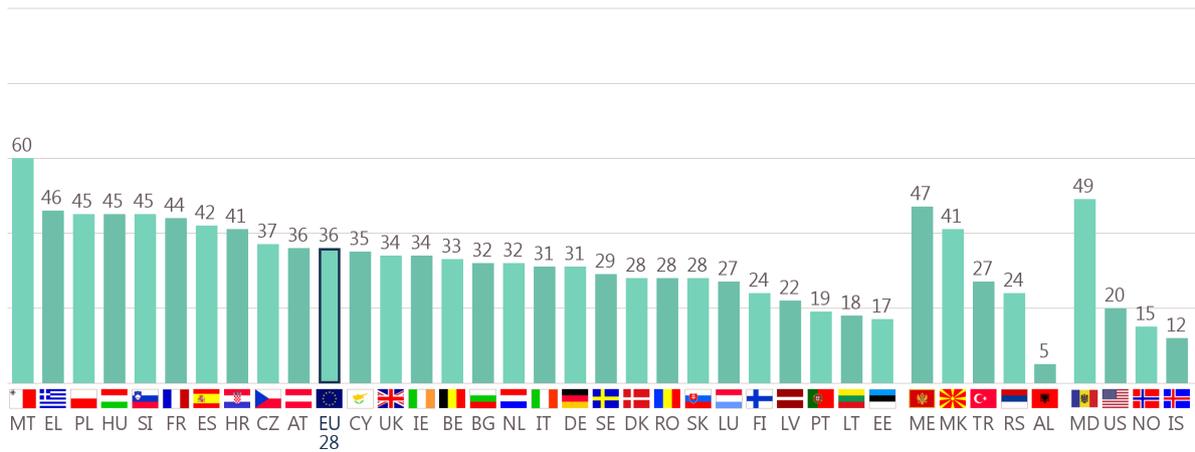
National analysis³¹

Malta is the only EU Member State where at least half of all SMEs say **grants and subsidies** would help their company the most to be more resource efficient (60%), followed by 46% of SMEs in Greece, 45% in Poland, Hungary and Slovenia and 44% in France. At the other end of the scale, 17% in Estonia, 18% in Lithuania and 19% in Portugal say the same.

Overall, this is the most mentioned item in 23 Member States.

Considering all countries surveyed, SMEs in Moldova (49%) and Montenegro (47%) are the second and third most likely to mention this option.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
(% - GRANTS OR SUBSIDIES)

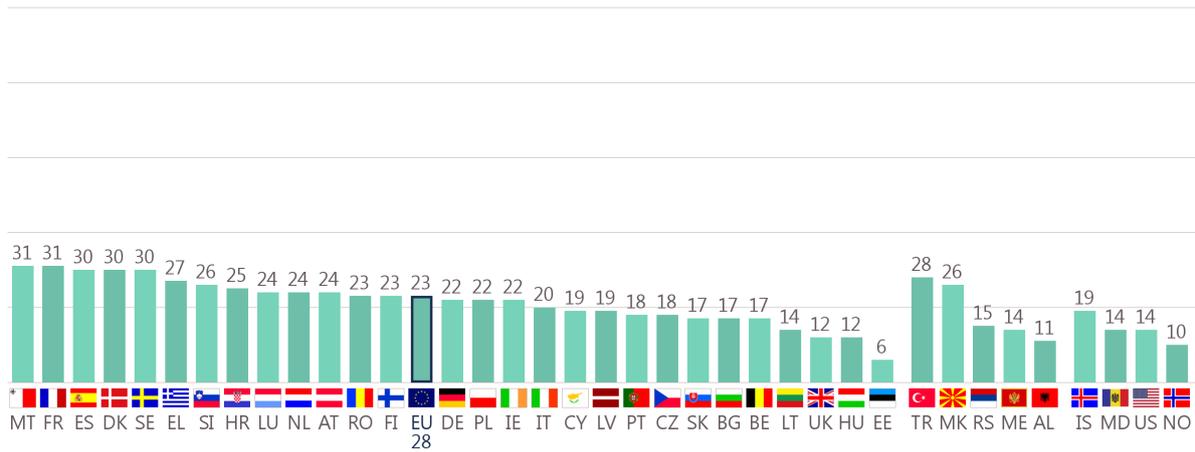


Base: All SMEs (N=12,907)

³¹ Albania (99), Moldova (99) and Montenegro (101) all have a low base size and results should therefore be considered with caution.

SMEs in Malta, France, (both 31%), Denmark, Spain and Sweden (all 30%) are the most likely to mention **consultancy on how to improve resource efficiency in their company**. In fact in both Sweden and Denmark, this is the most mentioned form of help. Conversely at the other end of the scale, just 6% of SMEs in Estonia (6%) take this view.

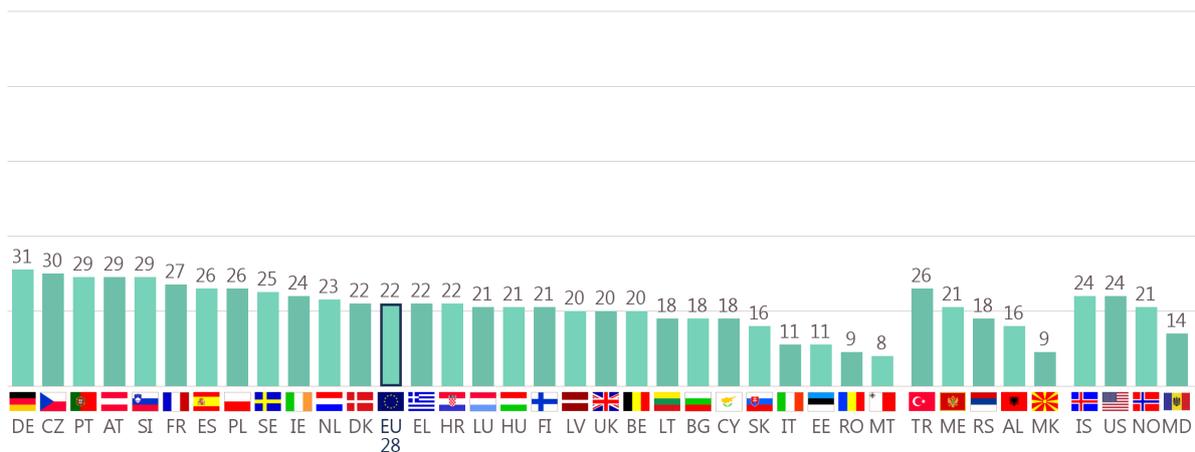
Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
 (% - CONSULTANCY ON HOW TO IMPROVE RESOURCE EFFICIENCY IN YOUR COMPANY)



Base: All SMEs (N=12,907)

SMEs in Germany (31%), the Czech Republic (30%), Portugal, Austria and Slovenia (all 29%) are the most likely to mention a **demonstration of new technologies or processes to improve resource efficiency**. In both Portugal and Lithuania (tied with grants or subsidies), this is most mentioned form of help out of all those listed. At the other end of the scale 8% in Malta, 9% in Romania and 11% in Italy and Estonia take this view.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
 (% - DEMONSTRATION OF NEW TECHNOLOGIES OR PROCESSES TO IMPROVE RESOURCE EFFICIENCY)

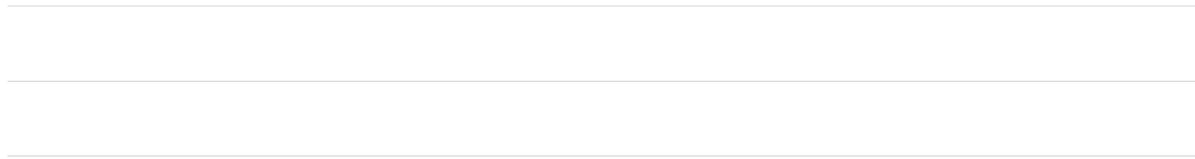


Base: All SMEs (N=12,907)

One third of SMEs in Malta mention **advice on funding possibilities and financial planning for resource efficiency investments**, as do 29% in Ireland and France. In contrast, 9% and 10% of SMEs in Estonia and Slovakia also mention this.

Considering all countries, SMEs in Turkey are the second most likely to mention this kind of help.

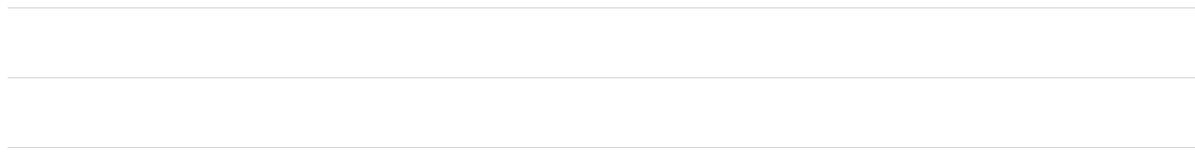
Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
 (% - **ADVICE ON FUNDING POSSIBILITIES AND FINANCIAL PLANNING FOR RESOURCE EFFICIENCY INVESTMENTS**)



Base: All SMEs (N=12,907)

SMEs in Finland (33%) are the most likely to mention **better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed**, while large shares of SMEs in France (32%) and Slovenia (28%) also share this view. At the other end of the scale, 6% in Malta and 8% in Estonia also mention this. Across all countries, SMEs in Albania are the least likely to mention this kind of help, while those in Turkey and the US are amongst the most likely to do so.

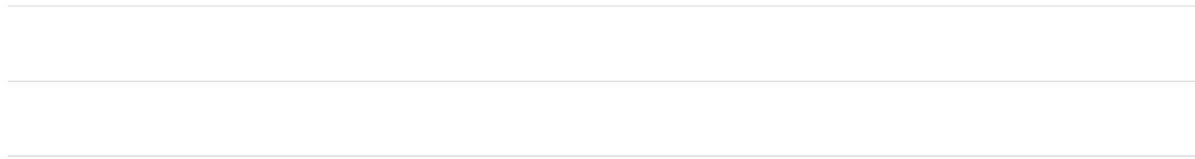
Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
 (% - **BETTER COOPERATION BETWEEN COMPANIES ACROSS SECTORS SO THAT NEW PROCESSES TO RE-USE WASTE AND BY-PRODUCTS CAN BE DEVELOPED**)



Base: All SMEs (N=12,907)

At least one in five SMEs in Poland (28%) and the Czech Republic (21%) say **clearer rules on the use of secondary raw materials** would help the most, compared to 2% in Cyprus, 4% in Estonia and 7% in Denmark and Malta.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
 (% - CLEARER RULES ON THE USE OF SECONDARY RAW MATERIALS)

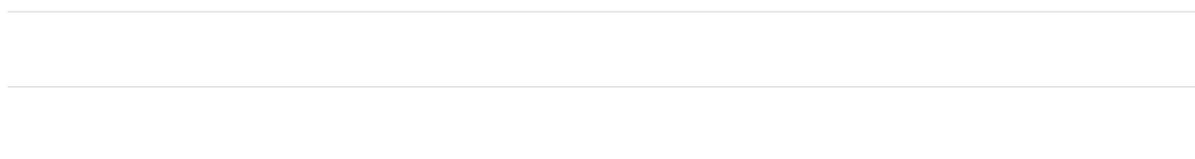


Base: All SMEs (N=12,907)

SMEs in Austria (29%), Spain (24%) and Ireland (20%) are the most likely to say a **database with case studies that show the benefits of resource efficiency for companies** would help most. In contrast, 3% in Estonia and Malta, 4% in Lithuania and 5% in Cyprus say the same.

Considering all countries surveyed, SMEs in Turkey are the second most likely to mention this type of help.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
 (% - DATABASE WITH CASE STUDIES THAT SHOW THE BENEFITS OF RESOURCE EFFICIENCY FOR COMPANIES)



Base: All SMEs (N=12,907)

SMEs in Austria (27%), Sweden (24%), Ireland and Germany (both 22%) are the most likely to say a **tool to self-assess how resource efficient their company is with respect to other companies** would be most helpful, while those in Slovakia, Hungary and Bulgaria (all 4%) are the least likely to say this.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
(% - A TOOL TO SELF-ASSESS HOW RESOURCE EFFICIENT YOUR COMPANY IS WITH RESPECT TO OTHER COMPANIES)



Base: All SMEs (N=12,907)

Evolution since 2015

At an overall EU level there have been relatively small changes since 2015 (1-5 percentage points), and in many countries the changes are of a similar magnitude. There are, however, some exceptions.

For example, SMEs in Malta (+19 pp), Poland (+16 pp), Slovenia (+14 pp) and the Czech Republic (+11 pp) are now much more likely to say **grants and subsidies** would help most, while those in Cyprus (-18 pp) are now less likely to do so.

SMEs in Italy and Slovenia (both +12 pp) are now more likely to mention **consultancy on how to improve resource efficiency**, while those in Portugal are less likely to do so (-13 pp). There has been a 19 percentage point increase in the proportion of SMEs in Germany that mention a **demonstration of new technologies or processes to improve resource efficiency**, and there have also been notable increases amongst SMEs in Poland, Slovenia (both +12 pp) and Croatia (+10 pp). On the other hand, SMEs in Malta are now less likely to mention this (-10 pp).

The largest change in the proportion of SMEs mentioning **advice on funding possibilities and financial planning for resource efficiency investments** is observed amongst those in the Netherlands (+10 pp).

SMEs in Slovenia (+14 pp) and Germany (+13 pp) are now more likely to mention **better cooperation between companies across sectors so that new processes to reuse waste and by-products can be developed**, while those in Malta are now less likely to do so (-12 pp).

SMEs in Luxembourg (-14 pp) and Malta (-10 pp) are now less likely to mention a **database with case studies that show the benefits of resource efficiency for companies**.

SMEs in Malta (-11 pp) and Austria (-10 pp) are now less likely to mention a **demonstration of new technologies or processes to improve resource efficiency**

Extending the analysis to all countries³² shows the largest declines in the proportion of SMEs that mention a **demonstration of new technologies or processes to improve resource efficiency** are observed amongst those in Moldova (-13 pp). Furthermore, SMEs in Norway are now comparatively much less likely to say that a **tool to self-assess how resource efficient your company is with respect to other companies** (-10 pp) and **better cooperation between companies across sectors so that new processes to reuse waste and by-products can be developed** (-9 pp) would help them the most to become more resource efficient.

The effect of **grants or subsidies** has seen some significant changes since 2015 among non-EU countries, where SMEs in Macedonia are more likely to see it as a help (+13 pp), while all else are less likely to say this, with the largest decreases observed in Serbia (-17 pp), Albania and Iceland (both -12 pp)

³² Albania (99), Moldova (99) and Montenegro (101) all have a low base size and results should therefore be considered with caution.

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS) (%)

		Grants or subsidies Sept. 2017 - Sept. 2015	Consultancy on how to improve resource efficiency in your company Sept. 2017 - Sept. 2015	Demonstration of new technologies or processes to improve resource efficiency Sept. 2017 - Sept. 2015	Advice on funding possibilities and financial planning for resource efficiency investments Sept. 2017 - Sept. 2015	Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed Sept. 2017 - Sept. 2015	Clearer rules on the use of secondary raw materials*	Database with case studies that show the benefits of resource efficiency for companies Sept. 2017 - Sept. 2015	A tool to self-assess how resource efficient your company is with respect to other companies Sept. 2017 - Sept. 2015							
EU28		36	▲ 4	23	▲ 2	22	▲ 5	22	▲ 3	20	▲ 2	17	15	▲ 2	13	▲ 2
BE		33	▲ 1	17	▼ 3	20	▼ 4	26	▲ 1	25	▼ 4	10	13	▼ 7	20	▼ 3
BG		32	▲ 3	17	▲ 2	18	▲ 1	17	▲ 4	17	▼ 2	11	14	=	4	▼ 2
CZ		37	▲ 11	18	▼ 2	30	▲ 2	18	▼ 2	26	▲ 8	21	16	=	9	▲ 4
DK		28	▼ 2	30	▼ 1	22	▼ 5	17	▲ 5	17	▼ 3	7	17	▼ 3	19	▲ 1
DE		31	▼ 1	22	▲ 1	31	▲ 19	19	▲ 4	18	▲ 13	14	19	▲ 7	22	▲ 9
EE		17	▼ 7	6	▼ 2	11	▼ 3	9	▼ 3	8	▼ 3	4	3	▼ 1	5	▲ 2
IE		34	▼ 6	22	▼ 2	24	▲ 3	29	▲ 5	21	▼ 2	13	20	▲ 2	22	▲ 7
EL		46	▲ 8	27	▲ 8	22	▲ 4	27	▼ 6	19	▲ 6	11	12	▼ 7	14	▼ 1
ES		42	▲ 6	30	▼ 3	26	▲ 9	27	▲ 4	21	▲ 5	18	24	▲ 8	8	▼ 4
FR		44	▼ 1	31	▼ 3	27	=	29	=	32	▲ 3	20	18	▼ 2	15	▼ 1
HR		41	▼ 7	25	▼ 9	22	▲ 10	21	▼ 4	19	▲ 2	19	15	▲ 2	8	▲ 1
IT		31	▲ 7	20	▲ 12	11	▲ 5	15	▲ 7	12	▲ 3	19	9	▲ 8	11	▲ 8
CY		35	▼ 18	19	▼ 7	18	▲ 4	17	▲ 2	11	▲ 2	2	5	=	5	=
LV		22	▼ 7	19	▼ 5	20	▼ 2	25	▼ 2	11	▼ 6	9	14	▲ 3	9	▼ 3
LT		18	▼ 8	14	▼ 6	18	▼ 4	18	▲ 1	13	=	11	4	▼ 1	7	▼ 4
LU		27	▼ 8	24	▼ 5	21	=	21	▲ 3	24	▲ 3	14	10	▼ 14	11	▼ 4
HU		45	▲ 8	12	=	21	▲ 4	13	▼ 1	15	=	9	6	▼ 7	4	▼ 2
MT		60	▲ 19	31	▲ 1	8	▼ 10	33	▲ 5	6	▼ 12	7	3	▼ 10	5	▼ 11
NL		32	▲ 3	24	▲ 6	23	▲ 5	23	▲ 10	26	▲ 2	17	15	▲ 3	16	▲ 3
AT		36	▲ 5	24	▲ 2	29	▲ 3	19	=	20	▲ 2	20	29	▲ 8	27	▲ 10
PL		45	▲ 16	22	▲ 6	26	▲ 12	25	▲ 1	18	▼ 3	28	12	▼ 1	11	▲ 2
PT		19	▼ 6	18	▼ 13	29	▼ 4	22	▼ 7	23	▲ 1	15	15	▼ 7	14	▼ 5
RO		28	▲ 6	23	▲ 5	9	▼ 4	20	▼ 1	16	▼ 5	19	10	▼ 2	6	▼ 1
SI		45	▲ 14	26	▲ 12	29	▲ 12	21	▲ 8	28	▲ 14	10	12	▲ 1	9	▲ 5
SK		28	=	17	▼ 3	16	▼ 1	10	▼ 9	14	=	11	10	▲ 1	4	▼ 3
FI		24	▲ 7	23	=	21	▲ 1	12	▼ 3	33	▲ 7	12	19	▲ 1	16	▼ 4
SE		29	▲ 3	30	=	25	▲ 1	17	▼ 5	23	▼ 2	8	13	▼ 2	24	▲ 2
UK		34	▼ 6	12	▼ 3	20	=	25	▲ 1	21	=	11	13	▼ 2	11	▼ 6
AL		5	▼ 12	11	▼ 2	16	▲ 12	13	▼ 3	3	▼ 1	11	5	=	7	▲ 3
MK		41	▲ 13	26	▼ 2	9	▼ 2	15	▼ 16	17	▼ 2	4	7	▼ 4	6	▲ 2
ME		47	▼ 11	14	▼ 7	21	▼ 8	10	▼ 6	25	▼ 10	13	7	▼ 4	2	=
RS		24	▼ 17	15	▼ 4	18	▼ 1	12	▼ 2	17	▼ 1	13	4	▼ 5	3	▼ 5
TR		27	▼ 2	28	▼ 2	26	▼ 4	30	▼ 1	29	▲ 5	13	28	▲ 5	21	▲ 2
IS		12	▼ 12	19	▼ 2	24	▼ 1	13	▲ 3	24	▼ 1	12	15	=	16	▲ 8
MD		49	▲ 2	14	▼ 9	14	▼ 13	10	▼ 9	21	▼ 4	6	13	▼ 6	8	▲ 4
NO		15	▲ 1	10	▼ 2	21	▲ 2	12	▼ 6	18	▼ 9	10	10	▲ 5	8	▼ 10
US		20	▼ 4	14	▲ 2	24	▼ 4	23	▲ 7	28	▲ 3	12	15	▼ 2	17	▲ 3

Base: All SMEs (N=12,907)

II. GREEN PRODUCTS AND SERVICES AND SMES: REDUCING ENVIRONMENTAL RISK, MINIMISING POLLUTION AND THE USE OF RESOURCES

The second section of this report focuses on the green products and services offered by SMEs.

In the first chapter, the proportion of SMEs currently offering green products or services is discussed, as well as the length of time SMEs have been offering this type products, the proportion of turnover that green products or services represent for these SMEs, and the markets to which they sell. The section continues with a second chapter that includes a review of the kinds of support SMEs receive for launching or expanding their green products or services, and of SMEs satisfaction with this support. At the same time, it also discusses the opinions of SMEs on the type of support that would best help companies to launch or expand a range of green products or services.

1 Green markets and profiles of SMEs offering green products or services

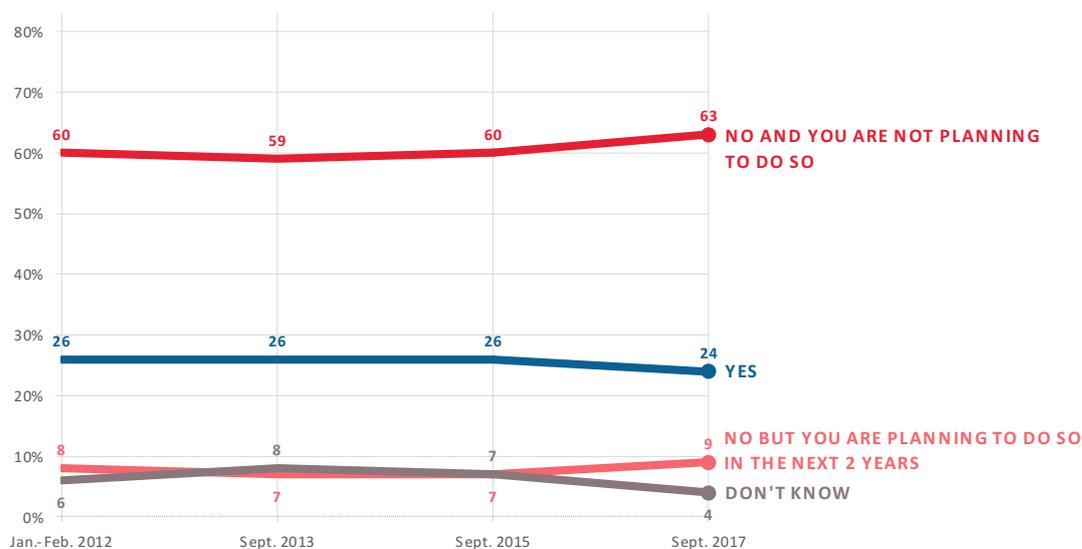
a. General overview

- Almost one quarter of SMEs currently offer green products or services³³ -

Across EU28, almost one third of all SMEs either currently offer green products or services (24%), or are planning to do so in the next two years (9%). The majority, however, do not currently offer green products or services, and have no plans to do so (63%).

