

# Potential effect on business of small and medium enterprises (SMEs) due to climate change in 2016 Global survey report

November, 2016



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Potential effect on business of small and medium enterprises due to climate change in 2016

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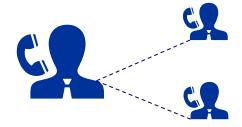
#### **Project Design**



Potential effect on business of small and medium enterprises due to climate change in 2016

Global Survey Report

#### Method



Telephone Interviews (CATI)
Average length: 6 minutes

#### **Target Group**

Small and Medium Enterprises (up to 250 full-time employees)





CEO/Owner, GM, CFO/Treasurer, COO/Head of Operations



#### Sample structure



200 interviews per country, representative for SMEs relating to enterprise size (in terms of full-time employees) and industry.

#### **Project Design**



Potential effect on business of small and medium enterprises due to climate change in 2016





#### **Summary**

Potential effect on business of small and medium enterprises due to climate change in 2016



#### Global picture comment



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Summary – global picture

Global Survey Report

#### Effects of climate change (natural events):

- Worldwide, only 20% of SMEs don't see any effects of climate change on their business
- If natural events were to affect business, it would be "Downpours / heavy rain" (22.4%) or "Droughts and heat" (20.3%)

#### Potential business impact caused by climate change:

 In case of a natural event, the risk of "Material damage" is perceived to be the highest (35.9%) followed by "Business interruption" (26.1%)

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#### Regional picture comment



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Summary – regional picture

Global Survey Report

#### Effects of climate change (natural events):

- The percentage of SMEs who don't see any effects of climate change on their business is the highest in Europe (25%) and the lowest in the US (6%)
- The biggest impact on business would be caused by flooding in Europe, downpours/heavy rain in the US and Latin America, and droughts and heat in APAC

#### Potential business impact caused by climate change:

- Material damage is by far the most critical business impact caused by climate change in Europe, Latin America and the US
- SMEs in APAC are most concerned about possible business interruptions

Q1: Now we would like you to think about the potential effects of climate change to your business. Which of the following natural events has the biggest impact on your business? Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=( )



#### **Global results**

Potential effect on business of small and medium enterprises due to climate change in 2016



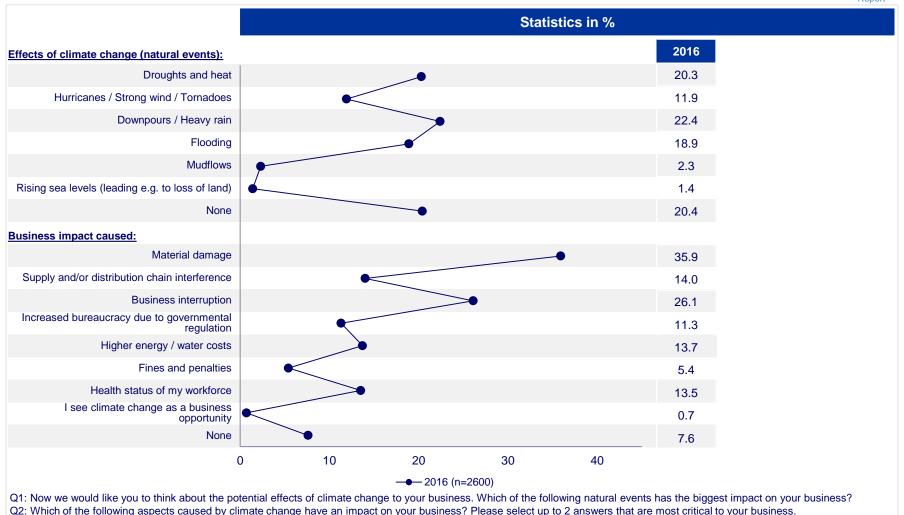
Q1: Now we would like you to think about the potential effects of climate change to your business. Which of the following natural events has the biggest impact on your business? Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=( )

### One fifth of SMEs don't see any effects of climate change on their business, or at most "Downpours/Heavy rain"



Potential business impact of climate change on small and medium enterprises in 2016 Results: Year-on-year comparison – all countries