Changes since 2015 have been relatively small. There has been a two-point decline in the proportion currently offering green products or services, a two-point increase in those who don't offer them but are planning to do so, and a three-point increase in the proportion who do not offer them and have no plans to do so. The longer-term trend since 2012 also only shows minor changes.

Q9 Does your company offer green products or services?
(% - EU)



Base: All SMEs (N=12,907)

³³ Green products and services were defined in the survey as the following: Green products and services are those with a predominant function of reducing environmental risk and minimise pollution and resources. For the purpose of this survey, this may also include products with environmental features (e.g. organically produced, eco-labelled, with significant recycled content, or eco-designed...)

Company breakdown

Large companies³⁴ are more likely to currently offer green products or services (49% vs. 24% of SMEs). SMEs, on the other hand, are more likely to say they do not offer green products and services, and are not planning to do so (63% vs. 42%).

Q9 Does your company offer green products or services?
(% - EU)

	Yes	No but you are planning to do so in the next 2 years	No and you are not planning to do so	Don't know	Total 'No'
SMEs					
EU28	24	9	63	4	72
Large companies					
EU28	49	4	42	5	46

Base: All companies (N=13,117)

The largest SMEs are the most likely to currently offer green products or services, particularly compared to micro SMEs (31% vs. 24%). There is no difference based on SME size in the proportions with plans to offer green products or services in the next two years.

Retail SMEs are the most likely to be currently offering green products or services (31%), followed by industry (28%), manufacturing (24%) and services (19%) SMEs. Services SMEs are the most likely to say they have no plans to offer green products or services (69%).

SMEs established in 2017 are the most likely to say they plan to offer green products or services in the next two years (17%), while those established before 2010 are the most likely to say they have no plans to do this (64%).

SMEs with the highest turnover are the most likely to be currently offering green products or services: 39% are doing so, compared to 20% of companies with the lowest turnover. Those with the lowest turnover are the most likely to say they have no plans to offer green products or services (66%).

The more resource efficiency actions an SME is taking, the more likely they are to be currently offering green products or services: 35% of SMEs taking many actions currently do so, compared to 13% taking no actions. In addition, the more resource efficiency actions an SME takes, the less likely it is to say it is not planning to offer green products or services: 78% of those taking no action say this, compared to 50% of SMEs taking many actions.

³⁴ Care should be taken when interpreting the results for large companies, due to low base size (138).

Q9 Does your company offer green products or services?
(% - EU)

	Yes	No but you are planning to do so in the next 2 years	No and you are not planning to do so	Don't know	Total 'No'
EU28	24	9	63	4	72
Company size					
1-9	24	8	64	4	72
10-49	26	10	59	5	69
50-249	31	9	55	5	64
Sectors grouped (NACE)					
Manufacturing (C)	24	7	64	5	71
Retail (G)	31	9	57	3	66
Services (I/J/K/H/L/M)	19	8	69	4	77
Industry (B/D/E/F)	28	12	55	5	67
Company age					
Before 2010	24	8	64	4	72
Between 2010 and 2016	27	11	57	5	68
2017 and after	26	17	53	4	70
Turnover 2016					
100,000 euros or less	20	10	66	4	76
More than 100-500,000 euros	27	9	61	3	70
More than 500,000 - 2 mil. euros	26	9	62	3	71
More than 2- 10 mil. euros	35	8	52	5	60
More than 10 mil. euros	39	2	58	1	60
Actions undertaken					
Many actions	35	12	50	3	62
Some actions	24	8	63	5	71
Few actions	17	7	73	3	80
No action	13	4	78	5	82

Base: All SMEs (N=12,907)

Comparison between the EU and US

SMEs in the US are more likely to be currently offering green products or services than those in the EU (32% vs. 24% in the EU). SMEs in the EU, on the other hand, are more likely to say they have no plans to offer green products or services (63% vs. 50%).

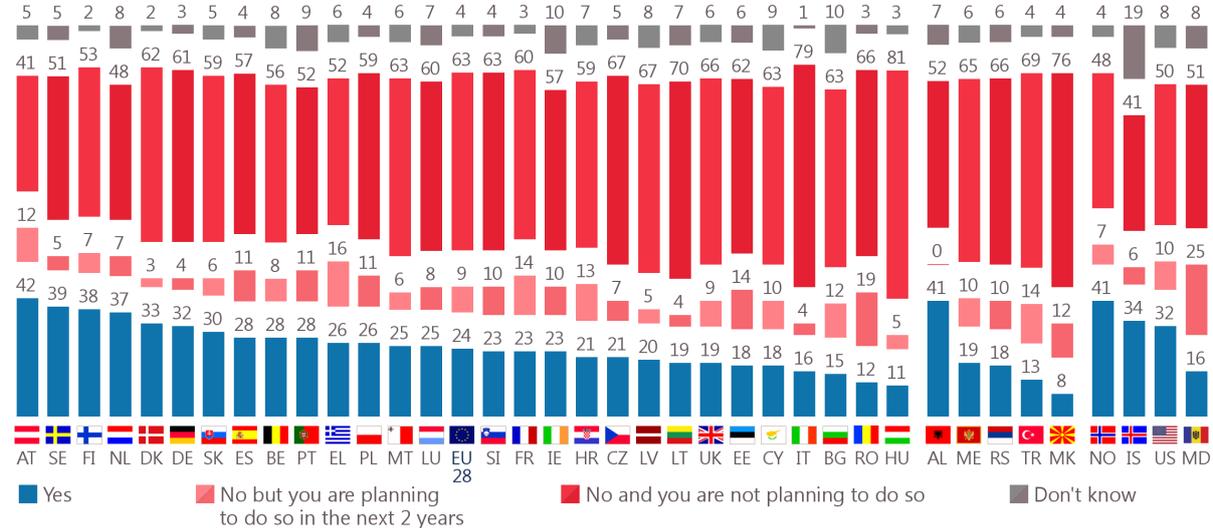
National analysis³⁵

At least one in ten SMEs in each EU Member State is currently offering green products or services. SMEs in Austria (42%), Sweden (39%) and Finland (38%) are more likely to be doing so, while those in Hungary (11%), Romania (12%) and Bulgaria (15%) are less likely.

Companies in Romania (19%), Greece (16%), France and Estonia (both 14%) are more likely to say they are not currently offering green products or service, but plan to do so in the next two years. However, in all but two countries the majority of SMEs say they do not offer green products or services, and they have no plans to do so, with those in Hungary (81%), Italy (79%) and Lithuania (70%) the most likely to say this.

Across all countries, SMEs in Albania and Norway (both 41%) are the second most likely to say they currently offer green products or services while those in Macedonia (8%) are the least likely to do so.

Q9 Does your company offer green products or services? (%)



Base: All SMEs (N=12,907)

Evolution since 2015

Compared to 2015, SMEs in Luxembourg (-23 pp), Ireland, Cyprus, Romania (all -14 pp), France (-11 pp), Lithuania (-10 pp) are now less likely to say they currently sell green products or services. In contrast, those in the Netherlands are now more likely to do so (+10 pp).

SMEs in Estonia (+12 pp) are now more likely to say they are planning to offer green products or services in the next two years, compared to 2015.

SMEs in the United Kingdom (+25 pp), Luxembourg (+20 pp), Lithuania (+14 pp), Portugal (+11 pp) are now much more likely to say they do not offer green products or services and have no plans to do so, while those in the Netherlands (-14 pp) are now less likely to say this.

Extending the analysis to all surveyed countries shows that SMEs in Albania are much more likely to offer green products than in 2015 (+21 pp) while SMEs in Moldova on the other hand are much less likely (-19 pp). SMEs in Macedonia are now much more likely to say that they do not offer green products or services and they are not planning to (+33 pp).

³⁵ Albania (99), Moldova (99) and Montenegro (101) all have a low base size and results should therefore be considered with caution.

Q9 Does your company offer green products or services?
(%)

	Yes	Sept. 2017 - Sept. 2015	No but you are planning to do so in the next 2 years	Sept. 2017 - Sept. 2015	No and you are not planning to do so	Sept. 2017 - Sept. 2015	Don't know	Total 'No'	Sept. 2017 - Sept. 2015
EU28	24	▼ 2	9	▲ 2	63	▲ 3	4	72	▲ 5
NL	37	▲ 10	7	▲ 2	48	▼ 14	8	55	▼ 12
BE	28	▲ 4	8	▼ 2	56	▼ 5	8	64	▼ 7
LV	20	▲ 3	5	▼ 3	67	▼ 4	8	72	▼ 7
FI	38	▲ 2	7	▲ 4	53	▼ 5	2	60	▼ 1
PT	28	▲ 2	11	▼ 1	52	▲ 11	9	63	▲ 10
MT	25	▲ 2	6	▲ 2	63	▼ 8	6	69	▼ 6
BG	15	▲ 2	12	▲ 4	63	▼ 4	10	75	=
SE	39	▲ 1	5	▲ 2	51	▼ 3	5	56	▼ 1
DK	33	▲ 1	3	▼ 3	62	▲ 2	2	65	▼ 1
DE	32	▲ 1	4	▲ 1	61	▲ 4	3	65	▲ 5
IT	16	▲ 1	4	▲ 1	79	▼ 1	1	83	=
AT	42	▼ 1	12	▲ 6	41	▼ 8	5	53	▼ 2
ES	28	▼ 1	11	▲ 2	57	=	4	68	▲ 2
CZ	21	▼ 1	7	▲ 1	67	=	5	74	▲ 1
PL	26	▼ 2	11	▲ 1	59	▲ 5	4	70	▲ 6
HR	21	▼ 2	13	▲ 1	59	▲ 1	7	72	▲ 2
SK	30	▼ 4	6	=	59	▲ 1	5	65	▲ 1
EL	26	▼ 4	16	▲ 4	52	▼ 4	6	68	=
EE	18	▼ 6	14	▲ 12	62	▼ 8	6	76	▲ 4
UK	19	▼ 7	9	=	66	▲ 25	6	75	▲ 25
HU	11	▼ 7	5	=	81	▲ 9	3	86	▲ 9
SI	23	▼ 10	10	▲ 5	63	▲ 5	4	73	▲ 10
LT	19	▼ 10	4	▼ 3	70	▲ 14	7	74	▲ 11
FR	23	▼ 11	14	▲ 2	60	▲ 8	3	74	▲ 10
IE	23	▼ 14	10	▲ 5	57	▲ 9	10	67	▲ 14
CY	18	▼ 14	10	▲ 3	63	▲ 2	9	73	▲ 5
RO	12	▼ 14	19	▲ 8	66	▲ 8	3	85	▲ 16
LU	25	▼ 23	8	▼ 1	60	▲ 20	7	68	▲ 19
AL	41	▲ 21	0	▼ 4	52	▼ 1	7	52	▼ 5
ME	19	▲ 1	10	▲ 5	65	▼ 12	6	75	▼ 7
RS	18	▲ 4	10	▲ 1	66	▼ 10	6	76	▼ 9
MK	8	▼ 4	12	▼ 6	76	▲ 33	4	88	▲ 27
TR	13	▼ 5	14	▼ 1	69	▲ 9	4	83	▲ 8
US	32	▲ 2	10	▲ 1	50	▼ 5	8	60	▼ 4
NO	41	▼ 1	7	▲ 5	48	▼ 4	4	55	▲ 1
IS	34	▼ 4	6	▼ 4	41	▼ 4	19	47	▼ 8
MD	16	▼ 19	25	▲ 14	51	▼ 2	8	76	▲ 12

Base: All SMEs (N=12,907)

b. Proportion of SMEs' turnover generated by green products or services

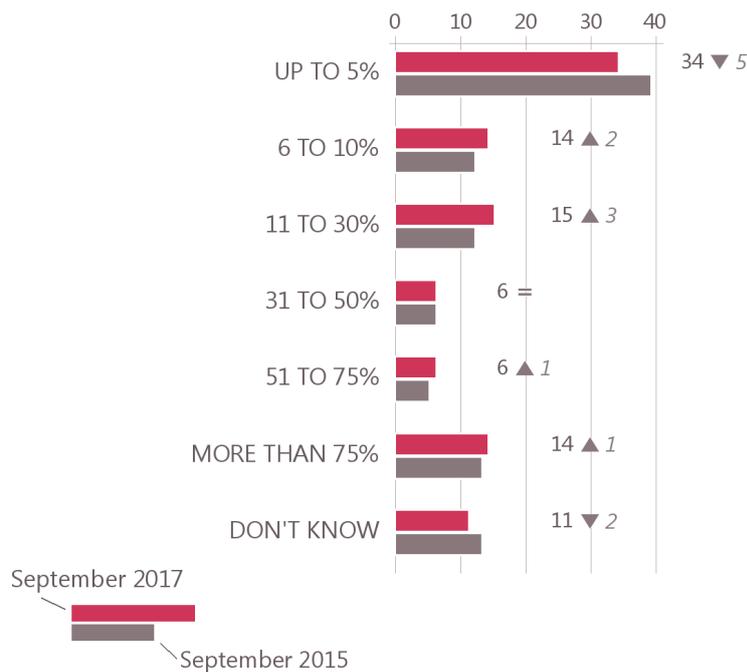
For SMEs that currently sell green products or services, these make up a relatively small proportion of their most recent annual turnover³⁶.

For 34%, green products or services represent no more than 5% of their annual turnover, while for a further 14% of these SMEs green products or services represented 6-10% of turnover. Fifteen percent of these SMEs say green products or services represented 11-30% of turnover, while six percent say they accounted for 31%-50% of turnover and six percent that they represented 51%-75% of turnover.

More than one in ten (14%) say green products or services accounted for more than 75% of their most recent annual turnover.

There have been relatively small changes since 2015. The exception is a five percentage point decrease in the proportion of SMEs who say up to 5% of turnover is from green products or services. This is a complete reversal of the trend between 2013 and 2015.

Q10 How much did these green products or services represent in your annual turnover of the latest available fiscal year?
(% - EU)



Base: SMEs that offer green products or services (N=3,160)

³⁶ Q10. How much did these green products or services represent in your annual turnover of the latest available fiscal year? Up to 5% ; 6-10% ; 11-30% ; 31-50% ; 51-75% ; More than 75% ; DK/NA

Company breakdown

A comparison of SMEs with large companies was not possible, due to low base size (67).

Medium-sized SMEs that sell green products or services are the most likely to say that up to 5% of turnover comes from the sale of these products or services (46% vs 32%-34%)³⁷. SMEs with fewer than 50 employees are the most likely to say that between 6% and 30% of their turnover comes from green products or services. Those with 10-49 employees are the most likely to say that more than 75% of their turnover comes from these products or services (21% vs. 12% of micro SMEs).

Looking at micro SMEs, those with 2-9 employees are more likely than solo operators to say up to 5% of turnover comes from green products or services (43% vs. 28%). Solo operators are more likely to say 6% or more of their turnover comes from these products or services³⁸.

SMEs in the retail sector are the most likely to say that up to 5% of their turnover comes from selling green products or services, particularly compared to those in manufacturing (40% vs. 23%). Manufacturing SMEs are the most likely to say that more than 75% of their turnover comes from these products or services, compared to (24% vs 11%-18% of SMEs in other sectors).

SMEs with a turnover of more than 10 million euros are the most likely to say up to 5% of turnover comes from green products or services (52% vs. 38% with the lowest turnover).

Q10 How much did these green products or services represent in your annual turnover of the latest available fiscal year?
(% - EU)

	Up to 5%	6-10%	11-30%	31-50%	51-75%	More than 75%	Don't know	Total 'More than 10%'
EU28	34	14	15	6	6	14	11	41
Company size								
1-9	34	14	16	7	7	12	10	42
10-49	32	16	12	4	4	21	11	41
50-249	46	6	7	4	5	14	18	30
Sectors grouped (NACE)								
Manufacturing (C)	23	13	10	8	12	24	10	54
Retail (G)	40	11	15	5	8	11	10	39
Services (I/J/K/H/L/M)	33	16	13	7	4	12	15	36
Industry (B/D/E/F)	29	18	22	6	3	18	4	49
Micro-enterprises								
One person company	28	15	19	9	5	16	8	49
2-9 employees	43	10	8	9	5	7	18	29
Turnover 2016								
100,000 euros or less	38	12	15	8	3	14	10	40
More than 100-500,000 euros	28	17	19	7	6	15	8	47
More than 500,000 - 2 mil. euros	35	15	14	7	9	15	5	45
More than 2- 10 mil. euros	45	14	10	3	7	14	7	34
More than 10 mil. euros	52	11	12	1	2	12	10	27

Base: SMEs that offer green products or services (N=3,160)

³⁷ Care should be taken when interpreting the results for medium-sized SMEs, due to low base size (122).

³⁸ Care should be taken when interpreting the results for solo-operator SMEs, due to low base size (122).

Comparison between the EU and US

SMEs in the EU are more likely to report a higher turnover from green products or services than their US counterparts: 41% report green products or services represented more than 10% of turnover, compared to 33% of SMEs in the US³⁹.

National analysis

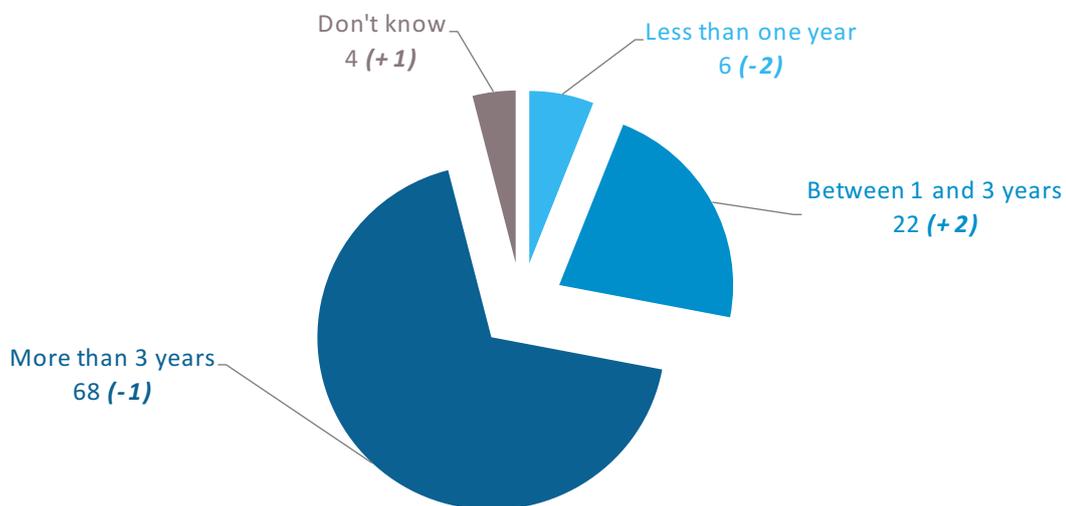
A national analysis was not possible, due to low base sizes.

c. Length of time SMEs have been offering green products or services

Most SMEs that sell green products or services have been doing so for more than three years (68%)⁴⁰. More than one in five (22%) have been selling them for one to three years, while 6% have been selling green products or services for less than one year.

There have only been small changes since 2015. The proportion of SMEs that have been selling green products or services for less than one year has decreased two percentage points, the proportion selling them for between one and three years has increased by two points, and the proportion selling them for more than three years has decreased by one point.

Q11 For how long has your company been selling green products or services?
(% - EU)



(September 2017 - September 2015)

Base: SMEs that offer green products or services (N=3,160)

³⁹ Care should be taken when interpreting the results for the US, due to low base size (132).

⁴⁰ Q11. For how long has your company been selling green products or services? Less than 1 year; Between 1 and 3 years; More than 3 years; DK/NA

Company breakdown

A comparison of SMEs with large companies was not possible, due to low base size (67).

The only notable differences based on company size is for micros SMEs⁴¹. One person companies are more likely than those with 2-9 employees to say they have been selling green products or services for more than three years (71% vs. 56%), while those with 2-9 employees are most likely to have been selling them for between one and three years (27% vs. 17%).

SMEs in the manufacturing sector are the most likely to say they have been selling green products or services for more than three years, particularly compared to services SMEs (75% vs. 64%). Manufacturing SMEs are less likely than those in other sectors to say they have been selling green products or services for between one and three years (17% vs. 21%-24% in other sectors).

SMEs with a turnover of more than 100,000 euros to 10 million euros are the most likely to say they have been selling green products or services for more than three years (73%)⁴².

Q11 For how long has your company been selling green products or services?
(% - EU)

	Less than one year	Between 1 and 3 years	More than 3 years	Don't know
EU28	6	22	68	4
Company size				
1-9	6	23	68	3
10-49	6	20	69	5
50-249	9	19	72	0
Sectors grouped (NACE)				
Manufacturing (C)	7	17	75	1
Retail (G)	6	21	71	2
Services (I/J/K/H/L/M)	6	24	64	6
Industry (B/D/E/F)	6	24	66	4
Micro-enterprises				
One person company	6	17	71	6
2-9 employees	9	27	56	8
Turnover 2016				
100,000 euros or less	7	27	62	4
More than 100-500,000 euros	4	21	73	2
More than 500,000 - 2 mil. euros	3	22	73	2
More than 2- 10 mil. euros	2	18	75	5
More than 10 mil. euros	8	22	70	0

Base: SMEs that offer green products or services (N=3,160)

⁴¹ Care should be taken when interpreting the results for micro SMEs with more than one employee, due to low base size (122).

⁴² Care should be taken when interpreting the results for companies with a turnover of more than 10 million euros, due to low base size (138).

Comparison between the EU and US

SMEs in the EU are more likely to have been selling green products or services for more than three years (68% vs. 56% in the US), while those in the US are more likely than their EU counterparts to have been selling them for less than one year (12% vs. 6%), or between one and three years (30% vs. 22%)⁴³.

National analysis

A national analysis was not possible, due to low base sizes.

d. Where do SMEs sell their green products or services?

SMEs were asked about the main markets, in terms of turnover in the last two years, for their green products or services⁴⁴.

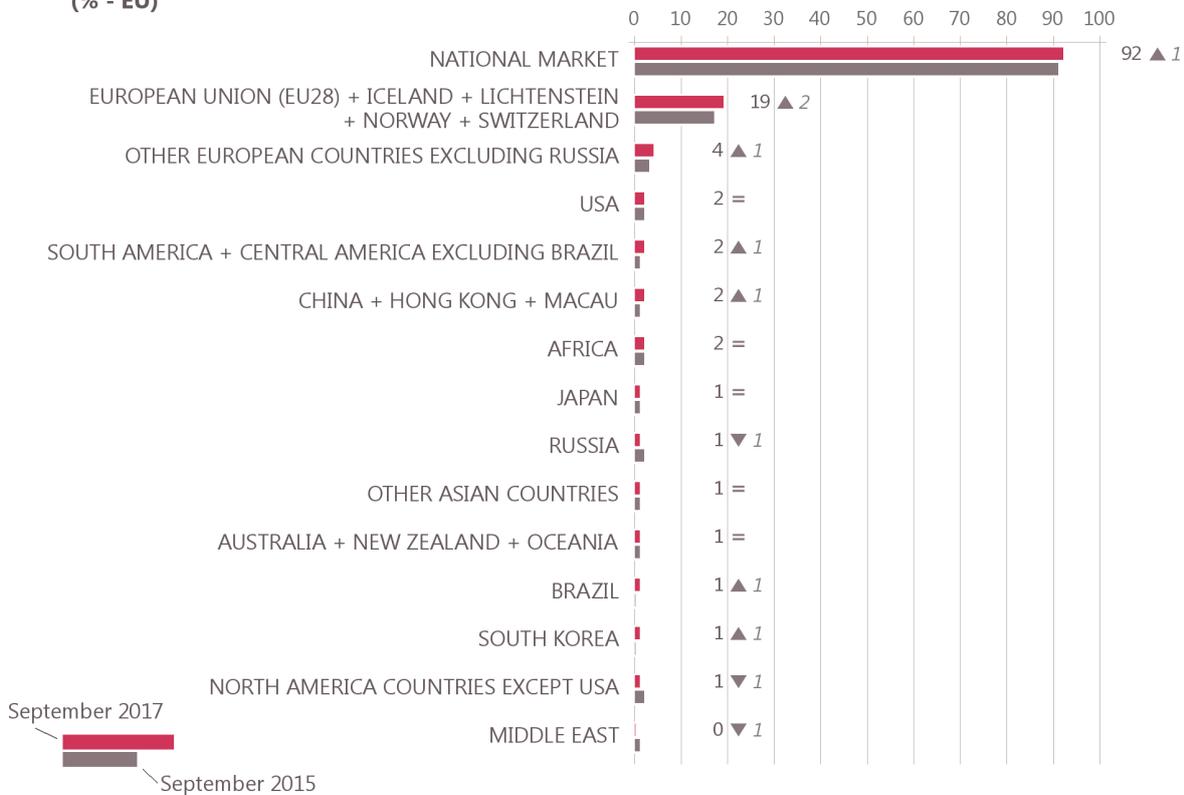
For the large majority (92%), their national market is the main market for their green products or services. Almost one in five (19%) say their main market is the EU plus Iceland, Lichtenstein, Norway and Switzerland. Other areas are the main markets for 4% or less of SMEs that sell green products or services.