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# "Flooding" and "Downpours/Heavy rain" are the major natural events having an impact on business



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Regional comparison

Global Survey Report

lote: A fair country comparison requires to onsider both, the chart on the left (bubbles) and he chart on the right (ranks).		Statistic	s in %			Rai	nks	
feets of climate change (natural events):	Europe	Latin America	USA	APAC	<b>EU</b> (1600)	<b>LATAM</b> (400)	<b>USA</b> (200)	<b>APA</b> (
Droughts and heat	16	19	27	34	4	2	2	1
Hurricanes / Strong wind / Tornadoes	12	11	13	12	5	5	4	4
Downpours / Heavy rain	18	36	31	22	3	1	1	2
Flooding	22	15	20	11	2	4	3	5
Mudflows	3	1	1	2	6	7	7	7
Rising sea levels (leading e.g. to loss of land)	1	2	3	4	7	6	6	6
None	25	16	6	14	1	3	5	3
usiness impact caused:  Material damage	35	43	43	27	1	1	1	2
Supply and/or distribution chain interference	13	21	19	8	4	3	3	5
Business interruption	26	21	12	40	2	2	6	1
Increased bureaucracy due to governmental regulation	13	11	14	3	5	6	4	6
Higher energy / water costs	13	13	13	20	6	4	5	3
Fines and penalties	5	9	9	2	8	7	7	8
Health status of my workforce	15	12	26	2	3	5	2	7
I see climate change as a business opportunity	1	0	0	1	9	9	9	9
None	8	4	5	9	7	8	8	4

Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business.

### In case of a natural event, most SMEs dread "Material damage" or "Business interruption"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in regions



### Homogenous picture across all segments, only small US SMEs concerned about the "Health status of my workforce"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in SME segments

Global Survey Report

		Rank One	Opportunity	Rep
€				
Revenue	Europe	Latin America	North America	APAC
Up to 2 Million EUR	Material damage	Material damage	Material damage	Business interruption
More than 2 Million EUR	Material damage	Material damage	Material damage	Business interruption
Employees				
0 - 9	Material damage	Material damage	Health status of my workforce	Business interruption
10 - 49	Material damage	Material damage	Material damage	Business interruption
50 - 250	Material damage	Material damage	Material damage	Business interruption

Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=2600



#### **Regional results**

Potential effect on business of small and medium enterprises due to climate change in 2016



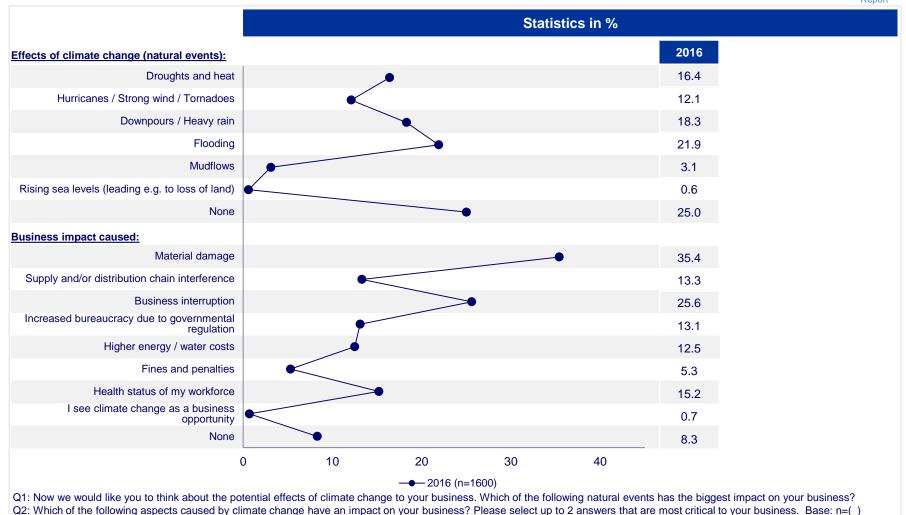
Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=()