There have been no notable changes in the main markets for green products and services since 2015.

⁴³ Care should be taken when interpreting the results for the US, due to low base size (132).

⁴⁴ Q12. In terms of turnover over the past 2 years, what were the main markets (countries/geographical regions) for your green products or services? National market; European Union (EU-28) + Iceland + Lichtenstein + Norway + Switzerland; Other European countries excluding Russia; Russia; North American countries except USA; USA; South America and Central America excluding Brazil; Brazil; Africa; Middle East China, Hong Kong and Macau; South Korea; Japan; Other Asian countries; Australia and New Zealand + Oceania.

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)



Base: SMEs that offer green products or services (N=3,160)

Company breakdown

A comparison of SMEs with large companies was not possible, due to low base size (67).

Micro (93%) and small (92%) SMEs are more likely than medium-sized SMEs (75%) to say their main market for their green products and services is their national market⁴⁵. Medium-sized SMEs, on the other hand, are more likely than smaller SMEs to say their main markets are the EU+ Iceland + Lichtenstein + Norway + Switzerland (44%) or other European countries excluding Russia (12%).

Almost all industry SMEs (97%) say their national market is their main market for green products or services, compared to 92% of retail SMEs and 90% of manufacturing and services SMEs. Manufacturing (26%) and services (24%) SMEs are the most likely to say their main market is the EU (EU-28) + Iceland + Lichtenstein + Norway + Switzerland.

The higher a company’s turnover, the less likely they are to say their national market is the main market, and the more likely they are to say the EU + Iceland + Lichtenstein + Norway + Switzerland, or other European countries excluding Russia⁴⁶. For example, 10% of companies with the highest turnover say their main market is other European countries excluding Russia, compared to 0% with the lowest turnover.

⁴⁵ Care should be taken when interpreting the results for SMEs with 50-249 employees, due to low base size (122).

⁴⁶ Care should be taken when interpreting the results for companies with a turnover of more than 10 million euros, due to low base size (138).

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	National market	European Union (EU-28) + Iceland + Lichtenstein + Norway + Switzerland	Other European countries excluding Russia
EU28	92	19	4
Company size			
1-9	93	17	3
10-49	92	20	6
50-249	75	44	12
Sectors grouped (NACE)			
Manufacturing (C)	90	26	7
Retail (G)	92	18	3
Services (I/J/K/H/L/M)	90	24	5
Industry (B/D/E/F)	97	6	2
Turnover 2016			
100,000 euros or less	98	12	0
More than 100-500,000 euros	93	19	3
More than 500,000 - 2 mil. euros	90	19	6
More than 2- 10 mil. euros	90	24	7
More than 10 mil. euros	79	41	10

Base: SMEs that offer green products or services (N=3,160)

National analysis

A national analysis was not possible, due to low base sizes.

2 Do policies help SMEs to offer green products or services?

a. General overview

SMEs that sell green products or services were asked about the kind of support they rely on to produce their green products or services⁴⁷.

- The proportion of SMEs relying on external support has increased -

Just over six out of ten SMEs that offer green products or services rely on their own financial resources to produce these green products or services (61%), while almost as many (58%) rely on their own technical expertise.

Almost three in ten say they rely on external support (29%).

The proportion of SMEs relying on external support to produce green products or services has increased by six points since 2015.

Q13 What type of support does your company rely on for the production of its green products or services?
(MULTIPLE ANSWERS POSSIBLE)
(% - EU)



Base: SMEs that offer green products or services (N=3,160)

⁴⁷ Q13. What type of support does your company rely on for the production of its green products or services? Its own financial resources; Its own technical expertise; External support; Other (DO NOT READ OUT); DK/NA

Company breakdown

A comparison of SMEs with large companies was not possible, due to low base size (67).

SMEs with 50-249 employees are much more likely than smaller SMEs to rely on their own financial resources or their own technical expertise⁴⁸. For example, 83% of medium-sized SMEs rely on their own resources, compared to 67% with 10-49 employees and 58% with 1-9 employees.

Manufacturing SMEs are the most likely to rely on their own financial resources, particularly compared to retail SMEs (69% vs. 55%), but they are the least likely to say they rely on external support (21%). Retail SMEs also the least likely to say they rely on their own technical expertise (45% vs. 68% of manufacturing SMEs).

SMEs with the highest turnover are the most likely to rely on their own financial resources (74% vs. 60% with the lowest turnover)⁴⁹.

Q13 What type of support does your company rely on for the production of its green products or services? (MULTIPLE ANSWERS POSSIBLE)
(% - EU)

	Its own financial resources	Its own technical expertise	External support	Other (SPONTANEOUS)	Don't know
EU28	61	58	29	1	4
Company size					
1-9	58	56	29	2	5
10-49	67	62	31	1	2
50-249	83	72	28	0	2
Sectors grouped (NACE)					
Manufacturing (C)	69	68	21	0	2
Retail (G)	55	45	30	2	9
Services (I/J/K/H/L/M)	65	66	31	1	2
Industry (B/D/E/F)	60	65	29	1	2
Turnover 2016					
100,000 euros or less	60	53	29	1	3
More than 100-500,000 euros	59	63	28	1	4
More than 500,000 - 2 mil. euros	63	55	33	3	5
More than 2- 10 mil. euros	63	56	32	1	3
More than 10 mil. euros	74	62	43	0	3

Base: SMEs that offer green products or services (N=3,160)

Comparison between the EU and US

SMEs in the US are much more likely to rely their own financial resources (77% vs. 61%), their own technical expertise (69% vs. 58%) or external support (48% vs. 29%), compared to SMEs in the EU⁵⁰.

National analysis

A national analysis was not possible, due to low base sizes.

⁴⁸ Care should be taken when interpreting the results for SMEs with 50-249 employees, due to low base size (122).

⁴⁹ Care should be taken when interpreting the results for companies with a turnover of more than 10 million euros, due to low base size (138).

⁵⁰ Care should be taken when interpreting the results for the US, due to low base size (132).

b. Types of external support used by SMEs for the production of green products or services

SMEs that receive external support for the production of green products or services were asked about the form that support takes⁵¹.

- Private funding from friends or relatives has increased notably since 2015 -

Almost three in ten receive advice or other non-financial assistance from private consulting and audit companies or from business associations (both 28%). Almost one in five (18%) receive private funding from a bank, investment company or venture capital fund, and the same proportion receive advice or other non-financial assistance from public administration (18%).

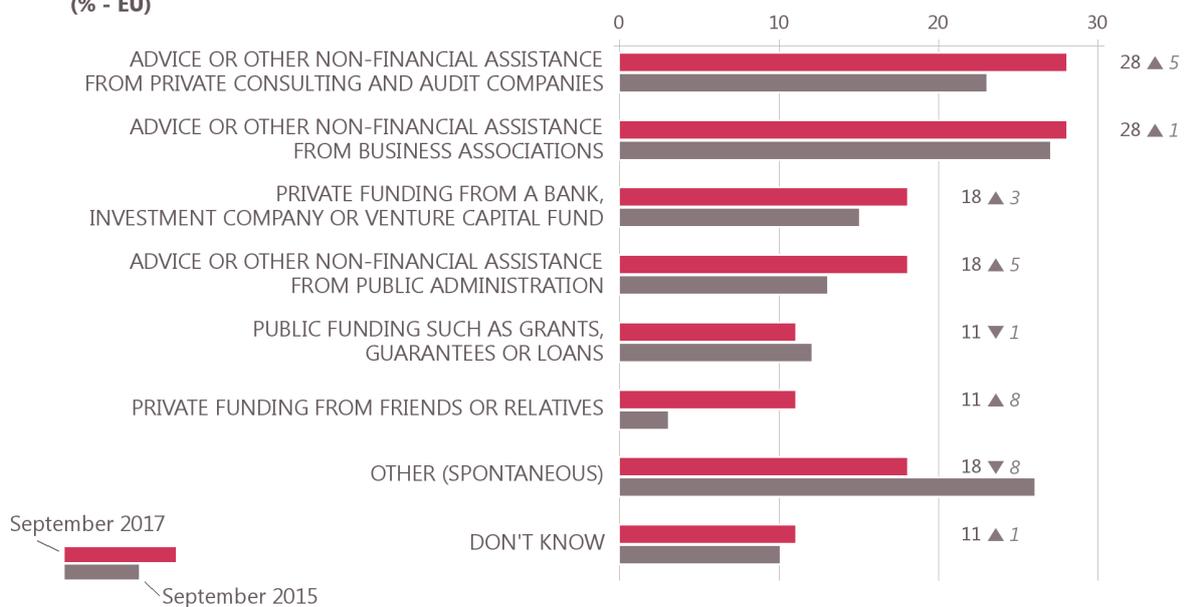
Just over one in ten (11%) receive public funding such as grants, guarantees or loans, or from friends or relatives (11%).

Almost one in five (18%) receive other external support.

The proportion of SMEs receiving private funding from friends or relatives has increased by eight points since 2015. The proportion receiving advice or other non-financial assistance from private consulting and audit companies, or from public administration has increased by five points, while the proportion receiving private funding from a bank, investment company or venture capital fund has increased three points.

There has also been an eight percentage point decrease in the proportion receiving other kinds of external support.

DX1 Which type of external support does your company get for the production of its green products or services? (MULTIPLE ANSWERS POSSIBLE) (% - EU)



Base: SMEs that receive external support to produce its green products or services (N=924)

⁵¹ DX1. Which type of external support does your company get for the production of its green products or services? Public funding such as grants, guarantees or loans ; Private funding (e.g. from a bank, investment company or venture capital fund) ; Private funding from friends or relatives ; Advice or other non-financial assistance from public administration; Advice or other non-financial assistance from private consulting and audit companies; Advice or other non-financial assistance from business associations; Other (DO NOT READ OUT); DK/NA

Company breakdown

A company breakdown was not possible, due to low base sizes.

National analysis

A national analysis was not possible, due to low base sizes.

c. Does public support work?

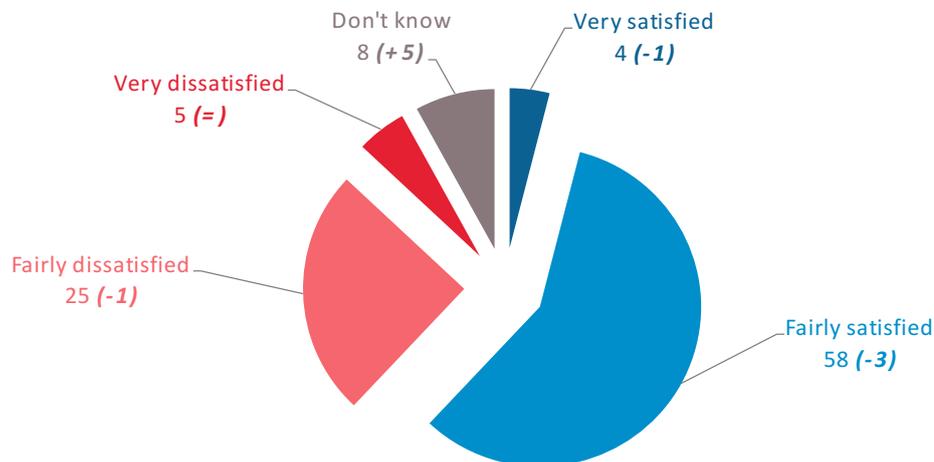
SMEs that receive public funding or other public support to produce their green products or services were asked about their level of satisfaction with this support⁵².

- The majority are satisfied with the level of public support for the production of their green products or services -

Overall, more than six in ten are satisfied (62%), with 4% saying they are very satisfied. Thirty percent are dissatisfied, with five percent saying they are very dissatisfied.

Compared to 2015, SMEs are less likely to be fairly satisfied (-3 pp).

DX2 How satisfied or dissatisfied are you with the level of public support for your green products or services?
(% - EU)



(September 2017 - September 2015)

Base: SMEs that receive public funding or advice or other non-financial assistance from public administration to produce its green products or services (N=232)

Company breakdown

A company breakdown was not possible, due to low base sizes.

National analysis

A national analysis was not possible, due to low base sizes.

⁵² DX2 How satisfied or dissatisfied are you with the level of public support for your green products or services? Very satisfied; Fairly satisfied; Fairly dissatisfied; Very dissatisfied; DK/NA

d. Encouraging new green products and services: where the focus should lie

SMEs that offer green products or services were asked what kind of support would help them most to expand their offering in this area⁵³.

- Financial incentives are increasingly considered to be the most helpful support for expanding green product or service offerings -

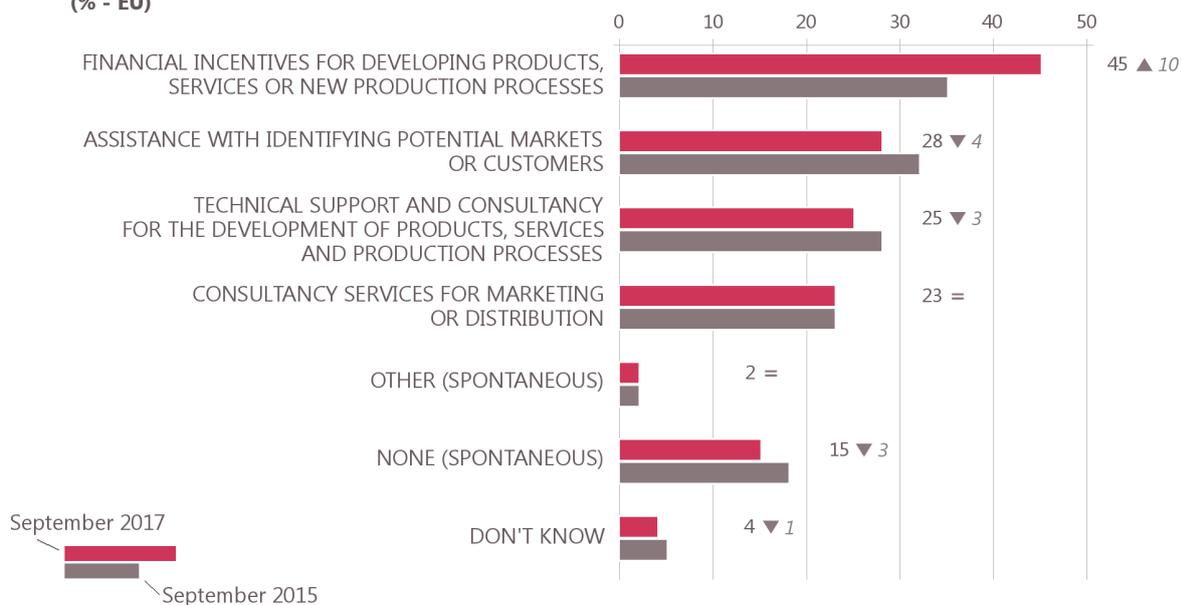
Almost half of this group of SMEs say financial incentives for developing products, services or new production processes would most help them expanding their range of green products or services (45%).

At least one quarter say assistance with identifying potential markets or customers (28%) or technical support and consultancy for the development of products, services and production processes would help (25%), while almost as many (23%) say this about consultancy services for marketing or distribution.

More than one in ten SMEs that offer green products or services say none of these types of support would help them expanding their range of green products or services (15%).

Since 2015, the proportion of SMEs that think financial incentives would be most helpful has increased by ten percentage points. On the other hand, SMEs are now less likely to mention assistance with identifying potential markets or customers (-4 pp) or technical support and consultancy for the development of products, services and production processes (-3 pp).

DX3 What type of support would help you the most to expand your range of green products or services? (MAX. 2 ANSWERS) (% - EU)



Base: SMEs that offer green products or services (N=3,160)

⁵³ DX3. What type of support would help you the most to expand your range of green products or services? Financial incentives for developing products, services or new production processes; Assistance with identifying potential markets or customers; Technical support and consultancy for the development of products, services and production processes; Consultancy services for marketing or distribution; Other (DO NOT READ OUT); None (DO NOT READ OUT); DK/NA

Company breakdown

A comparison of SMEs with large companies was not possible, due to low base size (67).

SMEs with 10-49 employees are the most likely to mention financial incentives for developing products, services or new production processes (53%) or technical support and consultancy for the development of products, services and production processes (33%). The larger the SME, the more likely they are to mention assistance with identifying potential markets or customers: 36% of those with 50-249 employees do so, compared to 27% of micro SMEs⁵⁴.

Manufacturing and retail (both 26%) SMEs are the most likely to mention consultancy services for marketing or distribution, compared to 22% of services SMEs and 20% of industry SMEs. Industry SMEs are the most likely to mention financial incentives (49%) or technical support and consultancy (30%).

DX3 What type of support would help you the most to expand your range of green products or services ? (MAX. 2 ANSWERS POSSIBLE)
(% - EU)

	Financial incentives for developing products, services or new production processes	Assistance with identifying potential markets or customers	Technical support and consultancy for the development of products, services and production processes	Consultancy services for marketing or distribution
EU28	45	28	25	23
Company size				
1-9	43	27	23	24
10-49	53	31	33	21
50-249	44	36	30	31
Sectors grouped (NACE)				
Manufacturing (C)	40	32	28	26
Retail (G)	43	30	22	26
Services (I/J/K/H/L/M)	46	25	25	22
Industry (B/D/E/F)	49	29	30	20

Base: SMEs that offer green products or services (N=3,160)

Comparison between the EU and US

Compared to SMEs in the EU, those in the US are more likely to say each of these types of support would most help them expand their range of green products or services, and this is particularly the case for assistance with identifying potential markets or customers (39% vs. 28%).

National analysis

A national analysis was not possible, due to low base sizes.

⁵⁴ Care should be taken when interpreting the results for SMEs with 50-249 employees, due to low base size (122).

SMEs that do not offer green products or services

SMEs that do not offer green products or services were asked what kind of support would help them to launch a range of green products or services⁵⁵.

- Financial incentives are considered the best support for launching green products or services -

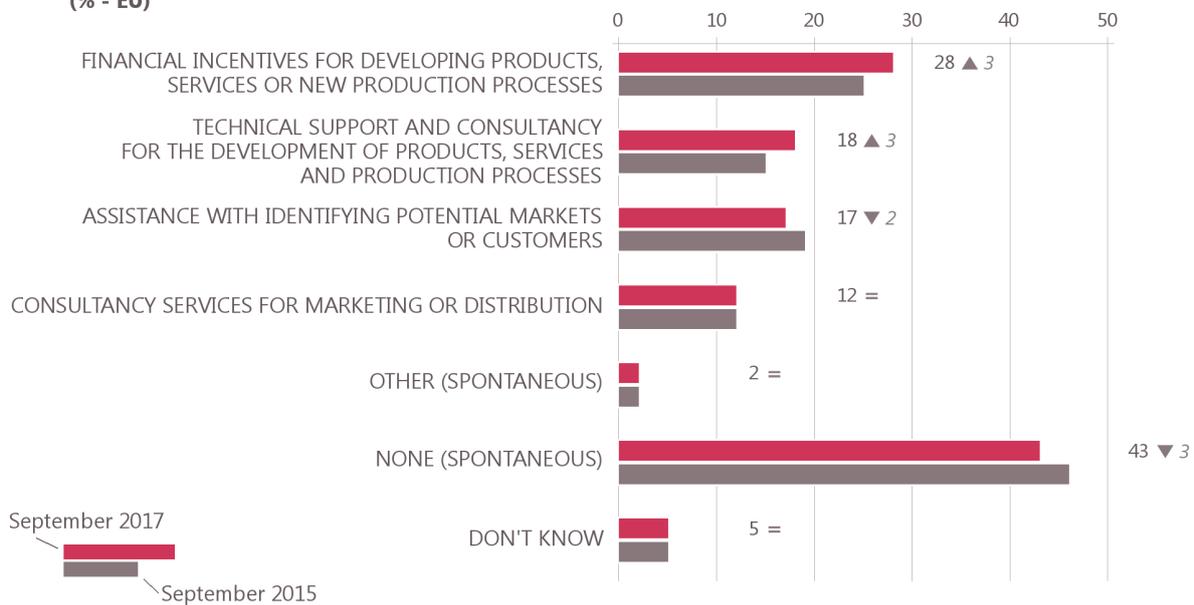
Amongst SMEs that do not currently offer green products or services, more than one quarter say financial incentives for developing products, services or new production processes would be the most help in launching green products or services (28%).

Almost one in five mention technical support and consultancy for the development of products, services and production processes (18%), while 17% say assistance with identifying potential markets or customers would help the most. Just over one in ten say consultancy services for marketing or distribution would most help them launch their own green products or services (12%).

However, SMEs in this group are most likely to say none of these things would help them launch their own range of green products or services (43%).

Compared to 2015, SMEs in this group are now more likely to mention financial incentives or technical support and consultancy (both +3 pp). SMEs are also less likely to say none of these things would help (-3 pp).

DX4 What type of support would help you the most to launch your range of green products or services? (MAX. 2 ANSWERS) (% - EU)



Base: SMEs that do not offer green products or services (N=9,219)

⁵⁵ DX4. What type of support would help you the most to launch your range of green products or services? Financial incentives for developing products, services or new production processes; Assistance with identifying potential markets or customers; Technical support and consultancy for the development of products, services and production processes; Consultancy services for marketing or distribution; Other (DO NOT READ OUT); None (DO NOT READ OUT) ; DK/NA

Company breakdown

A comparison of SMEs with large companies was not possible, due to low base size (64).

SMEs with 10-49 employees are the most likely to say that financial incentives for developing products, services or new production processes would most help them launch their own green products or services (34%), particularly compared to micro SMEs (26%).

Looking specifically at micro SMEs, those with 2-9 employees are much more likely than one person companies to mention financial incentives (31% vs. 25%).

SMEs with at least 10 employees (22%-23%) are more likely to mention technical support and consultancy for the development of products, services and production processes than micro SMEs (17%).

Manufacturing SMEs are the most likely to mention financial incentives for developing products, services or new production processes, particularly compared to retail SMEs (35% vs. 25%). Industry SMEs are the most likely to mention assistance with identifying potential markets or customers, particularly compared to services SMEs (23% vs. 14%).

Companies established in 2017 are the most likely to mention assistance with identifying potential markets or customers or technical support and consultancy for the development of products, services and production processes (both 26%)⁵⁶. Companies established between 2010 and 2016 are the most likely to mention financial incentives for developing products, services or new production processes, particularly compared to companies established before 2010 (35% vs. 26%).

SMEs that are planning to offer green products or services are much more likely to say that each type of support would help them, compared to those not planning to do so. For example, 52% say financial incentives would help them launch green products or services, compared to 24% of SMEs with no plans to offer green products or services.

⁵⁶ Care should be taken when interpreting the results for companies established in 2017, due to low base size (138).

DX4 What type of support would help you the most to launch your range of green products or services ? (MAX. 2 ANSWERS POSSIBLE)
(% - EU)

	Financial incentives for developing products, services or new production processes	Technical support and consultancy for the development of products, services and production processes	Assistance with identifying potential markets or customers	Consultancy services for marketing or distribution
EU28	28	18	17	12
Company size				
1-9	26	17	16	12
10-49	34	22	19	14
50-249	30	23	19	18
Sectors grouped (NACE)				
Manufacturing (C)	35	19	17	12
Retail (G)	25	17	19	13
Services (I/J/K/H/L/M)	27	16	14	12
Industry (B/D/E/F)	29	20	23	13
Company age				
Before 2010	26	18	17	12
Between 2010 and 2016	35	15	17	12
2017 and after	30	26	26	15
Micro-enterprises				
One person company	25	15	15	12
2-9 employees	31	15	17	14
Offer green products or services				
No, but planning to do so	52	35	32	29
No, and not planning to do so	24	15	15	10

Base: SMEs that do not offer green products or services (N=9,219)

Comparison between the EU and US

Companies in the US are more likely than their EU counterparts to say financial incentives (36% vs. 28%), assistance with identifying potential markets or customers (22% vs. 17%), or technical support and consultancy (27% vs. 18%) would help them launch green products or services.

National analysis

In 25 EU Member States⁵⁷, SMEs that do not currently offer green products or services are most likely to say **financial incentives for developing products, services or new production processes** would most help them launch green products or services. SMEs in Poland (49%), Slovenia and Greece (both 44%) are the most likely to say this, compared to 8% in Estonia, 13% in Malta and 19% in Sweden, Luxembourg and Denmark.

SMEs in Spain (31%) and Sweden (26%) are most likely to say **technical support and consultancy for the development of products, services and production processes** would help the most, and this option is also mentioned by 27% in France and 25% in Slovenia and Portugal. In contrast, 3% of SMEs in Estonia 6% in Italy and 8% in Malta also say this.

SMEs in Luxembourg are most likely to say **assistance with identifying potential markets or customers** would most help them (22%), and this is also mentioned by 30% in Spain, 25% in Austria, and 24% in France.

Consultancy services for marketing or distribution are most likely to be mentioned by SMEs in Romania (32%), Austria (23%), France (21%), Bulgaria, Greece and Finland (all 19%), and least likely to be mentioned by those in Italy (3%), Malta (4%) and Estonia (5%).

Expanding the analysis to include non-EU countries⁵⁸ shows SMEs in Turkey are the most likely to mention financial incentives (56%), technical support and consultancy (33%) or assistance with identifying potential markets or customers (35%).

⁵⁷ Luxembourg (132), Malta (135) and Cyprus (143) have low base sizes, so results should be interpreted with caution.

⁵⁸ Albania (52), Moldova (75) and Montenegro (75) all have a very low base size and results should therefore be considered with caution.

DX4 What type of support would help you the most to launch your range of green products or services ? (MAX. 2 ANSWERS)
(%)

		Financial incentives for developing products, services or new production processes	Technical support and consultancy for the development of products, services and production processes	Assistance with identifying potential markets or customers	Consultancy services for marketing or distribution	Other (SPONTANEOUS)	None (SPONTANEOUS)	Don't know
EU28		28	18	17	12	2	43	5
BE		24	16	15	17	1	46	5
BG		33	10	8	19	2	36	8
CZ		21	17	13	11	1	54	1
DK		19	14	18	9	3	53	8
DE		21	14	19	13	1	51	3
EE		8	3	4	5	0	83	2
IE		34	21	19	17	0	31	14
EL		44	23	18	19	1	30	1
ES		23	31	30	14	0	34	3
FR		34	27	24	21	3	31	3
HR		32	17	14	13	3	37	6
IT		22	6	7	3	4	58	6
CY		25	13	13	13	5	51	4
LV		28	14	12	10	1	47	6
LT		26	12	10	11	2	47	5
LU		19	13	22	11	8	39	3
HU		27	12	5	11	1	56	1
MT		13	8	3	4	2	71	10
NL		24	20	16	11	2	45	6
AT		39	18	25	23	2	34	2
PL		49	22	21	13	3	27	0
PT		26	25	18	12	0	38	7
RO		35	24	15	32	2	25	3
SI		44	25	14	14	2	36	2
SK		30	12	17	10	1	34	9
FI		31	24	13	19	2	34	4
SE		19	26	19	12	0	41	5
UK		23	9	15	6	2	50	11
AL		0	0	12	3	4	78	3
MK		44	18	7	25	0	36	1
ME		32	16	20	11	3	23	15
RS		31	2	20	4	4	42	8
TR		56	33	35	19	0	7	7
IS		40	20	11	19	0	14	24
MD		40	33	16	19	4	7	5
NO		21	12	12	9	2	48	9
US		36	27	22	13	0	24	10

Highest percentage per country

Lowest percentage per country

Highest percentage per item

Lowest percentage per item

Base: SMEs that do not offer green products or services (N=9,219)

Evolution since 2015

Although at the EU28 level changes since 2015 are relatively small, the same cannot be said across all EU Member States⁵⁹. SMEs in Austria (+19 pp), Slovenia (+16 pp) and Italy (+13 pp) are now much more likely to mention **financial incentives**, while those in Luxembourg, Malta (both -16 pp) and France (-11 pp) are now much less likely to do so.

SMEs in Slovenia (+14 pp), Cyprus and Spain (both +9 pp) are now more likely to mention **technical support and consultancy**, while those in Luxembourg (-11pp) and the United Kingdom (-10pp) are now less likely to do so than they were in 2015.

Assistance with identifying potential markets or customers is now more likely to be mentioned by SMEs in Poland, but less likely to be mentioned by those in France (-15 pp), Ireland (-10 pp), Estonia and Malta (-10 pp). SMEs in Romania (+14 pp) and Greece (+10 pp) are now more likely to mention **consultancy services for marketing or distribution**, while those in Luxembourg are now much less likely to do so.

Expanding the analysis to include non-EU countries⁶⁰, SMEs in Moldova (+19 pp) and the US (+15 pp) are now much more likely to mention technical support and consultancy than they were in 2015, while those in Serbia are now less likely to do so (-13 pp). Some large increases can also be seen for financial incentives for developing products, services or new production process, where SMEs in Turkey (+14 pp), Moldova (+13 pp) and Iceland (+11 pp) are now much more likely to mention this. SMEs in Norway (-10 pp) are also less likely to mention assistance with identifying potential markets or customers and SMEs in Macedonia (-12 pp) are less likely to say consultancy services for marketing or distribution.

⁵⁹ Luxembourg (132), Malta (135) and Cyprus (143) have low base sizes, so results should be interpreted with caution.

⁶⁰ Albania (52), Moldova (75) and Montenegro (75) all have a very low base size and results should therefore be considered with caution.

DX4 What type of support would help you the most to launch your range of green products or services ?
(MAX. 2 ANSWERS)
(%)

		Financial incentives for developing products, services or new production processes	Sept. 2017 - Sept. 2015	Technical support and consultancy for the development of products, services and production processes	Sept. 2017 - Sept. 2015	Assistance with identifying potential markets or customers	Sept. 2017 - Sept. 2015	Consultancy services for marketing or distribution	Sept. 2017 - Sept. 2015	Other (SPONTANEOUS)	Sept. 2017 - Sept. 2015	None (SPONTANEOUS)	Sept. 2017 - Sept. 2015	Don't know
EU28		28	▲ 3	18	▲ 3	17	▼ 2	12	=	2	=	43	▼ 3	5
BE		24	▼ 2	16	▼ 6	15	▼ 7	17	▼ 3	1	▲ 1	46	▲ 7	5
BG		33	▲ 8	10	▼ 2	8	▼ 1	19	=	2	▼ 1	36	▼ 5	8
CZ		21	▼ 1	17	▲ 1	13	=	11	▼ 1	1	=	54	▲ 2	1
DK		19	▼ 8	14	▼ 1	18	▲ 6	9	▲ 3	3	▲ 1	53	▼ 4	8
DE		21	▲ 5	14	▲ 5	19	▲ 3	13	=	1	▼ 5	51	▲ 5	3
EE		8	▼ 5	3	▼ 2	4	▼ 10	5	=	0	▼ 7	83	▲ 19	2
IE		34	=	21	▼ 2	19	▼ 10	17	▲ 9	0	▼ 1	31	▲ 9	14
EL		44	▲ 2	23	▼ 2	18	▼ 9	19	▲ 10	1	▼ 3	30	▲ 1	1
ES		23	▼ 5	31	▲ 9	30	=	14	▼ 1	0	▼ 1	34	=	3
FR		34	▼ 11	27	▲ 2	24	▼ 15	21	▲ 4	3	▲ 2	31	▲ 11	3
HR		32	=	17	▲ 6	14	▼ 3	13	▼ 1	3	▼ 1	37	▼ 6	6
IT		22	▲ 13	6	▲ 2	7	▼ 1	3	▼ 2	4	▲ 4	58	▼ 18	6
CY		25	▼ 4	13	▲ 9	13	▲ 2	13	▼ 2	5	▲ 4	51	▼ 8	4
LV		28	▼ 1	14	▼ 4	12	▼ 2	10	▼ 5	1	▼ 3	47	▲ 5	6
LT		26	▲ 6	12	▼ 2	10	▼ 9	11	▼ 2	2	=	47	▲ 6	5
LU		19	▼ 16	13	▼ 11	22	▲ 3	11	▼ 16	8	▲ 7	39	▲ 11	3
HU		27	▲ 4	12	=	5	▼ 2	11	▲ 2	1	▼ 2	56	▼ 2	1
MT		13	▼ 16	8	▼ 7	3	▼ 10	4	▼ 4	2	▲ 1	71	▲ 28	10
NL		24	▲ 7	20	▲ 4	16	▲ 1	11	=	2	=	45	▼ 8	6
AT		39	▲ 19	18	▲ 1	25	▲ 4	23	▲ 8	2	▼ 3	34	▼ 15	2
PL		49	▲ 4	22	▼ 1	21	▲ 6	13	▼ 3	3	▲ 2	27	▼ 3	0
PT		26	▼ 6	25	▼ 3	18	▼ 9	12	▼ 8	0	▼ 1	38	▲ 9	7
RO		35	▼ 1	24	▲ 6	15	=	32	▲ 14	2	▼ 2	25	▼ 7	3
SI		44	▲ 16	25	▲ 14	14	▲ 3	14	▲ 1	2	▼ 3	36	▼ 8	2
SK		30	▲ 12	12	▲ 2	17	▼ 3	10	▼ 6	1	=	34	▼ 5	9
FI		31	▼ 1	24	▲ 8	13	▲ 2	19	▲ 5	2	▲ 1	34	▼ 8	4
SE		19	▲ 2	26	▲ 9	19	▲ 2	12	▲ 4	0	▼ 3	41	▼ 9	5
UK		23	▼ 10	9	▼ 10	15	▼ 4	6	▼ 4	2	▼ 1	50	▲ 18	11
AL		0	▼ 7	0	=	12	▼ 8	3	▲ 2	4	▼ 9	78	▲ 18	3
MK		44	▲ 8	18	▼ 2	7	▼ 4	25	▼ 12	0	▼ 3	36	▲ 4	1
ME		32	▼ 6	16	▼ 6	20	▼ 2	11	▼ 9	3	▼ 3	23	▼ 8	15
RS		31	▼ 1	2	▼ 13	20	▲ 7	4	▼ 2	4	▲ 4	42	▼ 8	8
TR		56	▲ 14	33	▼ 4	35	▼ 5	19	▼ 9	0	=	7	▼ 4	7
IS		40	▲ 11	20	▲ 4	11	▼ 7	19	▲ 3	0	▼ 5	14	▼ 1	24
MD		40	▲ 13	33	▲ 19	16	▼ 2	19	▲ 2	4	▼ 12	7	▼ 24	5
NO		21	▲ 3	12	▲ 10	12	▼ 10	9	▼ 4	2	▼ 1	48	▲ 1	9
US		36	▲ 9	27	▲ 15	22	=	13	▼ 2	0	▼ 2	24	▼ 11	10

Base: SMEs that do not offer green products or services (N=9,219)

III. GREEN EMPLOYMENT IN THE SME SECTOR

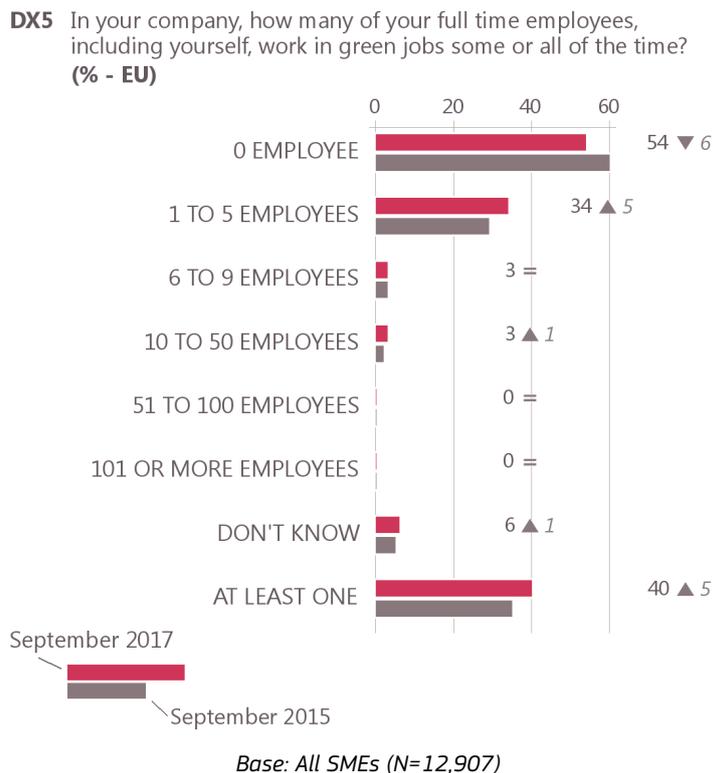
All companies were asked about the number of full time employees working in green jobs at least some of the time⁶¹. For this survey, a “green job” was defined as a job that directly deals with information, technologies, or materials that preserves or restores environmental quality. This requires specialised skills, knowledge, training, or experience (e.g. verifying compliance with environmental legislation, monitoring resource efficiency within the company, promoting and selling green products and services).

- The proportion of SMEs with at least one full time employee working in green jobs at least some of the time has increased -

Overall, four in ten SMEs have at least one full time employees working in green jobs at least some of the time (40%). Just over one third (34%) have one to five employees working in green jobs, while a further three percent have six to nine employees working in green jobs, and three percent have 10-50 employees in green jobs.

Most SMEs (54%) have no full-time employees in green jobs at least some of the time.

Since 2015, the proportion of SMEs with at least one employee working in green jobs at least some of the time has increased by five points. Almost all of this increase is in the proportion with one to five employees in green jobs (+5 pp).



⁶¹ DX5. In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?

Company breakdown

Compared to SMEs, large companies⁶² are more likely to have at least one full time employee in green jobs at least some of the time (53% vs. 40%). In particular, 30% of the companies have 10 or more full time employees in green jobs at least some of the time, compared to 3% of SMEs.

For SMEs, the average number of full time employees in green jobs is 1.7, compared to 41.1 for large companies.

DX5 In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?

(% - EU)

	0	1 to 5	6 to 9	10 to 50	51 to 100	101 or more	Don't know	At least one	Average
SMEs									
EU28	54	34	3	3	0	0	6	40	1.7
Large companies									
EU28	22	23	0	20	5	5	25	53	41.1

Base: All SMEs (N=13,117)

Larger SMEs are more likely to have at least one full time employee working in a green job: 58% do so, compared to 39% of micro and small SMEs. The average number of green employees also increases with company size from 1.0 for micro SMEs to 14.9 for large SMEs.

SMEs in the industry sector (48%) are the most likely to have at least one green employee, compared to 43% of manufacturing SMEs, 42% of retail SMEs and 35% of services SMEs.

The higher an SME's turnover, the more likely they are to have at least one green employee: 38% of those with the lowest turnover do so, compared to 54% of those with a turnover of more than 10 million euros. Furthermore, SMEs with the largest turnover also have the highest average number of green employees (8.8 vs. 0.9 for SMEs with the lowest turnover).

The more resource efficiency actions an SME is taking, the more likely they are to have at least one full time employee in a green job: 56% of SMEs taking many actions have at least one green employee, compared to 20% among SMEs undertaking no resource efficiency actions. SMEs taking many actions also have the highest average number of green employees (2.9). The same patterns apply comparing the number of planned additional resource efficiency actions.

Finally, SMEs offering green products or services are much more likely to have at least one employee in a green job (72% vs. 28% of SMEs that do not offer green products or services and are not planning to do so).

⁶² Care should be taken when interpreting the results for large companies, due to low base size (138).

DX5 In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?
(% - EU)

	0	1-5	6-9	10-50	51-100	101+	Don't know	At least one	Average
EU28	54	34	3	3	0	0	6	40	1.7
Company size									
1-9	55	36	3	0	0	0	5	39	1.0
10-49	52	24	2	14	0	0	8	39	3.1
50-249	32	32	2	16	6	2	10	58	14.9
Sectors grouped (NACE)									
Manufacturing (C)	52	37	5	2	0	0	5	43	1.5
Retail (G)	52	37	3	2	0	0	6	42	1.5
Services (I/J/K/H/L/M)	58	29	3	4	0	0	6	35	1.8
Industry (B/D/E/F)	48	42	4	2	0	0	4	48	1.6
Turnover 2016									
100,000 euros or less	56	36	1	0	0	0	6	38	0.9
More than 100-500,000 euros	55	35	3	1	0	0	5	40	1.3
More than 500,000 - 2 mil. euros	54	34	5	4	0	0	4	43	1.9
More than 2- 10 mil. euros	50	28	5	8	1	0	8	42	4.3
More than 10 mil. euros	41	35	3	13	1	2	5	54	8.8
Actions undertaken									
Many actions	39	47	4	5	0	0	5	56	2.9
Some actions	56	33	3	2	0	0	5	39	1.4
Few actions	64	26	2	1	0	0	7	29	0.9
No action	73	17	3	1	0	0	7	20	0.7
Offer green products or services									
Yes	23	59	6	6	0	0	5	72	3.6
No, but planning to do so	52	36	3	3	0	0	5	43	1.9
No, and not planning to do so	67	25	2	1	0	0	5	28	0.9

Base: All SMEs (N=12,907)

Comparison between the EU and US

There is no notable difference between EU28 and the US in the proportion of SMEs who have at least one full time employee in green jobs at least some of the time (40% and 39%).

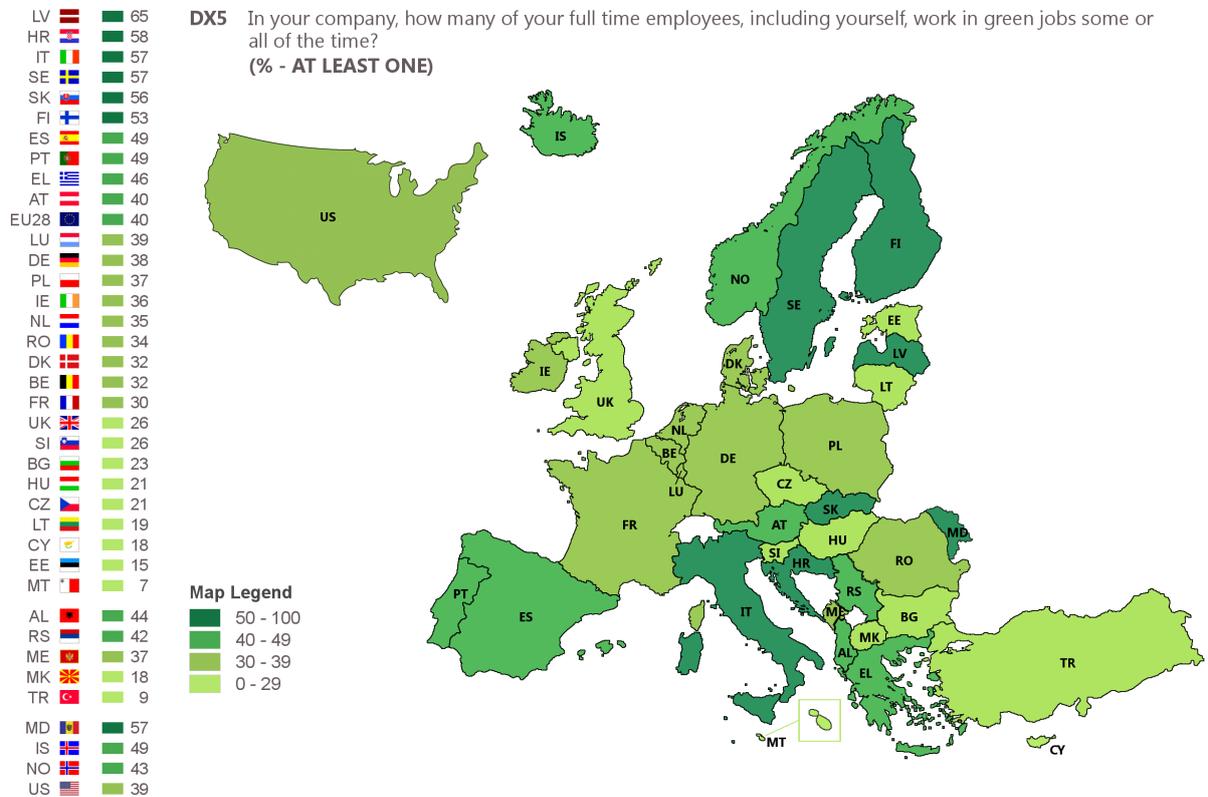
National analysis⁶³

There are six Member States where at least half of all SMEs have one or more full time employee working in a green job at least some of the time: Latvia (65%), Croatia (58%), Italy (57%), Slovakia, Sweden (both 56%) and Finland (53%). This compares to 7% of SMEs in Malta, 15% in Estonia and 18% in Cyprus.

The map illustrates that SMEs with at least one full time employee working in green jobs are more likely to be found in Northern, Eastern and some Southern areas of the EU.

⁶³ Albania (99), Moldova (99) and Montenegro (101) all have a low base size and results should therefore be considered with caution.

Across all countries, SMEs in Moldova are amongst the most likely to have at least one full time employee in green jobs at least some of the time.



Base: All SMEs (N=12,907)

Evolution since 2015

In the majority of countries across the EU there has been a decline in the number of employees working in green jobs since 2015. The largest decreases are seen amongst SMEs in Slovakia (-4.0 people working green jobs), Malta and Romania (both -2.2) while the largest increases are observed amongst SMEs in Ireland (+2) and Latvia (+1.1).

DX5 In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?