### A quarter of SMEs in Europe don't see any effects of climate change on their business, or at most "Flooding"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Year-on-year comparison – Europe

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### The main threats in most European countries are "Downpours" and "Flooding"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Comparison of countries in Europe

Global Survey Report

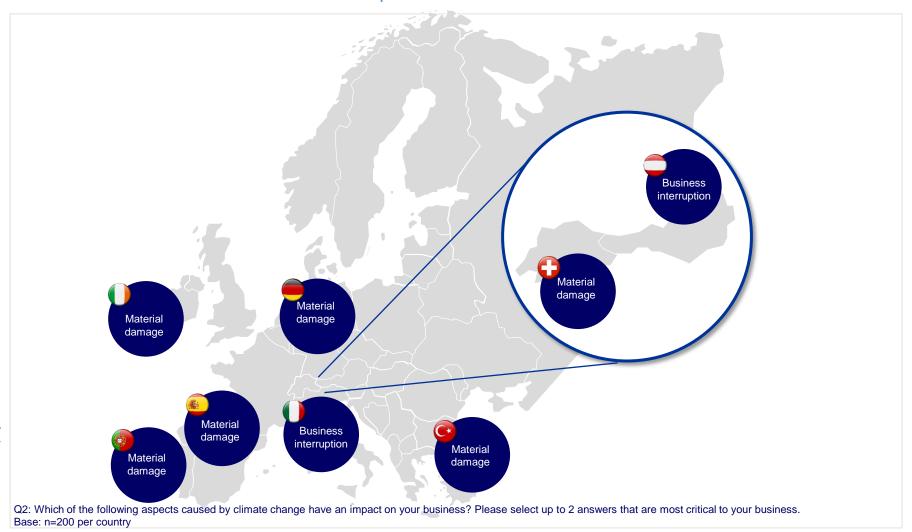
			Statisti	cs in %				Ranks							
•				0			<b>G</b>								
Switzerland	Austria	Germany	Ireland	Italy	Portugal	Spain	Turkey								
17	8	10	15	12	17	22	31	3	5	3	4	4	3	2	1
13	9	10	15	6	29	8	9	4	4	4	3	5	1	5	
21	21	33	10	20	12	15	16	2	3	2	5	2	4	3	;
9	35	36	19	19	10	28	22	5	1	1	2	3	5	1	:
4	0	4	2	6	3	5	2	6	6	6	6	6	6	6	
1	0	0	1	0	2	1	0	7	7	7	7	7	7	7	
37	27	6	38	37	27	15	16	1	2	5	1	1	2	4	
45	21	36	36	23	40	38	46	1 3 1 1 2 1 1				1			
13	7	12	26	3	11	16	20	4	6	3	3	7	4	5	
14	33	24	28	33	22	16	36	3	1	2	2	1	2	6	
12	20	7	10	13	8		9	5	4	6	6	5	7	3	
6	4	10	22	17	21	19	3	6	7	4	4	3	3	4	
5	2	6	0	3	3	7	17	7	8	7	8	8	8	7	
30	24	8	3	6	9	27	17	2	2	5	7	6	6	2	
2	2	0	0	1	1	0	0	9	9	9	9	9	9	9	
		1	14	16	10	7	6	8	5	8	5	4	5	8	
	13 21 9 4 1 13 37 45 13 14 12 6 5	17 8 13 9 21 21 21 9 35 4 0 1 0 0 1 0 0 1 0 0 1 0 0 1 0 0 1 0 0 1 0 0 1 0	17	Switzerland Austria Germany Ireland  17 8 10 15  13 9 10 15  21 21 33 10  9 35 36 19  4 0 4 2  1 0 0 1  37 27 6 38  45 21 36 36  13 7 12 26  14 33 24 28  12 20 7 10  6 4 10 22  5 2 6 0  30 24 8 3	Switzerland Austria Germany Ireland Italy  17	Switzerland Austria Germany Ireland Italy Portugal  17	Switzerland Austria Germany Ireland Italy Portugal Spain  17 8 10 15 12 17 22  13 9 10 15 6 29 8  21 21 33 10 20 12 16  9 35 36 19 19 10 28  4 0 4 2 6 3 5  1 0 0 1 0 2 1  37 27 6 38 37 27 15  45 21 36 36 23 40 38  13 7 12 26 3 11 16  14 33 24 28 33 22 16  12 20 7 10 13 8 26  6 4 10 22 17 21 19  5 2 6 0 3 3 7	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  17	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  17 8 10 15 12 17 22 31 33 4 21 21 33 10 20 12 15 16 20 4 0 4 2 6 3 5 2 6 1 0 0 0 1 0 2 1 0 0 1 1 0 2 1 0 0 1 1 1 1	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  17	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  17	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  3 5 3 4  13 9 10 15 6 29 8 9 4 4 4 4 3  21 21 33 10 20 12 15 16 2 3 2 5  9 35 36 19 19 10 28 22 5 1 1 2  0 0 0 1 0 0 2 1 0 7 7 7 7  37 27 6 38 37 27 15 16 16 12 5 1  45 21 36 36 36 23 40 38 46 1 2 5 1  45 21 36 36 36 23 40 38 46 1 3 1 1  13 7 12 26 3 11 16 20 4 6 3 3  14 33 24 29 33 22 16 36 36 3 1 2 2  12 20 7 10 13 8 26 9 5 4 6 6  0 0 0 1 0 22 17 21 19 3 6 7 4 4  6 2 0 0 0 3 0 3 0 7 17 7 8 7 8  30 24 8 0 0 3 0 9 27 17 2 2 5 7	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  117	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  17 8 0 0 15 12 17 22 31 3 5 3 4 4 3 3 5 1 22 12 15 16 2 3 2 5 2 4 4 4 4 3 5 1 1 2 3 5 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 2 3 5 1 1 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Switzerland Austria Germany Ireland Italy Portugal Spain Turkey  17

Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=200 p.c.

### The risk of "Material damage" is considered to be the highest, except in Austria and Italy where it is "Business interruption"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in European countries



### Homogenous picture across SME segments in Switzerland and Germany: they see "Material damage" as the major risk



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in SME segments of European countries

			Rank One Impact		
€ Revenue	Europe	Switzerland	Austria	Germany	Ireland
Up to 2 Million EUR	Material damage	Material damage	Business interruption / Health status of my workforce	Material damage	Material damage
More than 2 Million EUR	Material damage	Material damage	Business interruption	Material damage	Business interruption
Employees					
0 - 9	Material damage	Material damage	Business interruption	Material damage	Material damage
10 - 49	Material damage	Material damage	Business interruption	Material damage	Material damage
50 - 250	Material damage	Material damage	Business interruption	Material damage	Higher energy/water cos
2: Which of the following ase: n=200 per country	aspects caused by climate cha	ange have an impact on your bu	siness? Please select up to 2 ans	wers that are most critical to you	ır business.

### Large companies in Spain dread the "Increased bureaucracy" as a consequence of natural events



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in SME segments of European countries

Global Survey

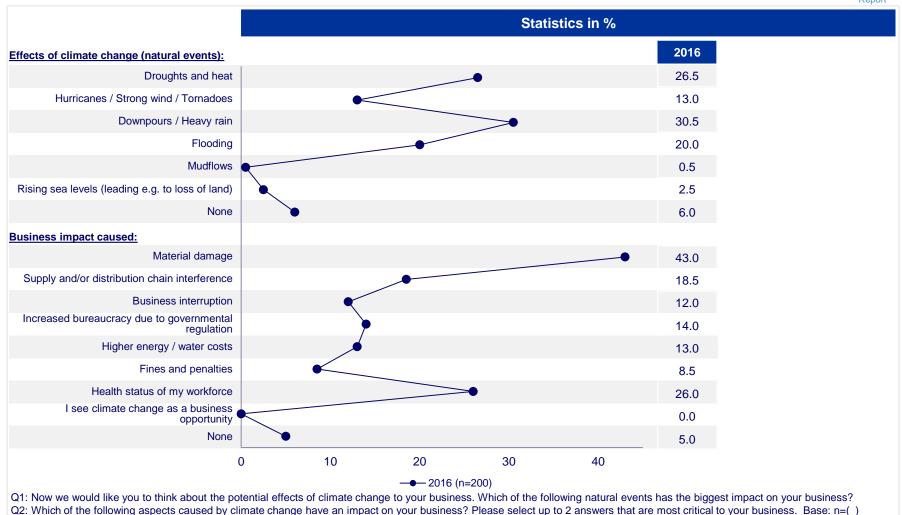
					Report
			Rank One Impact		
€ Revenue	Europe	Italy	© Portugal	Spain	<b>C</b> Turkey
Up to 2 Million EUR	Material damage	Business interruption	Material damage	Material damage	Material damage
More than 2 Million EUR	Material damage	Business interruption	Material damage	Material damage	Material damage
Employees					
0 - 9	Material damage	Business interruption	Material damage	Material damage	Material damage
10 - 49	Material damage	Material damage	Material damage	Material damage	Material damage
50 - 250	Material damage	Business interruption	Material damage	Increased bureaucracy due to governmental regulation	Material damage
Q2: Which of the following Base: n=200 per country	g aspects caused by climate cha	ange have an impact on your bu	siness? Please select up to 2 ans	swers that are most critical to your	business.

#### "Downpours/Heavy rain" is considered to have the biggest impact on business



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Year-on-year comparison – North America

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### The "Health status of my workforce" is the second most important concern of SMEs in the US



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Comparison of countries in North America

<ul> <li>e: A fair country comparison requires to sider both, the chart on the left (bubbles) and chart on the right (ranks).</li> </ul>		Statistics in %		Ranks
<i>5</i> . ,				
fects of climate change (natural events):	USA			
Droughts and heat	27		2	
Hurricanes / Strong wind / Tornadoes	13		4	
Downpours / Heavy rain	31		1	
Flooding	20		3	
Mudflows	1		7	
Rising sea levels (leading e.g. to loss of land)	3		6	
None	6		5	
usiness impact caused:				
Material damage	43		1	
Supply and/or distribution chain interference	19		3	
Business interruption	12		6	
Increased bureaucracy due to governmental regulation	14		4	
Higher energy / water costs	13		5	
Fines and penalties	9		7	
Health status of my workforce	26		2	
I see climate change as a business opportunity	0		9	
opportunity.	6		8	

### "Material damage" is expected to be the most critical business impact for SMEs in the USA



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in North America



Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=200

### Small SMEs employing fewer than 9 people perceive "Health status of my workforce" as the major business impact



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in SME segments of North America

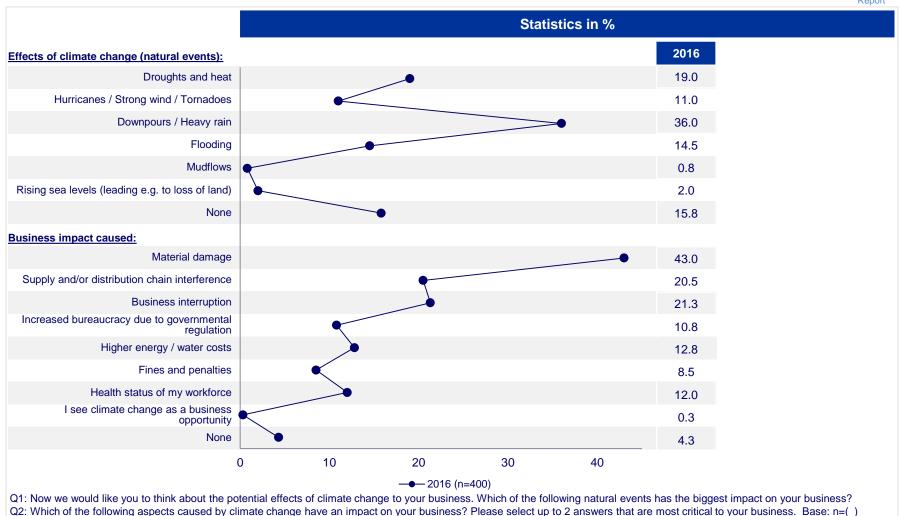
€ Revenue	North America	USA
Up to 2 Million EUR	Material damage	Material damage
More than 2 Million EUR	Material damage	Material damage
Employees		
0 - 9	Health status of my workforce	Health status of my workforce
10 - 49	Material damage	Material damage
50 - 250	Material damage	Material damage
Q2: Which of the followin	ng aspects caused by climate cha	ange have an impact on your b