(AVERAGE NUMBER OF EMPLOYEES)

		Average	Sept. 2017 - Sept. 2015
EU28		1.7	▼ 0.3
IE		3.4	▲ 2.0
LV		3.2	▲ 1.1
AT		2.5	▲ 0.9
CZ		2.0	▲ 0.8
PL		2.1	▲ 0.7
PT		1.7	▲ 0.5
IT		1.5	▲ 0.5
EL		3.1	▲ 0.3
SE		2.3	▲ 0.3
ES		2.2	▼ 0.1
LU		2.2	▼ 0.1
EE		0.3	▼ 0.1
DK		1.5	▼ 0.1
UK		1.0	▼ 0.1
FI		1.3	▼ 0.4
LT		1.0	▼ 0.4
HU		1.2	▼ 0.5
SI		1.1	▼ 0.6
HR		2.2	▼ 0.8
BE		1.3	▼ 0.9
CY		1.2	▼ 0.9
NL		1.3	▼ 1.2
FR		0.8	▼ 1.2
DE		2.5	▼ 1.3
BG		1.5	▼ 2.0
MT		0.2	▼ 2.2
RO		1.8	▼ 2.2
SK		1.8	▼ 4.0
MK		4.0	▲ 2.8
ME		3.8	▲ 0.6
TR		1.4	▼ 0.3
AL		0.7	▼ 0.8
RS		2.6	▼ 1.8
US		1.6	=
IS		2.4	▼ 1.1
NO		2.7	▼ 2.3
MD		3.9	▼ 3.4

Base: All SMEs (N=12,907)

TECHNICAL SPECIFICATIONS

Between the 11th and the 26th of September 2017, TNS political & social, a consortium created between TNS political & social, TNS UK and TNS opinion, carried out the FLASH EUROBAROMETER 456 survey on request of the EUROPEAN COMMISSION, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs. It is a business to business survey co-ordinated by the Directorate-General for Communication, “Media monitoring and analysis” Unit.

The FLASH EUROBAROMETER 456 survey has been held in the 28 Member states of the European Union and in Albania, Iceland, FYROM, Moldova, Montenegro, Norway, Serbia, Turkey and USA. It covers businesses employing 1 or more people that are active in one of the following sectors (Nace codes):

- B Mining and quarrying;
- C Manufacturing;
- D Electricity, gas, steam and air conditioning supply;
- E Water supply; sewerage, waste management and remediation activities;
- F Construction;
- G Wholesale and retail trade, repair of motor vehicles and motorcycles;
- H Transportation and storage;
- I Accommodation and food service activities;
- J Information and communication;
- K Financial and insurance activities;
- L Real estate activities;
- M Professional, scientific and technical activities.

The survey covers large companies and SMEs; and SMEs have been benchmarked against large companies as it was done in the Flash Eurobarometer 426.

All interviews were carried using the TNS e-Call centre (our centralised CATI system). The sample was selected from an international business database, with some additional sample from local sources in countries where necessary.

Quotas were applied on both company size and sectors. These quotas were adjusted according to the country’s universe but were also reasoned in order to ensure that the sample was large enough in every cell.

	COUNTRIES	INSTITUTES	N° INTERVIEWS	DATES FIELDWORK		POPULATION	PROPORTION EU28
BE	Belgium	TNS Dimarso	502	11/09/2017	20/09/2017	550,642	2.53%
BG	Bulgaria	TNS BBSS	500	11/09/2017	20/09/2017	304,104	1.40%
CZ	Czech Rep.	TNS Aisa	501	11/09/2017	18/09/2017	988,283	4.54%
DK	Denmark	TNS Gallup DK	502	11/09/2017	20/09/2017	212,861	0.98%
DE	Germany	TNS Infratest	500	11/09/2017	20/09/2017	2,172,107	9.98%
EE	Estonia	TNS Emor	500	11/09/2017	18/09/2017	57,966	0.27%
IE	Ireland	Behaviour & Attitudes	500	11/09/2017	19/09/2017	89,232	0.41%
EL	Greece	TNS ICAP	501	11/09/2017	20/09/2017	671,928	3.09%
ES	Spain	TNS Demoscopia	501	11/09/2017	20/09/2017	2,270,472	10.43%
FR	France	TNS Sofres	502	11/09/2017	20/09/2017	2,905,995	13.35%
HR	Croatia	HENDAL	501	11/09/2017	20/09/2017	139,508	0.64%
IT	Italy	TNS Italia	500	11/09/2017	19/09/2017	3,680,027	16.91%
CY	Rep. Of Cyprus	CYMAR	200	11/09/2017	18/09/2017	46,316	0.21%
LV	Latvia	TNS Latvia	502	11/09/2017	20/09/2017	91,141	0.42%
LT	Lithuania	TNS LT	500	11/09/2017	20/09/2017	146,098	0.67%
LU	Luxembourg	TNS ILRES	201	11/09/2017	20/09/2017	33,908	0.16%
HU	Hungary	TNS Hoffmann	502	11/09/2017	20/09/2017	467,821	2.15%
MT	Malta	MISCO	198	11/09/2017	19/09/2017	23,468	0.11%
NL	Netherlands	TNS NIPO	500	11/09/2017	19/09/2017	1,037,663	4.77%
AT	Austria	Öst. Gallup Institut	500	11/09/2017	20/09/2017	323,882	1.49%
PL	Poland	TNS Polska	500	11/09/2017	20/09/2017	1,473,869	6.77%
PT	Portugal	TNS Euroteste	500	11/09/2017	19/09/2017	651,984	3.00%
RO	Romania	TNS CSOP	500	11/09/2017	20/09/2017	417,114	1.92%
SI	Slovenia	Mediana DOO	503	11/09/2017	18/09/2017	121,175	0.56%
SK	Slovakia	TNS SK	500	11/09/2017	20/09/2017	376,674	1.73%
FI	Finland	TNS Gallup Oy	500	11/09/2017	20/09/2017	221,275	1.02%
SE	Sweden	TNS Sifo AB	500	11/09/2017	20/09/2017	630,488	2.90%
UK	United Kingdom	TNS UK	501	11/09/2017	19/09/2017	1,658,349	7.62%
	TOTAL EU28		13,117	11/09/17	26/09/2017	21,764,350	100%
TR	Turkey	TNS PIAR	299	11/09/2017	20/09/2017	2,872,402	
MK	Former Yugoslav Republic of Macedonia	TNS Brima	200	11/09/2017	18/09/2017	52,727	
ME	Montenegro	TNS Medium Gallup	101	11/09/2017	18/09/2017	19,393	
RS	Serbia	TNS Medium Gallup	201	11/09/2017	18/09/2017	84,715	
AL	Albania	BE-Research	100	11/09/2017	18/09/2017	106,945	
IS	Iceland	Gallup	200	11/09/2017	19/09/2017	39,799	
NO	Norway	TNS Gallup	301	11/09/2017	20/09/2017	265,197	
MD	Moldova	CBS AXA	100	11/09/2017	18/09/2017	43,587	
US	USA	TNS Custom Research	400	11/09/2017	26/09/2017	10,976,584	
	TOTAL		15,019	11/09/17	26/09/2017	36,225,699	

Readers are reminded that survey results are estimations, the accuracy of which, everything being equal, rests upon the sample size and upon the observed percentage. With samples of about 1,000 interviews, the real percentages vary within the following confidence limits:

Statistical Margins due to the sampling process

(at the 95% level of confidence)

various sample sizes are in rows

various observed results are in columns

	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
	95%	90%	85%	80%	75%	70%	65%	60%	55%	50%	
N=50	6,0	8,3	9,9	11,1	12,0	12,7	13,2	13,6	13,8	13,9	N=50
N=500	1,9	2,6	3,1	3,5	3,8	4,0	4,2	4,3	4,4	4,4	N=500
N=1000	1,4	1,9	2,2	2,5	2,7	2,8	3,0	3,0	3,1	3,1	N=1000
N=1500	1,1	1,5	1,8	2,0	2,2	2,3	2,4	2,5	2,5	2,5	N=1500
N=2000	1,0	1,3	1,6	1,8	1,9	2,0	2,1	2,1	2,2	2,2	N=2000
N=3000	0,8	1,1	1,3	1,4	1,5	1,6	1,7	1,8	1,8	1,8	N=3000
N=4000	0,7	0,9	1,1	1,2	1,3	1,4	1,5	1,5	1,5	1,5	N=4000
N=5000	0,6	0,8	1,0	1,1	1,2	1,3	1,3	1,4	1,4	1,4	N=5000
N=6000	0,6	0,8	0,9	1,0	1,1	1,2	1,2	1,2	1,3	1,3	N=6000
N=7000	0,5	0,7	0,8	0,9	1,0	1,1	1,1	1,1	1,2	1,2	N=7000
N=7500	0,5	0,7	0,8	0,9	1,0	1,0	1,1	1,1	1,1	1,1	N=7500
N=8000	0,5	0,7	0,8	0,9	0,9	1,0	1,0	1,1	1,1	1,1	N=8000
N=9000	0,5	0,6	0,7	0,8	0,9	0,9	1,0	1,0	1,0	1,0	N=9000
N=10000	0,4	0,6	0,7	0,8	0,8	0,9	0,9	1,0	1,0	1,0	N=10000
N=11000	0,4	0,6	0,7	0,7	0,8	0,9	0,9	0,9	0,9	0,9	N=11000
N=12000	0,4	0,5	0,6	0,7	0,8	0,8	0,9	0,9	0,9	0,9	N=12000
N=13000	0,4	0,5	0,6	0,7	0,7	0,8	0,8	0,8	0,9	0,9	N=13000
N=14000	0,4	0,5	0,6	0,7	0,7	0,8	0,8	0,8	0,8	0,8	N=14000
N=15000	0,3	0,5	0,6	0,6	0,7	0,7	0,8	0,8	0,8	0,8	N=15000
	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
	95%	90%	85%	80%	75%	70%	65%	60%	55%	50%	

QUESTIONNAIRE

Q1: ROTATE ITEMS 1 TO 8

Q1: ITEM 10 SINGLE CODE:

Q1 What actions is your company undertaking to be more resource efficient?

(READ OUT – MULTIPLE ANSWERS POSSIBLE)

Saving water	1,
Saving energy	2,
Using predominantly renewable energy (e.g. including own production through solar panels, etc.)	3,
Saving materials	4,
Minimising waste	5,
Selling your scrap material to another company	6,
Recycling, by reusing material or waste within the company	7,
Designing products that are easier to maintain, repair or reuse	8,
Other (SP.)	9,
None (SP.)	10
DK/NA	11

FL456 Q1

Q2: ROTATE ITEMS 1 TO 8

Q2: ITEM 10 SINGLE CODE

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement?

(READ OUT – MULTIPLE ANSWERS POSSIBLE)

Save water	1,
Save energy	2,
Use predominantly renewable energy (e.g. including own production through solar panels, etc.)	3,
Save materials	4,
Minimise waste	5,
Sell your scrap material to another company	6,
Recycle, by reusing material or waste within the company	7,
Design products that are easier to maintain, repair or reuse	8,
Other (SP.)	9,
None (SP.)	10
DK/NA	11

FL456 Q2

ASK Q3 TO Q7 IF CODE 1 TO 8 IN Q1, OTHERS GO TO Q8

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have...

(READ OUT – ONE ANSWER ONLY)

Significantly decreased	1
Slightly decreased	2
Slightly increased	3
Significantly increased	4
Not changed (SP.)	5
DK/NA	6

FL456 Q4

- Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?**
(READ OUT – ONE ANSWER ONLY)
- | | |
|----------------------------------|---|
| Nothing | 1 |
| Less than 1% of annual turnover | 2 |
| 1% - 5% of annual turnover | 3 |
| 6% - 10% of annual turnover | 4 |
| 11% - 30% of annual turnover | 5 |
| More than 30% of annual turnover | 6 |
| DK/NA | 7 |
- FL456 Q5
- Q5: ROTATE ITEMS 1 TO 3*
- Q5 Which type of support does your company rely on in its efforts to be more resource efficient?**
(READ OUT – MULTIPLE ANSWERS POSSIBLE)
- | | |
|-----------------------------|----|
| Its own financial resources | 1, |
| Its own technical expertise | 2, |
| External support | 3, |
| Other (SP.) | 4, |
| DK/NA | 5 |
- FL456 Q10
- ASK Q6 IF CODE 3 IN Q5**
- Q6: ROTATE ITEMS 1 TO 6*
- Q6 More precisely, which type of external support is it?**
(READ OUT – MULTIPLE ANSWERS POSSIBLE)
- | | |
|--|----|
| Public funding such as grants, guarantees or loans | 1, |
| Private funding from a bank, investment company or venture capital fund | 2, |
| Private funding from friends and relatives | 3, |
| Advice or other non-financial assistance from public administration | 4, |
| Advice or other non-financial assistance from private consulting and audit companies | 5, |
| Advice or other non-financial assistance from business associations | 6, |
| Other (SP.) | 7, |
| DK/NA | 8 |
- FL456 Q11
- ASK Q7 IF CODE 1 TO 8 IN Q1**
- Q7: ROTATE ITEMS 1 TO 8*
Q7: ITEM 10 SINGLE CODE
- Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?**
(READ OUT – MULTIPLE ANSWERS POSSIBLE)
- | | |
|---|----|
| Complexity of administrative or legal procedures | 1, |
| Difficulty to adapt environmental legislation to your company | 2, |
| Technical requirements of the legislation not being up to date | 3, |
| Difficulty in choosing the right resource efficiency actions for your company | 4, |
| Cost of environmental actions | 5, |
| Lack of specific environmental expertise | 6, |
| Lack of supply of required materials, parts, products or services | 7, |
| Lack of demand for resource efficient products or services | 8, |
| Other (SP.) | 9, |
| None (SP.) | 10 |
| DK/NA | 11 |
- FL456 Q12

ASK ALL

Q8: ROTATE ITEMS 1 TO 8

Q8: ITEM 10 SINGLE CODE

Q8 Which of the following would help your company the most to be more resource efficient?*(READ OUT – MAX. 3 ANSWERS)*

A tool to self-assess how resource efficient your company is with respect to other companies	1,
Consultancy on how to improve resource efficiency in your company	2,
Grants or subsidies	3,
Advice on funding possibilities and financial planning for resource efficiency investments	4,
Demonstration of new technologies or processes to improve resource efficiency	5,
Database with case studies that show the benefits of resource efficiency for companies	6,
Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed	7,
Abolition of legislative obstacles to the use of waste and by-products	8,
Other (SP.)	9,
None (SP.)	10
DK/NA	11

FL456 Q13

Green products and services are those with a predominant function of reducing environmental risk and minimise pollution and resources. For the purpose of this survey, this may also include products with environmental features (e.g. organically produced, eco-labelled, with significant recycled content, or eco-designed...)

Q9 Does your company offer green products or services?*(READ OUT – ONE ANSWER ONLY)*

Yes	1
No but you are planning to do so in the next 2 years	2
No and you are not planning to do so	3
DK/NA	4

FL456 Q14

ASK Q10 TO Q13 IF CODE 1 IN Q9**Q10 How much did these green products or services represent in your annual turnover of the latest available fiscal year?***(READ OUT – ONE ANSWER ONLY)*

Up to 5%	1
6% - 10%	2
11% - 30%	3
31% - 50%	4
51% - 75%	5
More than 75%	6
DK/NA	7

FL456 Q15

Q11 For how long has your company been selling green products or services?*(READ OUT – ONE ANSWER ONLY)*

Less than one year	1
Between 1 and 3 years	2
More than 3 years	3
DK/NA	4

FL456 Q16

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/geographical regions) for your green products or services?*(DO NOT READ OUT – MULTIPLE ANSWERS POSSIBLE)*

National market	1,
European Union (EU-28) + Iceland + Lichtenstein + Norway + Switzerland	2,
Other European countries excluding Russia	3,
Russia	4,
North America countries except USA	5,
USA	6,
South America + Central America excluding Brazil	7,
Brazil	8,
Africa	9,
Middle East	10,
China + Hong Kong + Macau	11,
South Korea	12,
Japan	13,
Other Asian countries	14,
Australia + New Zealand + Oceania	15,

FL456 Q17

*Q13: ROTATE ITEMS 1 TO 3***Q13 What type of support does your company rely on for the production of its green products or services?***(READ OUT – MULTIPLE ANSWERS POSSIBLE)*

Its own financial resources	1,
Its own technical expertise	2,
External support	3,
Other (SP.)	4,
DK/NA	5

FL456 Q18

ASK DX1 IF CODE 3 IN Q13*DX1: ROTATE ITEMS 1 TO 6***Q19 Which type of external support does your company get for the production of its green products or services?***(READ OUT – MULTIPLE ANSWERS POSSIBLE)*

Public funding such as grants, guarantees or loans	1,
Private funding from a bank, investment company or venture capital fund	2,
Private funding from friends or relatives	3,
Advice or other non-financial assistance from public administration	4,
Advice or other non-financial assistance from private consulting and audit companies	5,
Advice or other non-financial assistance from business associations	6,
Other (SP.)	7,
DK/NA	8

FL456 Q19

ASK DX2 IF CODE 1 OR 4 IN DX1**Q20 How satisfied or dissatisfied are you with the level of public support for your green products or services?***(ONE ANSWER ONLY)*

Very satisfied	1
Fairly satisfied	2
Fairly dissatisfied	3
Very dissatisfied	4
DK/NA	5

FL456 Q20

ASK DX3 IF CODE 1 IN Q9

DX3: ROTATE ITEMS 1 TO 4

DX3: ITEM 6 SINGLE CODE

DX3 What type of support would help you the most to expand your range of green products or services ?

(READ OUT – MAX. 2 ANSWERS)

Financial incentives for developing products, services or new production processes	1,
Assistance with identifying potential markets or customers	2,
Technical support and consultancy for the development of products, services and production processes	3,
Consultancy services for marketing or distribution	4,
Other (SP.)	5,
None (SP.)	6
DK/NA	7

FL456 Q21a

ASK DX4 IF CODE 2 TO 3 IN Q9

DX4: ROTATE ITEMS 1 TO 4

DX4: ITEM 6 SINGLE CODE

DX4 What type of support would help you the most to launch your range of green products or services ?

(READ OUT – MAX. 2 ANSWERS)

Financial incentives for developing products, services or new production processes	1,
Assistance with identifying potential markets or customers	2,
Technical support and consultancy for the development of products, services and production processes	3,
Consultancy services for marketing or distribution	4,
Other (SP.)	5,
None (SP.)	6
DK/NA	7

FL456 Q21b

ASK ALL

A green job is one that directly deals with information, technologies, or materials that preserves or restores environmental quality. This requires specialised skills, knowledge, training, or experience (e.g. verifying compliance with environmental legislation, monitoring resource efficiency within the company, promoting and selling green products and services).

DX5 In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?

(WRITE DOWN)

			employees
--	--	--	-----------

FL456 Q22

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

	Saving water		Saving energy		Using predominantly renewable energy (e.g. including own production through solar panels, etc.)		Saving materials		Minimising waste	
	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28 	47	3	63	4	14	3	57	3	65	5
BE 	46	-1	70	6	20	-2	61	3	75	2
BG 	29	1	36	-7	4	1	31	-13	28	-6
CZ 	43	-3	61	-6	7	-2	47	-4	64	-1
DK 	40	-12	55	-16	9	1	52	-9	49	-14
DE 	35	3	69	7	32	12	57	12	60	18
EE 	8	-7	21	-9	4	1	15	-9	9	-10
IE 	59	15	69	12	18	6	58	5	84	9
EL 	33	4	52	6	13	6	46	2	37	13
ES 	55	9	72	8	7	2	69	10	65	14
FR 	68	1	71	1	6	-2	60	-6	83	6
HR 	50	-1	65	1	8	5	62	9	64	-2
IT 	44	19	57	20	15	5	52	14	74	15
CY 	27	6	48	-3	8	-3	30	-17	29	-10
LV 	44	3	59	-2	3	-3	55	-3	35	-3
LT 	36	-9	42	-8	4	0	33	-13	20	-13
LU 	31	-12	49	-1	15	4	52	-1	57	-8
HU 	40	-4	58	-1	8	1	45	-4	40	-8
MT 	31	-16	74	10	15	-1	34	-26	62	-13
NL 	32	3	65	6	27	1	61	4	65	2
AT 	43	4	71	4	32	6	52	-5	59	-2
PL 	49	-3	57	-7	4	-1	60	-4	55	1
PT 	63	-3	75	1	9	2	75	1	55	-7
RO 	23	-6	33	-4	4	1	29	-3	31	5
SI 	35	6	47	3	16	3	52	7	51	11
SK 	45	-17	58	-4	5	-1	43	-13	44	-13
FI 	27	-9	51	-12	14	-1	54	-17	55	-9
SE 	36	-7	57	-10	35	5	66	1	76	8
UK 	56	-1	67	-5	16	6	62	-2	82	-9

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

		Saving water		Saving energy		Using predominantly renewable energy (e.g. including own production through solar panels, etc.)		Saving materials		Minimising waste	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		29	3	34	-1	4	0	20	0	17	-1
MK		14	-5	22	-7	6	4	26	1	20	-4
ME		37	-24	46	-22	5	1	31	-21	32	-22
RS		24	-10	38	-15	8	-3	32	-9	36	3
TR		57	-1	61	-6	6	-3	65	-17	65	4
IS		25	-1	47	-2	18	-11	67	2	68	-4
MD		24	-28	29	-42	10	5	30	-18	7	-19
NO		8	-5	26	-4	16	-5	29	-5	43	-8
US		51	0	70	4	18	13	59	1	76	-3

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

		Selling your scrap material to another company		Recycling, by reusing material or waste within the company		Designing products that are easier to maintain, repair or reuse		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		21	-4	42	2	25	3	1	-1	11	-2	0
BE		25	-5	41	2	25	-7	1	1	9	0	0
BG		16	-4	17	-5	10	-2	1	-1	34	12	2
CZ		29	-3	35	-7	33	7	2	1	13	1	0
DK		26	-13	29	-10	26	-3	1	-1	15	8	2
DE		22	0	38	0	24	12	1	-2	8	-3	0
EE		6	-5	13	-5	5	-4	3	1	52	10	1
IE		26	-6	71	3	26	4	1	-1	5	1	2
EL		26	-3	30	-5	18	-1	0	0	26	1	0
ES		20	-5	57	7	32	13	1	1	6	-7	0
FR		18	-5	41	5	33	-7	1	1	6	0	0
HR		27	0	28	-5	17	-1	1	-1	10	3	0
IT		15	-2	37	12	23	13	2	-1	10	-8	0
CY		15	-6	47	15	8	-7	4	3	23	2	2
LV		10	-7	15	-1	16	-3	1	0	23	2	1
LT		15	-9	7	-5	7	-6	2	-4	32	7	2
LU		25	-7	44	6	27	13	1	-2	14	4	2
HU		21	1	19	0	16	2	2	2	18	0	0
MT		20	-8	51	-8	15	-16	5	4	10	4	0
NL		26	-8	37	-8	21	-3	2	0	8	-3	0
AT		25	-5	47	0	31	0	1	0	8	-1	0
PL		21	-6	24	-7	17	1	1	-1	16	-1	0
PT		24	-6	66	3	42	-9	2	1	5	0	0
RO		12	-4	22	-6	6	-6	2	0	36	1	1
SI		22	2	33	3	26	7	1	-3	22	1	1
SK		16	-4	35	5	14	-7	1	0	13	5	3
FI		18	-7	31	-4	23	-7	1	-1	17	7	1
SE		26	-14	62	2	32	0	1	0	7	-5	1
UK		29	-6	70	-4	25	-1	2	-1	4	1	1

Q1 What actions is your company undertaking to be more resource efficient? (MULTIPLE ANSWERS POSSIBLE)
(%)