#### "Downpours/Heavy rain" rated as the natural event having the most crucial impact on business



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Year-on-year comparison – Latin America

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### Especially in Brazil, a large number of SMEs don't see any effects of climate change on their business



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Comparison of countries in Latin America

Note: A fair country comparison requires to consider both, the chart on the left (bubbles) and the chart on the right (ranks).		Statistics in %			Ranks
ne chart on the right (ranks).					
ffects of climate change (natural events):	Brazil	Mexico			
Droughts and heat	14	25	3	2	
Hurricanes / Strong wind / Tornadoes	9	13	4	4	
Downpours / Heavy rain	46	26	1	1	
Flooding	6	23	5	3	
Mudflows	0	2	7	7	
Rising sea levels (leading e.g. to loss of land)	1	4	6	6	
None	23	9	2	5	
susiness impact caused:					
Material damage	45	41	1	1	
Supply and/or distribution chain interference	21	20	3	3	
Business interruption	26	17	2	4	
Increased bureaucracy due to governmental regulation	6	16	6	5	
Higher energy / water costs	10	16	4	6	
Fines and penalties	6	11	7	7	
Health status of my workforce	2	23	8	2	
I see climate change as a business opportunity	0	0	9	9	
None	7	2	5	8	

### "Material damage" is the number one business impact caused by natural events in the region



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in Latin America



Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=200 per country

## Medium-sized companies employing 10-49 people are more concerned about the "Health status of my workforce"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in SME segments of Latin America

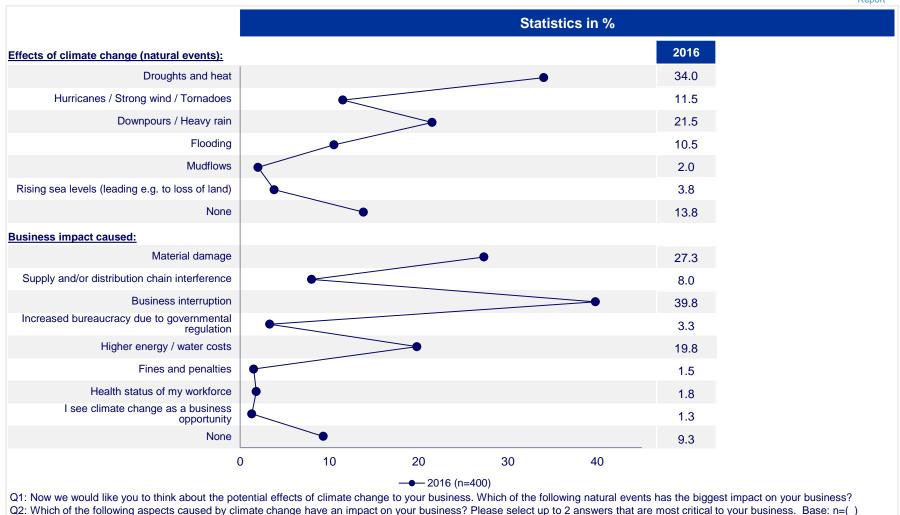
			Rank One Opportunity
€ Revenue	Latin America	<b>S</b> Brazil	(s) Mexico
Up to 2 Million EUR	Material damage	Material damage	Material damage
More than 2 Million EUR	Material damage	Material damage	Material damage
Employees			
0 - 9	Material damage	Material damage	Material damage
10 - 49	Material damage	Material damage	Health status of my workforce
50 - 250	Material damage	Material damage	Material damage
Q2: Which of the following Base: n=200 per country	g aspects caused by climate cha	ange have an impact on your bu	siness? Please select up to 2 ar

#### "Business interruption" and "Material damage" are rated as most critical business impacts



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Year-on-year comparison – APAC

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### "Droughts and heat" and "Downpour/Heavy rain" are the fundamental natural events in the region



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Comparison of countries in APAC

nsider both, the chart on the left (bubbles) and e chart on the right (ranks).		Statistics in %			Ranks
	<b>S</b>		<b>S</b>		
ects of climate change (natural events):	Hong Kong	Australia			
Droughts and heat	38	30	1	1	
Hurricanes / Strong wind / Tornadoes	11	12	4	3	
Downpours / Heavy rain	19	24	2	2	
Flooding	10	12	5	4	
Mudflows	2	3	7	7	
Rising sea levels (leading e.g. to loss of land)	2	6	6	6	
None	18	10	3	5	
siness impact caused:					
Material damage	22	33	2	2	
Supply and/or distribution chain interference	8	8	5	5	
Business interruption	44	36	1	1	
Increased bureaucracy due to governmental regulation	1	6	8	6	
Higher energy / water costs	22	18	3	3	
Fines and penalties	1	2	9	7	
Health status of my workforce	2	2	7	8	
I see climate change as a business opportunity	3	0	6	9	
	9	10	4	4	

# In both Australia and Hong Kong the most critical effect due to natural events is "Business interruption"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in APAC



Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=200 per country

### Small companies with a revenue up to 2m dread "Material damage" more than "Business interruption"



Potential effect on business of small and medium enterprises due to climate change in 2016 Results: Rank one effect on business in SME segments of APAC

			<b>Rank One Opportunity</b>
€			
E			
Revenue	APAC	Hong Kong	Australia
Up to			
2 Million EUR	Business interruption	Business interruption	Material damage
More than	Business interruption	Business interruption	Business interruption /
2 Million EUR	·	·	Material damage
<b>Employees</b>			
0 - 9	Business interruption	Business interruption	Business interruption
10 - 49	Business interruption	Business interruption	Business interruption
10 10	240111000 1111011 4411011	2 40111000 1111011 4111011	240000
50 - 250	Business interruption	Business interruption	Business interruption
OO Miletele et al. ( III )		and the same of th	alasas O Diagram III da a da G
Q2: Which of the followin Base: n=200 per country		nange have an impact on your bus	siness? Please select up to 2 ar
_acc. n=zco por country			



#### **Results by country**

Potential effect on business of small and medium enterprises due to climate change in 2016



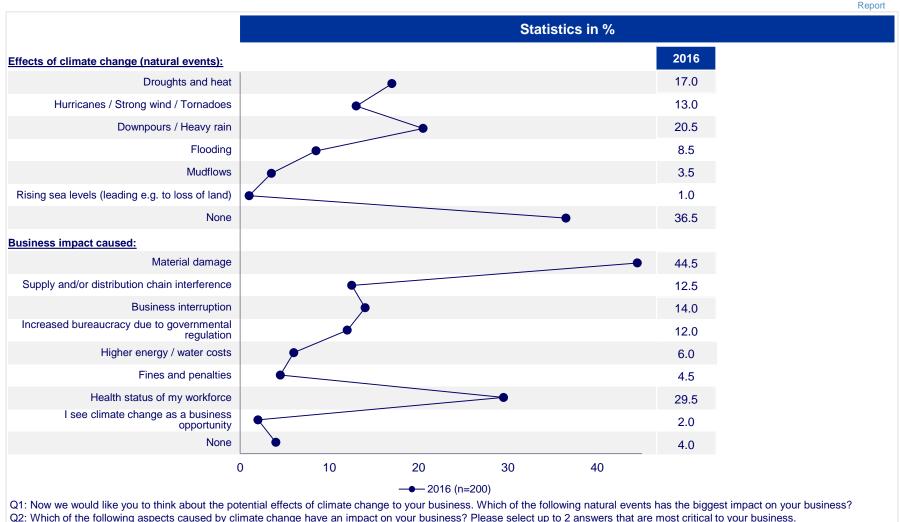
Q1: Now we would like you to think about the potential effects of climate change to your business. Which of the following natural events has the biggest impact on your business? Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=( )