		Selling your scrap material to another company		Recycling, by reusing material or waste within the company		Designing products that are easier to maintain, repair or reuse		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		3	-6	9	-3	13	8	6	6	18	-19	7
MK		10	0	13	-4	3	-1	0	-2	47	4	0
ME		20	-4	10	-1	13	2	2	-1	17	8	2
RS		25	-2	27	6	10	0	2	0	27	12	1
TR		26	-17	38	-8	31	-15	1	1	11	2	0
IS		26	-12	46	-7	26	3	2	2	3	-2	8
MD		5	-11	11	-19	13	-3	8	1	24	14	6
NO		10	-10	29	-10	21	7	4	2	29	7	8
US		30	-13	65	1	42	8	0	-2	9	4	3

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(%)

		Save water		Save energy		Use predominantly renewable energy (e.g. including own production through solar panels, etc.)		Save materials		Minimise waste	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		45	7	59	9	22	6	51	8	57	10
BE		38	-10	55	-9	29	-3	48	-6	58	-10
BG		28	-5	33	-15	7	-6	27	-18	24	-15
CZ		37	16	51	18	13	6	45	23	50	23
DK		18	-9	31	-6	9	3	24	-7	27	-2
DE		35	20	65	34	35	22	49	28	50	31
EE		9	1	21	1	4	0	16	0	8	-3
IE		65	14	72	16	31	8	59	12	79	15
EL		29	4	47	2	28	9	35	2	32	11
ES		65	16	80	18	15	1	69	11	67	17
FR		66	3	73	-1	12	-8	62	6	78	8
HR		47	6	61	10	19	6	59	15	54	4
IT		44	26	51	21	29	18	52	23	64	24
CY		5	0	14	-2	9	-4	7	-1	9	3
LV		46	5	57	1	9	-6	52	-1	39	0
LT		36	1	45	3	5	1	31	-3	23	-4
LU		28	1	36	-3	15	1	29	6	33	2
HU		36	-4	49	0	19	4	42	-1	40	0
MT		10	0	14	2	24	2	9	2	17	9
NL		26	5	57	5	36	2	42	2	46	7
AT		35	21	59	32	39	18	39	20	52	30
PL		52	0	59	1	16	4	58	7	53	4
PT		23	-33	34	-30	16	-7	25	-34	20	-33
RO		26	-2	38	0	12	1	30	2	34	6
SI		10	-16	14	-26	9	-6	11	-18	10	-18
SK		40	-16	55	-4	13	-1	37	-16	41	-8
FI		24	-5	39	-6	17	0	35	-5	35	-8
SE		30	-3	46	-9	33	3	46	-3	49	3
UK		56	-6	68	-6	30	7	58	-12	74	-11

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(%)

		Save water		Save energy		Use predominantly renewable energy (e.g. including own production through solar panels, etc.)		Save materials		Minimise waste	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		18	-4	17	-11	3	2	17	1	27	10
MK		16	-7	29	-11	4	-3	25	-1	19	-3
ME		13	-24	19	-27	18	13	15	-15	17	-17
RS		10	-9	26	0	14	0	13	-5	12	-9
TR		62	0	71	0	27	2	68	-5	64	-3
IS		28	-7	51	-5	26	-11	61	-9	63	-13
MD		26	-5	24	-14	19	9	28	5	16	-6
NO		6	1	24	7	13	5	18	4	24	6
US		58	14	69	11	33	14	65	13	74	11

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(%)

		Sell your scrap material to another company		Recycle, by reusing material or waste within the company		Design products that are easier to maintain, repair or reuse		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		21	-1	38	4	25	4	1	-2	19	-6	2
BE		23	-6	29	-8	22	-13	1	1	23	6	2
BG		14	-9	16	-5	10	-5	4	2	39	15	3
CZ		22	9	32	16	34	18	1	-1	29	-25	0
DK		14	-1	14	-2	12	-3	1	-4	50	6	5
DE		20	11	32	13	23	15	1	-5	17	-22	1
EE		6	-3	11	1	4	-3	3	-1	50	-4	1
IE		27	-1	69	13	32	3	1	-1	10	-5	3
EL		26	-4	28	-9	21	-4	1	-1	32	3	4
ES		28	-3	64	11	35	11	1	1	7	-11	0
FR		26	-3	41	-5	34	-6	2	1	11	-2	0
HR		22	0	28	6	20	3	0	-6	16	-4	1
IT		14	3	37	17	21	13	0	-5	16	-10	3
CY		4	-2	11	3	2	-1	5	4	61	-4	6
LV		14	-4	16	3	19	0	2	1	25	-8	2
LT		17	-3	7	-4	6	-6	3	-5	30	-2	3
LU		9	-3	21	4	14	0	5	-1	34	-2	3
HU		18	0	17	-3	14	3	0	-1	23	-5	1
MT		6	2	13	1	5	-2	8	-5	42	10	12
NL		17	-1	27	-2	23	6	4	1	22	-3	0
AT		20	8	36	18	26	11	1	-4	21	-27	2
PL		25	-2	30	6	21	3	1	-3	18	-6	1
PT		10	-18	26	-29	17	-28	2	0	44	28	3
RO		13	-6	25	0	15	2	2	0	30	-7	3
SI		8	-7	7	-15	9	-3	5	-1	62	29	2
SK		14	-4	26	3	14	-6	1	-1	18	0	7
FI		13	-11	21	-7	15	-5	5	3	41	10	2
SE		22	-13	43	-1	26	-1	9	2	28	2	3
UK		30	-5	64	-10	27	-6	0	-1	12	3	3

Q2 Over the next two years, what are the additional resource efficiency actions that your company is planning to implement ?
(MULTIPLE ANSWERS POSSIBLE)
(%)

		Sell your scrap material to another company		Recycle, by reusing material or waste within the company		Design products that are easier to maintain, repair or reuse		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		6	4	15	6	15	13	5	5	22	-23	12
MK		12	4	16	3	6	2	0	0	45	9	3
ME		10	-4	12	-13	8	-9	0	-2	24	-11	9
RS		8	-5	12	-10	5	-3	5	-2	39	5	9
TR		40	-2	48	-5	43	-9	1	0	13	4	0
IS		30	-13	46	-12	27	-2	3	3	2	-4	16
MD		7	-3	20	2	17	5	6	-17	18	7	13
NO		7	-2	21	5	15	7	5	-4	46	-4	9
US		39	4	60	10	48	15	0	-4	12	-3	5

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have...

(%)

(IF CODE 1 TO 8 IN Q1)

		Significantly decreased		Slightly decreased		Slightly increased		Significantly increased		Not changed (SPONTANEOUS)		Don't know		Total 'Decreased production costs'		Total 'Increased production costs'	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		4	-1	37	0	14	-2	4	-1	27	5	14	41	-1	18	-3	
BE		4	1	34	-5	12	-4	7	2	30	5	13	38	-4	19	-2	
BG		7	1	48	6	15	-3	3	1	17	-5	10	55	7	18	-2	
CZ		2	-2	45	4	10	-2	2	-1	29	6	12	47	2	12	-3	
DK		6	1	27	-9	6	-4	1	-1	48	13	12	33	-8	7	-5	
DE		4	0	36	-5	7	0	4	3	32	6	17	40	-5	11	3	
EE		6	4	36	-17	9	2	3	2	42	8	4	42	-13	12	4	
IE		2	-1	33	2	21	-4	4	-4	23	8	17	35	1	25	-8	
EL		9	-6	58	8	7	-1	3	0	12	-3	11	67	2	10	-1	
ES		7	-6	43	9	16	3	5	-2	22	-1	7	50	3	21	1	
FR		5	0	31	-3	17	-7	6	-4	29	11	12	36	-3	23	-11	
HR		3	-1	45	-2	5	0	1	-2	33	6	13	48	-3	6	-2	
IT		1	-3	42	0	12	-1	3	2	28	2	14	43	-3	15	1	
CY		11	-1	37	-11	9	1	2	-1	37	8	4	48	-12	11	0	
LV		4	-2	42	4	13	-5	8	1	22	0	11	46	2	21	-4	
LT		2	-1	51	-2	12	3	2	2	23	7	10	53	-3	14	5	
LU		5	2	28	1	17	-13	0	-2	35	5	15	33	3	17	-15	
HU		2	-1	49	2	10	0	2	-2	26	2	11	51	1	12	-2	
MT		6	3	39	1	22	-1	4	1	20	-5	9	45	4	26	0	
NL		3	-3	27	-7	11	-3	4	3	32	10	23	30	-10	15	0	
AT		5	2	44	12	7	-8	2	-2	33	12	9	49	14	9	-10	
PL		2	-4	38	9	20	-7	5	-4	17	2	18	40	5	25	-11	
PT		8	0	33	-6	15	-1	4	-1	31	12	9	41	-6	19	-2	
RO		11	5	41	-13	10	-7	4	3	29	17	5	52	-8	14	-4	
SI		1	-5	56	1	6	-2	2	0	25	3	10	57	-4	8	-2	
SK		2	-2	35	2	12	-2	2	-2	25	1	24	37	0	14	-4	
FI		7	3	48	-2	8	-4	0	0	31	9	6	55	1	8	-4	
SE		2	0	32	-1	10	-5	1	-2	35	9	20	34	-1	11	-7	
UK		5	3	18	-12	22	1	4	0	29	10	22	23	-9	26	1	

Q3 What impact have the undertaken resource efficiency actions had on the production costs over the past two years? The production costs have...

(%)

(IF CODE 1 TO 8 IN Q1)

		Significantly decreased		Slightly decreased		Slightly increased		Significantly increased		Not changed (SPONTANEOUS)		Don't know		Total 'Decreased production costs'		Total 'Increased production costs'	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		8	4	52	32	2	-26	0	-8	30	2	8	60	36	2	-34	
MK		4	4	53	-16	24	11	5	5	12	-3	2	57	-12	29	16	
ME		19	9	41	-2	18	5	5	3	14	-12	3	60	7	23	8	
RS		10	-1	46	11	3	-7	2	-7	29	-2	10	56	10	5	-14	
TR		12	-4	32	-5	16	-8	16	1	8	3	16	44	-9	32	-7	
IS		2	-2	24	-4	13	4	0	0	36	-5	25	26	-6	13	4	
MD		7	0	33	10	26	-2	7	-15	6	-10	21	40	10	33	-17	
NO		4	-1	43	20	11	-11	6	4	30	-4	6	47	19	17	-7	
US		5	1	20	-8	31	7	3	-14	26	12	15	25	-7	34	-7	

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?
(%)

(IF CODE 1 TO 8 IN Q1)

		Nothing		Less than 1% of annual turnover		1 to 5% of annual turnover		6 to 10% of annual turnover		11 to 30% of annual turnover		More than 30% of annual turnover		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		30	4	25	1	25	-1	7	1	2	0	1	0	10
BE		34	13	24	-5	26	-2	4	-3	2	1	1	1	9
BG		23	-5	31	4	18	-1	11	3	6	1	2	-2	9
CZ		32	2	32	-2	19	-3	3	-1	1	0	2	2	11
DK		31	-1	24	-5	29	7	6	2	2	-2	1	1	7
DE		21	5	26	4	33	1	6	1	2	0	0	0	12
EE		30	-2	25	-3	23	2	5	-1	3	1	4	1	10
IE		28	6	28	-12	25	0	4	-1	2	1	1	-1	12
EL		16	-9	19	-2	41	9	13	2	4	3	1	-1	6
ES		17	0	22	-2	38	6	8	1	3	-2	0	-1	12
FR		47	9	23	3	17	-8	3	-3	1	-1	1	-1	8
HR		30	4	24	-9	24	0	8	4	1	-2	1	1	12
IT		31	5	24	4	20	-1	10	7	2	2	0	0	13
CY		24	-9	24	6	21	-10	14	3	3	1	0	-3	14
LV		30	-4	30	1	27	9	4	-1	1	0	2	-1	6
LT		37	-12	34	17	17	-5	5	3	3	0	0	-1	4
LU		33	3	29	3	26	1	4	-4	1	-1	0	0	7
HU		28	2	28	-6	26	1	6	3	2	1	3	3	7
MT		20	-3	32	10	20	-10	5	-1	0	0	2	0	21
NL		33	8	26	-6	24	-6	9	4	1	-1	2	1	5
AT		23	5	22	-8	35	2	9	2	2	2	1	0	8
PL		36	6	23	-2	24	1	9	0	2	-3	0	0	6
PT		28	9	24	-4	28	-2	10	3	2	0	0	-1	8
RO		21	6	38	7	25	-7	5	-5	1	-2	5	2	5
SI		23	-2	28	1	30	-1	9	3	3	1	1	1	6
SK		29	-5	19	2	29	10	5	-4	3	1	0	0	15
FI		27	4	27	-4	29	-1	6	0	3	-1	2	0	6
SE		36	11	19	-4	26	-7	6	-2	4	1	2	1	7
UK		32	2	28	1	21	1	4	-2	2	1	0	0	13

Q4 Over the past two years, how much have you invested on average per year to be more resource efficient?
(%)

(IF CODE 1 TO 8 IN Q1)

		Nothing		Less than 1% of annual turnover		1 to 5% of annual turnover		6 to 10% of annual turnover		11 to 30% of annual turnover		More than 30% of annual turnover		Don't know	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	
AL		8	0	44	35	41	2	4	2	0	-12	0	0	3	
MK		14	1	34	-23	36	18	6	3	7	7	2	1	1	
ME		14	2	9	-13	37	4	15	4	1	-5	4	2	20	
RS		33	18	18	-8	21	-13	6	-1	2	-2	3	-2	17	
TR		40	10	14	0	15	-14	11	-1	5	-1	5	2	10	
IS		36	-7	28	1	12	0	4	1	4	3	2	1	14	
MD		39	18	27	11	15	-2	8	-1	0	-12	3	-6	8	
NO		30	4	26	-1	16	-15	9	6	6	5	7	6	6	
US		23	-2	22	0	30	-5	7	-3	6	1	2	2	10	

September 2017

Tables of results

Q5 Which type of support does your company rely on in its efforts to be more resource efficient?

(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF CODE 1 TO 8 IN Q1)

	Its own financial resources		Its own technical expertise		External support		Other (SPONTA-NEOUS)		Don't know
	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28 	60	-3	58	-3	22	3	1	-1	6
BE 	66	-8	47	-3	24	-4	3	2	14
BG 	65	-2	63	-4	13	2	0	-1	1
CZ 	69	-3	70	7	18	6	2	1	2
DK 	49	-14	55	-7	27	-2	2	-3	7
DE 	75	19	68	21	38	17	0	-2	8
EE 	84	10	43	-19	4	-5	0	-5	5
IE 	55	-5	50	8	24	8	1	1	12
EL 	76	9	42	-11	14	7	1	1	1
ES 	40	-25	49	-9	28	4	0	0	6
FR 	72	-6	58	-8	24	-4	0	-2	7
HR 	73	-9	63	-2	12	4	2	-1	2
IT 	43	1	60	-7	18	1	0	-3	3
CY 	69	-1	41	4	12	0	6	1	5
LV 	68	-2	65	2	7	-5	2	0	5
LT 	79	1	54	10	7	0	0	-1	2
LU 	59	8	38	-3	19	-3	8	5	4
HU 	61	-6	60	-7	19	6	2	-2	4
MT 	84	25	59	4	24	6	0	-1	4
NL 	52	0	58	4	31	3	2	1	9
AT 	80	24	67	10	32	-6	1	1	6
PL 	68	-2	82	8	14	2	0	-1	2
PT 	71	-5	51	-10	12	-3	1	-1	4
RO 	84	-6	25	2	3	-2	2	1	1
SI 	60	-7	57	-11	18	7	2	-1	2
SK 	67	5	59	18	11	4	1	-2	4
FI 	73	6	66	7	22	2	0	0	4
SE 	54	-7	55	1	17	-1	1	-2	9
UK 	57	-10	47	-19	22	5	2	1	14
AL 	100	22	7	-39	10	3	0	0	0
MK 	86	0	34	-32	9	6	2	1	0
ME 	66	-5	46	-14	12	-5	0	0	6
RS 	65	-4	48	-11	4	-5	3	3	8
TR 	72	-10	31	-3	7	1	0	0	4
IS 	49	-8	57	2	16	-5	3	-2	21
MD 	76	-8	28	12	12	-3	0	-5	0
NO	45	3	47	-8	19	3	6	0	10
US	69	7	75	21	37	17	1	1	12

Q6 More precisely, which type of external support is it? (MULTIPLE ANSWERS POSSIBLE)
(%)

(IF CODE 3 IN Q5)

		Public funding such as grants, guarantees or loans		Private funding from a bank, investment company or venture capital fund		Private funding from friends and relatives		Advice or other non-financial assistance from public administration		Advice or other non-financial assistance from private consulting and audit companies		Advice or other non-financial assistance from business associations		Other (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		24	5	30	-3	8	-2	24	7	47	12	31	-1	6	-3	4
BE		29	-6	48	21	12	1	29	4	32	-9	34	2	8	4	6
BG		31	-11	35	6	8	-4	12	-11	29	7	15	-2	12	-14	0
CZ		19	-28	60	21	20	-3	32	1	56	-1	33	18	0	-3	3
DK		7	-11	25	17	4	3	19	-5	64	7	54	5	5	-3	1
DE		30	4	30	11	6	1	30	13	37	6	36	-1	9	2	7
EE		53	6	28	-5	0	0	0	-9	0	-17	0	-2	0	-4	19
IE		12	-14	27	3	7	3	32	15	43	1	59	14	5	4	2
EL		19	15	28	-8	7	7	12	12	59	11	24	20	0	-34	4
ES		9	-5	37	-8	3	-9	9	-2	61	13	29	2	1	-4	1
FR		33	13	36	1	10	0	46	28	47	6	36	-4	0	-8	5
HR		50	12	13	-24	1	-9	25	16	20	9	19	6	5	-2	3
IT		15	14	15	-36	4	4	6	1	68	46	14	-5	9	-1	3
CY		9	-55	16	-12	0	-11	1	-7	24	-7	54	40	14	3	0
LV		26	-16	31	-3	20	1	31	-13	31	-5	42	3	2	-3	0
LT		20	-8	26	-7	5	5	24	-17	24	16	41	26	0	-17	1
LU		35	-3	4	-25	0	-11	59	25	15	-14	25	-13	10	-1	0
HU		18	-3	41	3	6	3	16	-1	24	-9	17	-21	11	4	1
MT		17	6	78	33	0	-2	7	1	16	3	7	-21	2	-11	0
NL		31	4	24	1	17	3	24	5	41	3	30	3	13	-2	3
AT		34	6	23	2	13	7	23	5	40	10	44	10	8	-15	12
PL		42	4	49	29	10	-13	32	1	26	4	13	-30	9	3	0
PT		32	4	50	-1	4	-36	14	-3	38	9	13	-17	6	1	0
RO		70	62	1	-12	35	35	10	10	1	-9	41	10	18	-32	0
SI		27	-3	11	-16	8	-8	7	0	26	0	21	9	9	4	7
SK		31	-2	10	-1	16	11	21	-3	27	-19	16	4	28	22	7
FI		20	-12	41	13	9	4	26	-8	43	-4	31	-24	11	3	3
SE		25	-4	17	-6	10	-6	20	-23	39	16	34	-15	14	8	3
UK		17	13	15	2	5	-10	30	13	38	8	51	20	4	-17	12

Q6 More precisely, which type of external support is it? (MULTIPLE ANSWERS POSSIBLE)
(%)

(IF CODE 3 IN Q5)

		Public funding such as grants, guarantees or loans		Private funding from a bank, investment company or venture capital fund		Private funding from friends and relatives		Advice or other non-financial assistance from public administration		Advice or other non-financial assistance from private consulting and audit companies		Advice or other non-financial assistance from business associations		Other (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		6	-3	48	48	12	12	51	51	0	0	6	6	0	0	0
MK		38	37	5	4	27	27	2	1	4	4	1	1	1	-97	30
ME		41	-16	61	13	32	26	5	-44	0	-49	18	-21	0	0	0
RS		14	13	62	33	2	2	12	-20	20	-20	6	-6	0	-6	11
TR		33	-21	18	-23	43	-3	40	25	50	13	42	-7	1	-5	1
IS		1	1	50	41	11	3	14	-8	47	2	23	2	5	-12	16
MD		86	49	0	-30	7	7	2	2	12	12	0	-16	1	-23	0
NO		36	30	16	-19	0	-2	12	11	19	-30	24	7	5	0	22
US		25	9	33	9	11	-5	39	10	49	7	64	1	5	-1	8

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Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF CODE 1 TO 8 IN Q1)

		Complexity of administrative or legal procedures		Difficulty to adapt environmental legislation to your company		Technical requirements of the legislation not being up to date		Difficulty in choosing the right resource efficiency actions for your company		Cost of environmental actions	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		33	4	22	1	20	5	20	2	24	1
BE		33	-2	18	-9	21	0	22	-3	21	-4
BG		32	3	11	-1	20	2	9	-3	14	2
CZ		51	13	14	6	21	13	16	0	26	3
DK		20	5	14	-2	17	9	15	-2	27	-3
DE		23	12	16	4	12	7	16	10	18	5
EE		9	0	7	2	7	2	2	-5	9	-5
IE		17	2	16	1	12	-1	24	4	25	2
EL		43	-1	20	-3	32	3	21	2	23	-7
ES		37	8	30	8	24	13	23	7	32	3
FR		53	-13	47	-7	47	5	39	-8	44	-2
HR		46	15	12	-1	28	11	13	5	14	0
IT		28	15	13	5	8	3	10	6	15	7
CY		11	-16	6	-4	8	-12	2	-6	7	-9
LV		32	5	12	-4	20	6	16	-3	19	2
LT		14	2	8	0	7	3	7	-1	4	-8
LU		28	9	19	-1	19	8	16	3	21	5
HU		28	8	21	2	14	6	14	5	21	1
MT		15	-3	8	-9	9	-4	5	-6	12	-4
NL		22	4	13	0	14	3	15	1	20	-3
AT		30	9	18	1	18	10	20	7	23	3
PL		52	6	31	-4	24	3	28	2	27	5
PT		25	-6	19	-5	14	-6	20	-4	23	-5
RO		36	8	22	3	27	7	16	0	32	12
SI		26	6	14	1	12	-1	9	0	18	1
SK		30	-3	14	-2	8	-5	5	-5	12	0
FI		20	-10	12	-7	17	-4	26	5	18	-5
SE		24	-3	7	-10	8	-10	24	-11	25	-8
UK		13	-5	12	-3	7	1	9	-7	14	-9

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF CODE 1 TO 8 IN Q1)

		Complexity of administrative or legal procedures		Difficulty to adapt environmental legislation to your company		Technical requirements of the legislation not being up to date		Difficulty in choosing the right resource efficiency actions for your company		Cost of environmental actions	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		13	-15	6	-1	5	3	5	5	30	28
MK		32	16	30	12	11	-2	18	-10	15	-1
ME		26	5	8	-1	9	0	14	2	18	6
RS		27	2	6	-3	4	-7	8	-1	8	-10
TR		48	-11	31	-14	30	-14	37	-14	38	-13
IS		40	13	11	-3	30	16	23	1	23	0
MD		21	5	12	-3	17	-5	1	-10	18	5
NO		16	-4	12	4	11	-1	19	9	24	1
US		17	-11	14	-8	23	6	16	-3	20	-9

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Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?

(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF CODE 1 TO 8 IN Q1)

		Lack of specific environmental expertise		Lack of supply of required materials, parts, products or services		Lack of demand for resource efficient products or services		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		20	0	14	3	17	-3	1	-1	39	2	2
BE		17	-12	15	0	20	-15	0	0	39	12	3
BG		12	-4	11	-1	14	0	5	1	30	2	4
CZ		22	10	14	5	14	-4	1	0	27	-7	2
DK		13	-2	9	0	14	0	1	-1	43	4	4
DE		15	7	18	10	14	1	1	-2	44	-3	1
EE		3	1	7	-1	9	-4	3	-4	64	15	3
IE		24	4	15	3	20	-5	1	-1	40	5	9
EL		23	-6	18	-3	25	4	1	0	33	7	2
ES		32	9	22	9	25	3	0	0	34	4	4
FR		33	-10	18	-3	28	-8	1	1	20	9	2
HR		13	0	8	2	12	0	2	-2	30	-11	6
IT		12	4	8	5	7	3	1	-3	53	-5	1
CY		8	-4	2	-11	6	-9	9	9	59	16	2
LV		15	-8	14	-3	23	2	4	-1	29	-2	3
LT		8	-5	9	3	7	2	3	-6	49	1	5
LU		17	6	13	2	21	2	3	3	35	0	5
HU		11	-4	11	1	11	0	1	-1	35	-3	3
MT		7	-13	7	-8	11	1	10	10	52	16	5
NL		13	-3	11	2	12	-7	2	0	45	-1	1
AT		18	2	12	0	17	-1	0	-1	41	-4	1
PL		28	0	15	-2	21	-8	0	-1	23	2	1
PT		17	-6	11	-6	13	-8	3	1	46	13	1
RO		17	9	14	4	17	3	2	0	23	-8	0
SI		17	4	14	4	12	-4	3	-3	48	7	2
SK		8	-4	8	1	9	-5	2	-1	40	5	9
FI		14	-8	15	-2	18	-7	1	0	38	13	2
SE		14	-11	13	-7	22	-5	3	1	37	6	4
UK		15	-2	8	1	16	-6	2	2	56	8	5

Q7 Did your company encounter any of the following difficulties when trying to set up resource efficiency actions?
(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF CODE 1 TO 8 IN Q1)

		Lack of specific environmental expertise		Lack of supply of required materials, parts, products or services		Lack of demand for resource efficient products or services		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		25	24	7	7	39	34	0	-8	1	-43	8
MK		14	0	22	13	18	1	3	-1	27	-13	2
ME		16	2	11	-8	17	-8	0	-4	38	1	9
RS		7	-8	7	0	9	2	3	1	36	5	12
TR		38	-7	32	2	35	-6	0	0	26	13	1
IS		22	-2	17	0	29	10	2	0	16	-2	16
MD		8	-1	24	7	16	-2	2	-11	18	-6	15
NO		16	-2	14	5	27	7	6	2	33	-7	7
US		18	-8	21	0	24	-5	3	2	40	8	7

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
(%)

		A tool to self-assess how resource efficient your company is with respect to other companies		Consultancy on how to improve resource efficiency in your company		Grants or subsidies		Advice on funding possibilities and financial planning for resource efficiency investments		Demonstration of new technologies or processes to improve resource efficiency	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		13	2	23	2	36	4	22	3	22	5
BE		20	-3	17	-3	33	1	26	1	20	-4
BG		4	-2	17	2	32	3	17	4	18	1
CZ		9	4	18	-2	37	11	18	-2	30	2
DK		19	1	30	-1	28	-2	17	5	22	-5
DE		22	9	22	1	31	-1	19	4	31	19
EE		5	2	6	-2	17	-7	9	-3	11	-3
IE		22	7	22	-2	34	-6	29	5	24	3
EL		14	-1	27	8	46	8	27	-6	22	4
ES		8	-4	30	-3	42	6	27	4	26	9
FR		15	-1	31	-3	44	-1	29	0	27	0
HR		8	1	25	-9	41	-7	21	-4	22	10
IT		11	8	20	12	31	7	15	7	11	5
CY		5	0	19	-7	35	-18	17	2	18	4
LV		9	-3	19	-5	22	-7	25	-2	20	-2
LT		7	-4	14	-6	18	-8	18	1	18	-4
LU		11	-4	24	-5	27	-8	21	3	21	0
HU		4	-2	12	0	45	8	13	-1	21	4
MT		5	-11	31	1	60	19	33	5	8	-10
NL		16	3	24	6	32	3	23	10	23	5
AT		27	10	24	2	36	5	19	0	29	3
PL		11	2	22	6	45	16	25	1	26	12
PT		14	-5	18	-13	19	-6	22	-7	29	-4
RO		6	-1	23	5	28	6	20	-1	9	-4
SI		9	5	26	12	45	14	21	8	29	12
SK		4	-3	17	-3	28	0	10	-9	16	-1
FI		16	-4	23	0	24	7	12	-3	21	1
SE		24	2	30	0	29	3	17	-5	25	1
UK		11	-6	12	-3	34	-6	25	1	20	0

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
(%)

		A tool to self-assess how resource efficient your company is with respect to other companies		Consultancy on how to improve resource efficiency in your company		Grants or subsidies		Advice on funding possibilities and financial planning for resource efficiency investments		Demonstration of new technologies or processes to improve resource efficiency	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		7	3	11	-2	5	-12	13	-3	16	12
MK		6	2	26	-2	41	13	15	-16	9	-2
ME		2	0	14	-7	47	-11	10	-6	21	-8
RS		3	-5	15	-4	24	-17	12	-2	18	-1
TR		21	2	28	-2	27	-2	30	-1	26	-4
IS		16	8	19	-2	12	-12	13	3	24	-1
MD		8	4	14	-9	49	2	10	-9	14	-13
NO		8	-10	10	-2	15	1	12	-6	21	2
US		17	3	14	2	20	-4	23	7	24	-4

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
(%)

		Database with case studies that show the benefits of resource efficiency for companies		Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed		Clearer rules on the use of secondary raw materials		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		15	2	20	2	17	17	1	-2	20	-2	2
BE		13	-7	25	-4	10	10	1	1	20	-1	5
BG		14	0	17	-2	11	11	4	1	20	1	3
CZ		16	0	26	8	21	21	1	-1	24	2	1
DK		17	-3	17	-3	7	7	2	2	26	1	6
DE		19	7	18	13	14	14	0	-6	23	-1	3
EE		3	-1	8	-3	4	4	2	-3	55	14	3
IE		20	2	21	-2	13	13	0	-1	14	7	9
EL		12	-7	19	6	11	11	0	-1	15	-4	1
ES		24	8	21	5	18	18	1	0	13	-1	1
FR		18	-2	32	3	20	20	1	0	10	4	1
HR		15	2	19	2	19	19	1	-2	16	-2	3
IT		9	8	12	3	19	19	1	-5	26	-14	3
CY		5	0	11	2	2	2	3	2	34	11	4
LV		14	3	11	-6	9	9	1	0	33	7	2
LT		4	-1	13	0	11	11	1	-4	32	9	5
LU		10	-14	24	3	14	14	5	3	20	-2	3
HU		6	-7	15	0	9	9	3	-1	26	0	0
MT		3	-10	6	-12	7	7	2	1	21	3	7
NL		15	3	26	2	17	17	1	0	20	-6	1
AT		29	8	20	2	20	20	1	-1	17	-1	1
PL		12	-1	18	-3	28	28	1	-1	17	-6	1
PT		15	-7	23	1	15	15	2	-1	21	7	4
RO		10	-2	16	-5	19	19	2	0	23	5	3
SI		12	1	28	14	10	10	2	-2	18	-8	0
SK		10	1	14	0	11	11	1	-3	25	11	6
FI		19	1	33	7	12	12	1	1	20	5	5
SE		13	-2	23	-2	8	8	3	2	19	-6	3
UK		13	-2	21	0	11	11	2	2	30	12	5

Q8 Which of the following would help your company the most to be more resource efficient? (MAX. 3 ANSWERS)
(%)

		Database with case studies that show the benefits of resource efficiency for companies		Better cooperation between companies across sectors so that new processes to re-use waste and by-products can be developed		Clearer rules on the use of secondary raw materials		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		5	0	3	-1	11	11	7	4	7	-32	31
MK		7	-4	17	-2	4	4	0	-2	30	7	2
ME		7	-4	25	-10	13	13	1	-2	7	0	6
RS		4	-5	17	-1	13	13	5	1	20	5	7
TR		28	5	29	5	13	13	2	2	8	1	2
IS		15	0	24	-1	12	12	3	-4	7	4	27
MD		13	-6	21	-4	6	6	3	-4	15	7	1
NO		10	5	18	-9	10	10	5	3	34	8	10
US		15	-2	28	3	12	12	0	-1	18	-5	11

Q9 Does your company offer green products or services?
(%)

	Yes		No but you are planning to do so in the next 2 years		No and you are not planning to do so		Don't know	Total 'No'	
	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426		FL456	Diff. FL456 - FL426
EU28 	24	-2	9	2	63	3	4	72	5
BE 	28	4	8	-2	56	-5	8	64	-7
BG 	15	2	12	4	63	-4	10	75	0
CZ 	21	-1	7	1	67	0	5	74	1
DK 	33	1	3	-3	62	2	2	65	-1
DE 	32	1	4	1	61	4	3	65	5
EE 	18	-6	14	12	62	-8	6	76	4
IE 	23	-14	10	5	57	9	10	67	14
EL 	26	-4	16	4	52	-4	6	68	0
ES 	28	-1	11	2	57	0	4	68	2
FR 	23	-11	14	2	60	8	3	74	10
HR 	21	-2	13	1	59	1	7	72	2
IT 	16	1	4	1	79	-1	1	83	0
CY 	18	-14	10	3	63	2	9	73	5
LV 	20	3	5	-3	67	-4	8	72	-7
LT 	19	-10	4	-3	70	14	7	74	11
LU 	25	-23	8	-1	60	20	7	68	19
HU 	11	-7	5	0	81	9	3	86	9
MT 	25	2	6	2	63	-8	6	69	-6
NL 	37	10	7	2	48	-14	8	55	-12
AT 	42	-1	12	6	41	-8	5	53	-2
PL 	26	-2	11	1	59	5	4	70	6
PT 	28	2	11	-1	52	11	9	63	10
RO 	12	-14	19	8	66	8	3	85	16
SI 	23	-10	10	5	63	5	4	73	10
SK 	30	-4	6	0	59	1	5	65	1
FI 	38	2	7	4	53	-5	2	60	-1
SE 	39	1	5	2	51	-3	5	56	-1
UK 	19	-7	9	0	66	25	6	75	25

Q9 Does your company offer green products or services?
(%)

		Yes		No but you are planning to do so in the next 2 years		No and you are not planning to do so		Don't know		Total 'No'	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	FL456	Diff. FL456 - FL426	
AL		41	21	0	-4	52	-1	7	52	-5	
MK		8	-4	12	-6	76	33	4	88	27	
ME		19	1	10	5	65	-12	6	75	-7	
RS		18	4	10	1	66	-10	6	76	-9	
TR		13	-5	14	-1	69	9	4	83	8	
IS		34	-4	6	-4	41	-4	19	47	-8	
MD		16	-19	25	14	51	-2	8	76	12	
NO		41	-1	7	5	48	-4	4	55	1	
US		32	2	10	1	50	-5	8	60	-4	

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Q10 How much did these green products or services represent in your annual turnover of the latest available fiscal year?
(%)
(IF CODE 1 IN Q9)

		Up to 5%		6 to 10%		11 to 30%		31 to 50%		51 to 75%		More than 75%		Don't know		Total 'More than 10%'	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	FL456	Diff. FL456 - FL426	
EU28		34	-5	14	2	15	3	6	0	6	1	14	1	11	41	5	
BE		33	-7	20	13	15	7	9	-3	8	-1	7	-7	8	39	-4	
BG		41	-1	5	5	22	8	1	-1	1	-5	23	7	7	47	9	
CZ		27	-14	12	-1	13	1	7	4	7	-2	20	7	14	47	10	
DK		16	-15	17	5	27	15	7	-2	9	6	18	-7	6	61	12	
DE		26	-3	6	-14	20	3	11	5	11	11	12	-2	14	54	17	
EE		26	4	7	-10	13	12	10	4	9	0	21	-16	14	53	0	
IE		43	1	17	-2	16	7	6	-4	3	-4	6	-3	9	31	-4	
EL		33	12	17	-1	16	-3	6	-6	8	4	12	-8	8	42	-13	
ES		37	-14	20	9	10	3	8	5	5	2	12	4	8	35	14	
FR		43	-11	13	4	23	12	2	-4	3	1	6	-4	10	34	5	
HR		24	-11	10	-3	11	-6	13	10	9	1	20	7	13	53	12	
IT		35	14	15	1	17	2	0	-1	4	-8	17	8	12	38	1	
CY		37	10	11	-4	15	5	0	-5	0	-8	34	4	3	49	-4	
LV		30	2	9	-3	3	-11	5	-6	8	-3	33	14	12	49	-6	
LT		39	6	17	6	13	2	1	-7	11	9	16	-16	3	41	-12	
LU		41	1	16	-2	12	9	0	-9	6	1	22	5	3	40	6	
HU		33	-12	14	-11	16	13	13	12	2	-6	12	-2	10	43	17	
MT		53	13	13	13	11	-9	6	6	0	0	3	-28	14	20	-31	
NL		33	1	19	10	11	-8	5	-6	3	-5	20	2	9	39	-17	
AT		26	6	15	0	8	-15	13	9	10	8	16	-10	12	47	-8	
PL		31	-5	12	4	12	-7	11	9	10	7	15	-3	9	48	6	
PT		38	9	17	6	11	-8	6	1	0	-4	14	-5	14	31	-16	
RO		48	9	16	7	14	8	3	-11	1	-10	13	-4	5	31	-17	
SI		45	16	13	1	12	-1	2	-5	0	-10	24	3	4	38	-13	
SK		36	12	11	0	8	-9	7	-4	5	-3	22	5	11	42	-11	
FI		38	-6	18	2	14	3	5	-7	4	0	16	4	5	39	0	
SE		24	-17	20	-1	12	6	6	1	8	0	20	11	10	46	18	
UK		40	-3	6	-2	15	10	5	-6	7	2	13	2	14	40	8	

Q10 How much did these green products or services represent in your annual turnover of the latest available fiscal year?
(%)

(IF CODE 1 IN Q9)

		Up to 5%		6 to 10%		11 to 30%		31 to 50%		51 to 75%		More than 75%		Don't know		Total 'More than 10%'	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456		FL456	Diff. FL456 - FL426								
AL		83	73	0	-28	1	-8	0	0	0	0	0	-17	16		1	-25
MK		39	25	20	-5	20	-1	0	0	0	-21	21	19	0		41	-3
ME		26	-15	8	-15	8	-2	19	19	8	-2	28	12	3		63	27
RS		20	-7	7	-9	15	-16	13	6	12	-4	26	26	7		66	12
TR		35	-20	24	9	0	-11	8	5	21	13	11	6	1		40	13
IS		26	-17	30	24	10	7	0	-5	1	-3	14	-8	19		25	-9
MD		1	-19	19	12	23	6	22	18	1	-11	23	-3	11		69	10
NO		27	8	15	-3	8	1	5	-7	5	-8	27	7	13		45	-7
US		45	19	19	-7	13	0	8	-2	6	0	6	-8	3		33	-10

September 2017

Tables of results

Q11 For how long has your company been selling green products or services?

(%)

(IF CODE 1 IN Q9)

		Less than one year		Between 1 and 3 years		More than 3 years		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		6	-2	22	2	68	-1	4
BE		12	4	17	7	71	-8	0
BG		1	-5	30	6	68	4	1
CZ		10	7	23	3	63	-13	4
DK		9	6	15	-10	75	3	1
DE		4	1	18	3	77	-1	1
EE		9	2	30	18	61	-20	0
IE		3	-5	17	-5	75	8	5
EL		5	4	31	-8	64	5	0
ES		7	-3	24	2	67	1	2
FR		7	-2	25	3	63	3	5
HR		0	-8	19	-2	78	11	3
IT		7	-14	18	-1	75	15	0
CY		0	-7	19	6	74	-6	7
LV		6	-3	25	4	69	-1	0
LT		8	4	37	25	55	-25	0
LU		7	-1	25	-9	68	10	0
HU		8	4	46	17	46	-21	0
MT		12	12	13	-3	70	-12	5
NL		6	5	25	-1	61	-12	8
AT		2	-1	17	-6	75	3	6
PL		3	-6	19	10	70	-10	8
PT		6	1	26	3	63	-7	5
RO		14	3	19	-14	62	6	5
SI		6	-3	38	25	56	-20	0
SK		0	-5	19	10	78	-4	3
FI		3	1	22	1	70	-7	5
SE		5	0	30	0	65	1	0
UK		8	-1	20	-3	65	-2	7
AL		9	0	17	14	65	-23	9
MK		2	0	20	-21	78	23	0
ME		9	9	24	2	59	-19	8
RS		1	1	21	-13	72	6	6
TR		33	17	20	3	47	-20	0
IS		3	-4	28	9	54	-18	15
MD		19	14	29	26	52	-40	0
NO		10	10	19	4	71	-14	0
US		12	12	30	13	56	-25	2

September 2017

Tables of results

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		National market		European Union (EU28) + Iceland + Lichtenstein + Norway + Switzerland		Other European countries excluding Russia		Russia		North America countries except USA	
		FL456	Diff: FL456 - FL426	FL456	Diff: FL456 - FL426	FL456	Diff: FL456 - FL426	FL456	Diff: FL456 - FL426	FL456	Diff: FL456 - FL426
EU28		92	1	19	2	4	1	1	-1	1	-1
BE		92	17	19	-22	2	-2	0	-6	1	-8
BG		87	-5	15	-7	1	-3	0	-2	0	0
CZ		89	-4	28	-4	6	5	0	-6	0	-3
DK		94	-3	22	2	4	0	2	2	0	0
DE		89	-3	19	2	10	5	2	2	1	1
EE		95	4	27	-5	5	4	5	0	0	0
IE		82	-17	23	13	8	7	0	-1	3	3
EL		85	-5	27	-6	4	-2	2	0	0	0
ES		94	-4	13	4	6	4	0	-2	0	-3
FR		92	1	22	7	0	-2	2	2	0	-2
HR		94	-1	26	8	6	0	0	0	0	-1
IT		98	9	15	7	0	0	4	3	0	0
CY		62	-11	67	19	19	11	0	0	0	-2
LV		84	-5	33	12	2	-5	2	-1	0	0
LT		91	-3	32	-5	6	-1	0	-7	0	0
LU		83	-16	42	10	2	-5	0	0	2	-4
HU		85	9	18	-22	4	-2	0	-1	0	-1
MT		85	-14	17	10	8	6	2	-1	2	0
NL		94	9	26	-2	1	-5	1	0	2	2
AT		87	-1	27	-2	4	4	1	-1	0	0
PL		92	-2	20	1	4	0	1	-4	0	-1
PT		94	6	13	-7	0	0	0	0	0	-3
RO		94	3	5	-8	7	7	0	0	0	0
SI		87	-3	17	-8	3	-1	5	3	0	0
SK		95	12	13	-11	0	-2	2	2	0	0
FI		100	2	4	-3	2	-1	1	1	2	2
SE		92	16	18	-13	9	8	4	4	4	4
UK		92	-5	14	8	0	-3	1	-2	0	-3

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		National market		European Union (EU28) + Iceland + Lichtenstein + Norway + Switzerland		Other European countries excluding Russia		Russia		North America countries except USA	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		100	4	0	-20	0	-1	0	0	0	0
MK		96	-4	10	5	3	1	0	0	0	0
ME		92	-8	11	0	22	12	0	0	0	0
RS		91	-2	7	-14	6	6	13	5	0	0
TR		90	36	8	5	8	6	0	-8	0	0
IS		93	-1	10	3	6	4	5	3	9	9
MD		99	11	19	8	0	-22	0	-16	1	1
NO		88	7	16	-9	10	10	6	6	4	4
US		96	83	0	-2	0	0	0	0	4	1

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		USA		South America + Central America excluding Brazil		Brazil		Africa		Middle East	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		2	0	2	1	1	1	2	0	0	-1
BE		0	-1	0	-7	0	-1	0	-6	0	-3
BG		1	1	0	0	0	0	0	-4	0	-2
CZ		0	-4	0	-3	0	0	2	-2	0	-4
DK		1	0	0	0	2	2	0	0	0	-1
DE		3	2	1	1	1	1	1	1	1	1
EE		3	2	0	0	0	0	2	2	2	2
IE		11	10	0	0	0	0	1	1	1	1
EL		2	1	2	2	2	2	2	0	2	-3
ES		2	-1	4	-2	0	0	2	0	0	-2
FR		2	2	2	2	0	0	5	3	0	0
HR		0	0	0	0	0	0	0	-1	0	-1
IT		2	2	4	3	4	4	0	-1	0	0
CY		13	13	0	0	0	0	0	0	14	13
LV		2	2	0	0	0	0	0	0	0	0
LT		3	3	0	0	0	0	0	0	0	-2
LU		0	-6	0	-3	0	0	13	13	0	-3
HU		0	-1	0	-1	0	-1	0	-1	0	-1
MT		2	0	2	0	2	0	2	-1	2	0
NL		1	-1	2	1	0	0	1	-1	1	1
AT		0	-2	0	0	0	0	0	0	0	-2
PL		0	-6	0	-1	0	0	2	0	0	-1
PT		0	-1	0	0	0	-1	4	-3	0	0
RO		0	0	0	0	0	0	0	0	0	-1
SI		3	3	3	3	0	0	0	0	6	6
SK		2	2	0	0	0	0	0	0	2	2
FI		2	2	2	2	0	0	0	0	2	2
SE		4	3	5	5	2	2	2	2	2	2
UK		5	2	0	-3	0	-3	0	-3	0	-3

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		USA		South America + Central America excluding Brazil		Brazil		Africa		Middle East	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		0	0	0	0	0	0	0	0	0	0
MK		0	0	0	0	0	0	0	0	0	0
ME		0	0	0	0	0	0	0	0	0	0
RS		0	0	0	0	0	0	0	0	0	0
TR		0	0	0	0	0	-6	0	0	1	-36
IS		11	9	5	5	5	5	5	3	5	5
MD		1	-1	0	0	0	0	0	0	0	0
NO		4	1	4	4	6	6	6	6	4	1
US		0	-86	0	0	0	0	0	0	0	0

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		China + Hong Kong + Macau		South Korea		Japan		Other Asian countries		Australia + New Zealand + Oceania	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		2	1	1	1	1	0	1	0	1	0
BE		0	-6	0	0	0	0	2	-4	0	-6
BG		0	0	0	0	0	0	0	0	0	0
CZ		0	-1	0	0	0	0	0	-1	0	-1
DK		0	0	0	0	1	0	2	2	0	-3
DE		3	2	1	1	1	1	3	3	2	2
EE		0	-3	0	0	0	-1	2	2	0	0
IE		0	0	0	0	0	0	2	2	5	5
EL		5	2	2	2	2	2	3	3	0	-1
ES		2	2	0	0	2	2	0	-2	0	-2
FR		3	3	3	3	6	6	2	2	0	0
HR		0	0	0	0	0	0	0	-1	0	0
IT		0	-1	0	-1	0	0	0	-5	4	4
CY		0	-4	0	0	0	0	6	6	0	-2
LV		0	0	0	0	2	2	0	0	0	0
LT		0	-2	0	0	3	3	0	-2	3	2
LU		2	-4	0	0	0	-3	0	-6	0	0
HU		0	-1	0	-1	0	-1	0	-4	0	-4
MT		2	0	2	0	2	0	2	0	2	2
NL		0	-3	0	-2	1	0	3	2	0	-3
AT		3	1	1	1	1	1	2	2	1	1
PL		0	-1	0	0	0	-2	0	0	0	0
PT		0	-1	0	0	0	0	0	-1	0	0
RO		0	0	0	0	0	0	5	4	0	0
SI		5	5	0	0	0	0	3	2	0	0
SK		0	0	0	0	0	0	0	0	0	0
FI		2	2	0	0	0	0	0	0	2	2
SE		4	4	3	3	3	3	3	3	3	3
UK		2	-1	0	-3	0	-3	4	1	0	-3

Q12 In terms of turnover over the past 2 years, what were the main markets (countries/ geographical regions) for your green products or services? (MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		China + Hong Kong + Macau		South Korea		Japan		Other Asian countries		Australia + New Zealand + Oceania	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
AL		0	-15	0	0	0	-2	0	0	0	0
MK		0	0	0	0	0	0	0	0	0	0
ME		0	0	0	0	0	0	0	0	0	0
RS		0	0	0	0	0	0	0	0	0	0
TR		1	1	0	0	0	0	0	0	8	8
IS		5	5	5	5	5	5	5	5	5	5
MD		0	0	0	0	0	-2	0	-7	0	0
NO		6	6	4	4	6	3	7	7	1	1
US		1	1	0	0	0	-1	0	-1	0	0

Q13 What type of support does your company rely on for the production of its green products or services?

(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		Its own financial resources		Its own technical expertise		External support		Other (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		61	2	58	1	29	6	1	-3	4
BE		66	-16	59	3	35	5	2	2	10
BG		61	-3	74	17	11	-13	4	4	1
CZ		73	14	68	24	24	-4	0	-6	2
DK		29	-21	64	-2	29	-11	3	-5	6
DE		71	11	71	21	47	25	0	-6	2
EE		84	1	47	-14	3	1	0	-2	6
IE		61	17	47	1	24	-14	0	-3	5
EL		66	5	43	-21	16	-3	4	3	8
ES		43	-9	45	-7	23	8	4	2	5
FR		74	2	62	-8	34	3	0	-3	5
HR		68	4	63	9	14	-9	0	-3	7
IT		64	27	51	-7	36	18	0	-9	3
CY		62	-24	24	-6	19	8	7	7	7
LV		75	0	66	-2	15	1	2	-1	5
LT		79	-4	43	-13	7	-3	0	-4	3
LU		75	28	23	-14	24	-15	0	-3	3
HU		48	-9	64	7	21	-5	10	-4	0
MT		79	-3	35	-34	29	5	0	0	9
NL		52	7	50	-9	30	-5	1	-3	9
AT		77	21	74	11	40	13	2	-2	6
PL		59	-18	73	2	15	6	0	-2	0
PT		58	-8	56	-7	6	-11	0	-1	8
RO		84	-4	21	-8	4	0	0	0	10
SI		56	-9	55	1	22	3	8	-2	0
SK		69	12	54	8	9	1	6	2	2
FI		51	-5	70	6	27	4	3	0	2
SE		39	6	57	20	22	-3	5	-1	7
UK		55	-7	52	-5	44	8	0	0	4

* Insufficient base: results should be interpreted with caution

Q13 What type of support does your company rely on for the production of its green products or services?
(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		Its own financial resources		Its own technical expertise		External support		Other (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		100	4	0	-51	0	-26	0	0	0
MK		97	24	29	-28	1	-13	0	0	0
ME		77	7	39	5	18	-12	0	0	0
RS		69	13	28	-22	26	-1	1	-5	2
TR		91	6	29	-15	0	-14	0	0	0
IS		51	2	57	11	32	1	4	0	12
MD		65	-15	26	2	12	2	0	0	18
NO		51	9	53	15	17	-5	0	-15	19
US		77	28	69	17	48	7	2	2	4

* Insufficient base: results should be interpreted with caution

DX1 Which type of external support does your company get for the production of its green products or services?
(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 3 IN Q13')

		Public funding such as grants, guarantees or loans	Private funding from a bank, investment company or venture capital fund	Private funding from friends or relatives	Advice or other non-financial assistance from public administration	Advice or other non-financial assistance from private consulting and audit companies	Advice or other non-financial assistance from business associations	Other (SPONTANEOUS)	Don't know
EU28		11	18	11	18	28	28	18	11
BE		7	17	13	17	29	35	5	24
BG		20	37	0	0	6	5	36	2
CZ		8	12	19	1	40	56	9	7
DK		3	17	0	19	31	58	17	10
DE		25	25	3	20	24	26	12	21
EE		12	88	0	0	0	0	87	0
IE		13	8	4	18	8	52	20	6
EL		5	16	0	4	88	16	12	0
ES		0	21	18	9	44	30	23	0
FR		5	10	9	23	27	40	22	13
HR		21	3	21	17	34	17	2	11
IT		11	25	11	17	27	11	19	0
CY		4	53	0	4	0	2	40	2
LV		1	25	20	13	17	16	2	12
LT		48	6	8	4	2	5	0	41
LU		11	10	0	46	27	66	26	0
HU		0	19	0	0	0	36	27	18
MT		43	27	0	0	0	0	0	41
NL		11	14	26	9	23	14	23	17
AT		22	21	7	28	29	31	14	5
PL		14	47	58	18	16	9	8	0
PT		10	27	22	41	38	36	5	0
RO		0	0	0	15	78	69	4	0
SI		13	3	0	7	9	31	43	9
SK		1	19	1	0	1	19	57	20
FI		11	10	11	17	37	21	23	17
SE		21	4	4	8	24	27	41	22
UK		1	4	4	40	16	40	17	13

Insufficient bases: results should be interpreted with caution

DX1 Which type of external support does your company get for the production of its green products or services?
(MULTIPLE ANSWERS POSSIBLE)

(%)

(IF 'CODE 3 IN Q13')

		Public funding such as grants, guarantees or loans	Private funding from a bank, investment company or venture capital fund	Private funding from friends or relatives	Advice or other non-financial assistance from public administration	Advice or other non-financial assistance from private consulting and audit companies	Advice or other non-financial assistance from business associations	Other (SPONTANEOUS)	Don't know
AL		-	-	-	-	-	-	-	-
MK		-	-	-	-	-	-	-	-
ME		0	86	43	0	0	14	0	0
RS		0	25	0	28	28	28	72	0
TR		-	-	-	-	-	-	-	-
IS		1	6	0	14	6	15	6	60
MD		2	0	48	0	45	4	0	0
NO		46	15	0	17	17	38	25	0
US		21	24	15	44	44	63	3	18

Insufficient bases: results should be interpreted with caution

DX2 How satisfied or dissatisfied are you with the level of public support for your green products or services?
(%)

(IF 'CODE 1 IN Q9')

		Very satisfied	Fairly satisfied	Fairly dissatisfied	Very dissatisfied	Don't know	Total 'Satisfied'	Total 'Dissatisfied'
EU28		4	58	25	5	8	62	30
BE		0	69	5	5	21	69	10
BG		0	0	0	100	0	0	100
CZ		0	6	92	0	2	6	92
DK		0	79	0	0	21	79	0
DE		9	61	15	7	8	70	22
EE		-	-	-	-	-	-	-
IE		37	49	14	0	0	86	14
EL		0	99	1	0	0	99	1
ES		0	99	1	0	0	99	1
FR		0	60	40	0	0	60	40
HR		0	52	48	0	0	52	48
IT		0	64	36	0	0	64	36
CY		-	-	-	-	-	-	-
LV		0	3	97	0	0	3	97
LT		0	6	89	0	5	6	89
LU		0	58	41	0	1	58	41
HU		-	-	-	-	-	-	-
MT		51	47	2	0	0	98	2
NL		0	87	13	0	0	87	13
AT		15	42	33	0	10	57	33
PL		0	12	56	32	0	12	88
PT		0	22	2	0	76	22	2
RO		-	-	-	-	-	-	-
SI		0	52	45	0	3	52	45
SK		-	-	-	-	-	-	-
FI		0	76	0	0	24	76	0
SE		0	19	59	22	0	19	81
UK		0	60	20	0	20	60	20
AL		-	-	-	-	-	-	-
MK		-	-	-	-	-	-	-
ME		-	-	-	-	-	-	-
RS		0	0	0	100	0	0	100
TR		-	-	-	-	-	-	-
IS		92	0	8	0	0	92	8
MD		-	-	-	-	-	-	-
NO		0	86	0	0	14	86	0
US		18	70	12	0	0	88	12

Insufficient bases: results should be interpreted with caution

September 2017

Tables of results

DX3 What type of support would help you the most to expand your range of green products or services ?

(MAX. 2 ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		Financial incentives for developing products, services or new production processes		Assistance with identifying potential markets or customers		Technical support and consultancy for the development of products, services and production processes		Consultancy services for marketing or distribution		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		45	10	28	-4	25	-3	23	0	2	0	15	-3	4	-1
BE		28	-6	35	0	22	-6	25	1	2	1	21	0	7	3
BG		43	-11	28	6	6	-23	37	14	0	0	23	9	0	-2
CZ		42	-1	12	-26	30	6	23	6	3	0	23	8	0	-3
DK		37	1	42	14	29	-2	26	10	1	-3	18	-6	3	1
DE		40	14	34	7	24	8	38	10	0	-6	11	-4	2	-9
EE		41	5	30	-7	13	-3	20	2	4	-2	24	11	7	1
IE		43	-9	46	0	29	10	18	-1	1	-1	7	3	6	3
EL		65	3	36	-10	32	8	27	12	0	0	2	-2	0	-1
ES		45	23	24	-19	26	-6	17	-2	0	0	17	0	4	-3
FR		37	-9	31	-1	28	-21	25	-5	0	0	17	10	3	1
HR		63	11	15	-5	32	0	18	-6	2	-2	7	3	2	-10
IT		58	28	26	5	10	-17	23	7	6	5	9	-24	8	6
CY*		70	-5	9	-16	29	11	9	-15	7	7	8	-3	6	6
LV		33	-6	24	-12	31	1	26	4	2	-2	21	14	2	2
LT		39	-16	13	-11	35	16	19	-1	3	1	16	7	6	-7
LU*		57	25	28	-1	34	5	15	-18	0	-3	13	-1	0	0
HU		52	2	18	-2	26	11	30	7	4	-1	9	-4	0	0
MT*		51	5	18	-7	28	10	23	-29	3	3	19	7	0	0
NL		40	5	32	-4	28	13	24	7	1	1	10	-9	4	-1
AT		42	1	36	12	21	-1	35	4	1	-5	15	4	6	2
PL		62	18	24	0	28	8	14	-7	1	-3	17	0	2	-5
PT		46	17	22	-24	38	14	15	-14	4	4	17	1	4	-2
RO		52	-5	40	17	22	-4	18	-5	0	-1	16	5	0	-1
SI		66	14	28	9	34	9	14	-5	2	-3	9	-3	0	0
SK		30	-10	29	0	11	-4	11	-4	3	0	22	10	11	2
FI		38	8	32	0	23	-4	31	-5	2	-2	13	4	3	-1
SE		38	3	30	1	35	4	17	-4	2	2	16	-7	1	-1
UK		37	16	21	-17	26	6	19	3	2	2	21	-12	8	-1

* Insufficient base: results should be interpreted with caution

DX3 What type of support would help you the most to expand your range of green products or services ?

(MAX. 2 ANSWERS POSSIBLE)

(%)

(IF 'CODE 1 IN Q9')

		Financial incentives for developing products, services or new production processes		Assistance with identifying potential markets or customers		Technical support and consultancy for the development of products, services and production processes		Consultancy services for marketing or distribution		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know	Diff. FL456 - FL426
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426		
AL*		9	-11	0	-19	21	21	1	-38	10	-5	52	47	8	-11
MK*		58	-27	3	-8	53	-5	22	7	0	0	3	3	0	0
ME*		89	38	17	-4	29	12	17	5	0	0	0	-11	0	-16
RS*		59	3	15	-42	16	5	22	17	1	1	6	-6	0	0
TR*		34	-31	14	-15	37	5	50	26	0	0	8	6	8	8
IS		38	2	28	1	43	7	16	2	0	0	2	-2	16	-10
MD*		41	-5	45	22	27	-6	31	11	10	-14	0	-5	0	0
NO		49	7	20	-3	20	2	17	-1	2	-3	18	3	4	-2
US		53	8	39	11	29	3	33	20	0	0	4	-12	4	0

* Insufficient base: results should be interpreted with caution

September 2017

Tables of results

DX4 What type of support would help you the most to launch your range of green products or services ?

(MAX. 2 ANSWERS)

(%)

(IF 'CODE 2 TO 3 IN Q9')

		Financial incentives for developing products, services or new production processes		Assistance with identifying potential markets or customers		Technical support and consultancy for the development of products, services and production processes		Consultancy services for marketing or distribution		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
EU28		28	3	17	-2	18	3	12	0	2	0	43	-3	5
BE		24	-2	15	-7	16	-6	17	-3	1	1	46	7	5
BG		33	8	8	-1	10	-2	19	0	2	-1	36	-5	8
CZ		21	-1	13	0	17	1	11	-1	1	0	54	2	1
DK		19	-8	18	6	14	-1	9	3	3	1	53	-4	8
DE		21	5	19	3	14	5	13	0	1	-5	51	5	3
EE		8	-5	4	-10	3	-2	5	0	0	-7	83	19	2
IE		34	0	19	-10	21	-2	17	9	0	-1	31	9	14
EL		44	2	18	-9	23	-2	19	10	1	-3	30	1	1
ES		23	-5	30	0	31	9	14	-1	0	-1	34	0	3
FR		34	-11	24	-15	27	2	21	4	3	2	31	11	3
HR		32	0	14	-3	17	6	13	-1	3	-1	37	-6	6
IT		22	13	7	-1	6	2	3	-2	4	4	58	-18	6
CY		25	-4	13	2	13	9	13	-2	5	4	51	-8	4
LV		28	-1	12	-2	14	-4	10	-5	1	-3	47	5	6
LT		26	6	10	-9	12	-2	11	-2	2	0	47	6	5
LU		19	-16	22	3	13	-11	11	-16	8	7	39	11	3
HU		27	4	5	-2	12	0	11	2	1	-2	56	-2	1
MT		13	-16	3	-10	8	-7	4	-4	2	1	71	28	10
NL		24	7	16	1	20	4	11	0	2	0	45	-8	6
AT		39	19	25	4	18	1	23	8	2	-3	34	-15	2
PL		49	4	21	6	22	-1	13	-3	3	2	27	-3	0
PT		26	-6	18	-9	25	-3	12	-8	0	-1	38	9	7
RO		35	-1	15	0	24	6	32	14	2	-2	25	-7	3
SI		44	16	14	3	25	14	14	1	2	-3	36	-8	2
SK		30	12	17	-3	12	2	10	-6	1	0	34	-5	9
FI		31	-1	13	2	24	8	19	5	2	1	34	-8	4
SE		19	2	19	2	26	9	12	4	0	-3	41	-9	5
UK		23	-10	15	-4	9	-10	6	-4	2	-1	50	18	11

DX4 What type of support would help you the most to launch your range of green products or services ?

(MAX. 2 ANSWERS)

(%)

(IF 'CODE 2 TO 3 IN Q9')

		Financial incentives for developing products, services or new production processes		Assistance with identifying potential markets or customers		Technical support and consultancy for the development of products, services and production processes		Consultancy services for marketing or distribution		Other (SPONTANEOUS)		None (SPONTANEOUS)		Don't know
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	
AL		0	-7	12	-8	0	0	3	2	4	-9	78	18	3
MK		44	8	7	-4	18	-2	25	-12	0	-3	36	4	1
ME		32	-6	20	-2	16	-6	11	-9	3	-3	23	-8	15
RS		31	-1	20	7	2	-13	4	-2	4	4	42	-8	8
TR		56	14	35	-5	33	-4	19	-9	0	0	7	-4	7
IS		40	11	11	-7	20	4	19	3	0	-5	14	-1	24
MD		40	13	16	-2	33	19	19	2	4	-12	7	-24	5
NO		21	3	12	-10	12	10	9	-4	2	-1	48	1	9
US		36	9	22	0	27	15	13	-2	0	-2	24	-11	10

DX5 In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?
(%)

		0 employee		1 to 5 employees		6 to 9 employees		10 to 50 employees		51 to 100 employees		101 or more employees		Don't know	At least one		Average	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		54	-6	34	5	3	0	3	1	0	0	0	0	6	40	5	1.7	-0.3
BE		59	-8	29	8	1	-2	2	0	0	0	0	0	9	32	5	1.3	-0.9
BG		62	9	17	-9	2	0	3	-4	0	-1	0	0	16	23	-13	1.5	-2.0
CZ		69	-8	17	-1	2	2	1	0	1	0	0	0	10	21	1	2.0	0.8
DK		67	-3	25	2	3	2	4	2	0	-1	0	0	1	32	5	1.5	-0.1
DE		54	-8	29	7	5	3	3	0	0	0	0	0	8	38	11	2.5	-1.3
EE		82	-1	14	1	1	1	0	-1	0	0	0	0	3	15	1	0.3	-0.1
IE		49	-7	26	-9	5	0	5	3	0	0	1	1	15	36	-5	3.4	2.0
EL		50	-1	34	-1	7	0	4	-2	1	1	0	0	4	46	-2	3.1	0.3
ES		45	20	41	-18	3	-2	5	2	0	0	0	0	6	49	-18	2.2	-1.0
FR		68	-4	26	2	3	2	0	-2	0	-1	0	0	2	30	2	0.8	-1.2
HR		34	-10	53	17	2	-3	3	-1	0	0	0	0	8	58	13	2.2	-0.8
IT		42	-27	51	26	2	-2	3	2	0	0	0	0	1	57	27	1.5	0.5
CY		79	16	12	-14	2	-5	3	1	0	0	0	0	3	18	-17	1.2	-0.9
LV		26	-16	53	12	6	3	5	2	0	0	0	0	9	65	18	3.2	1.1
LT		77	1	14	-2	2	1	3	1	0	0	0	0	4	19	0	1.0	-0.4
LU		57	3	32	-4	2	-2	6	4	0	-2	0	0	4	39	-5	2.2	-1.0
HU		69	-3	15	-1	3	-2	2	1	0	-1	0	0	10	21	-1	1.2	-0.5
MT		93	30	6	-14	0	-5	1	-1	0	-2	0	0	0	7	-22	0.2	-2.2
NL		59	-8	29	9	4	3	2	0	0	-2	0	0	6	35	10	1.3	-1.2
AT		50	-10	32	6	4	0	4	0	1	1	0	0	9	40	6	2.5	0.9
PL		54	-2	32	3	1	-2	3	1	1	1	0	0	9	37	3	2.1	0.7
PT		46	-14	44	15	3	-2	3	2	0	0	0	0	4	49	14	1.7	0.5
RO		57	6	26	-5	3	-1	5	0	0	0	0	-1	9	34	-7	1.8	-2.2
SI		71	9	24	-7	1	-1	0	-2	0	0	0	0	3	26	-9	1.1	-0.6
SK		36	0	49	5	5	2	2	-3	0	0	0	0	8	56	4	1.8	-4.0
FI		43	-2	49	5	2	-1	2	-1	0	0	0	0	4	53	3	1.3	-0.4
SE		37	-20	49	19	5	-1	3	0	0	0	0	0	6	57	18	2.3	0.3
UK		64	-5	23	-1	1	1	2	0	0	0	0	0	11	26	-1	1.0	-0.1
AL		54	-29	44	36	0	-4	0	-5	0	0	0	0	1	44	27	0.7	-0.8
MK		61	-18	14	1	0	-1	3	1	0	0	1	1	21	18	1	4.0	2.8
ME		33	-27	28	1	2	-1	5	-1	2	0	0	0	30	37	-1	3.8	0.6
RS		41	-11	31	3	4	-1	7	-3	0	0	0	0	17	42	0	2.6	-1.8
TR		90	17	5	-13	0	-1	2	-4	1	1	0	0	1	9	-16	1.4	-0.3
IS		34	-9	42	7	2	-5	5	1	0	0	0	0	17	49	2	2.4	-1.1
MD		31	-5	47	15	1	-3	9	-4	0	-1	0	-1	13	57	5	3.9	-3.4
NO		46	1	35	-4	3	1	5	1	1	-1	0	-1	11	43	-5	2.7	-2.3
US		54	6	36	-2	0	-1	2	-1	0	0	0	0	8	39	-4	1.6	0.0

DX5R In your company, how many of your full time employees, including yourself, work in green jobs some or all of the time?

(%)

		1 to 5 employees		6 to 9 employees		10 to 50 employees		51 to 100 employees		101 or more employees		Average	
		FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426	FL456	Diff. FL456 - FL426
EU28		85	1	7	-1	7	1	0	-1	0	0	4.0	-1.3
BE		89	12	5	-7	6	-3	0	-1	0	-1	3.8	-3.8
BG		77	6	10	4	13	-6	0	-4	0	0	5.4	-3.1
CZ		82	-7	7	5	4	-2	6	3	0	0	8.7	2.9
DK		78	-8	10	7	12	4	0	-3	0	0	4.6	-1.3
DE		77	-3	14	7	8	-4	0	0	1	-1	6.1	-6.6
EE		94	-2	6	6	0	-4	0	0	0	0	2.2	-0.8
IE		71	-14	14	3	13	9	1	1	1	1	8.0	4.7
EL		74	1	15	1	10	-2	1	0	0	0	6.3	0.5
ES		83	-5	7	-1	10	5	0	0	0	0	4.2	1.0
FR		88	1	11	8	1	-5	0	-4	0	0	2.5	-4.6
HR		92	12	3	-8	5	-3	0	0	0	-1	3.4	-2.5
IT		91	7	4	-9	5	2	0	0	0	0	2.6	-0.7
CY		68	-4	13	-7	20	14	0	-1	0	0	6.6	0.8
LV		82	-5	9	2	8	2	0	0	0	0	4.5	0.5
LT		74	-9	9	3	17	7	0	-1	0	0	5.0	-1.9
LU		80	-2	4	-6	15	10	0	-4	0	0	5.4	0.2
HU		73	2	15	-7	12	8	1	-2	0	0	5.3	-1.7
MT		89	19	0	-17	11	4	0	-6	0	0	3.3	-4.2
NL		83	2	10	5	7	0	0	-7	0	0	3.6	-5.6
AT		79	1	9	-2	10	-1	2	2	0	0	5.6	1.1
PL		86	1	3	-6	8	3	2	2	0	0	5.2	1.4
PT		89	6	5	-8	6	2	0	0	0	0	3.3	0.1
RO		76	1	9	-1	15	2	0	0	0	-2	4.7	-4.2
SI		93	4	4	-1	2	-4	0	0	1	1	4.0	-0.7
SK		87	2	9	4	4	-5	0	0	0	-1	2.9	-7.0
FI		93	5	3	-3	4	-2	0	0	0	0	2.4	-0.8
SE		86	9	8	-6	5	-3	0	-1	0	0	3.9	-0.9
UK		89	0	5	4	6	-3	0	0	0	0	3.4	-0.7
AL		100	54	0	-24	0	-30	0	0	0	0	1.5	-7.6
MK		78	-1	1	-4	14	-1	1	0	7	7	17.7	10.7
ME		76	5	5	-3	14	-2	5	-1	0	0	7.2	-1.3
RS		73	8	11	0	16	-7	0	0	0	-1	5.1	-4.8
TR		61	-10	1	-4	23	1	14	13	0	0	15.9	9.3
IS		86	11	4	-11	10	1	0	0	0	-1	4.1	-2.7
MD		83	21	1	-7	15	-10	1	-2	0	-3	6.0	-6.3
NO		81	0	6	1	11	3	2	-1	0	-3	5.5	-4.1
US		94	4	1	-1	5	-3	1	1	0	0	3.9	0.5