# A large number of SMEs don't see any effects of climate change on their business, or at most "Downpours / Heavy rain" ZURICH

Potential business impact of climate change on small and medium enterprises in 2016 Detailed results

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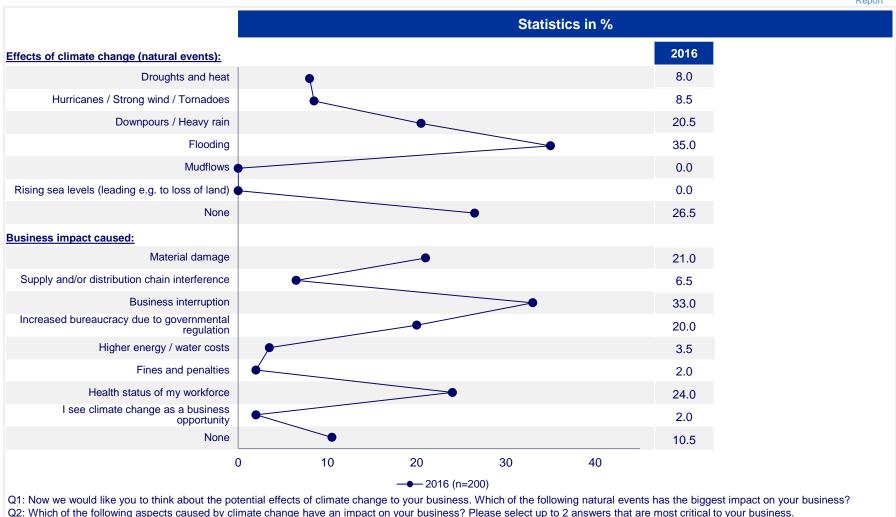
#### "Flooding" is by far the highest estimated natural event with potential effect on the business



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results

Zurich Insurance Company Ltd





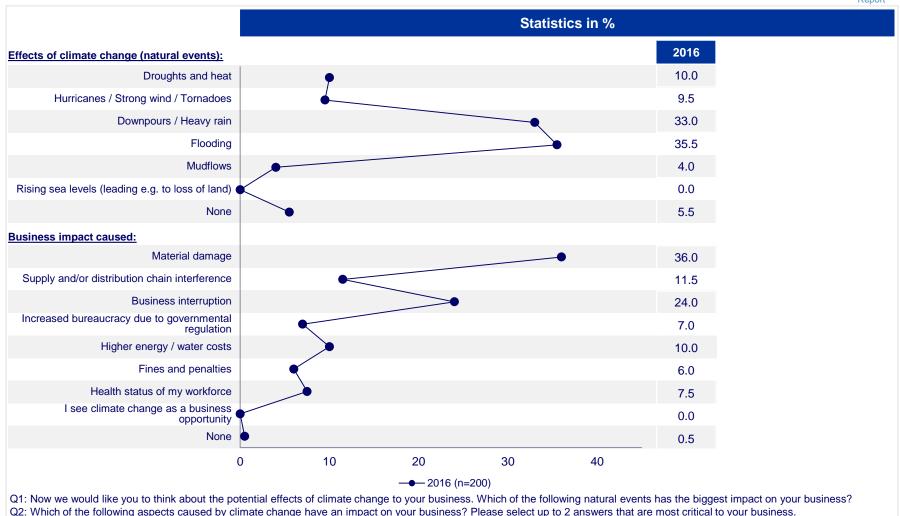
#### "Flooding" and "Downpours / Heavy rain" are the most dreaded events impacting business



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results

Zurich Insurance Company Ltd



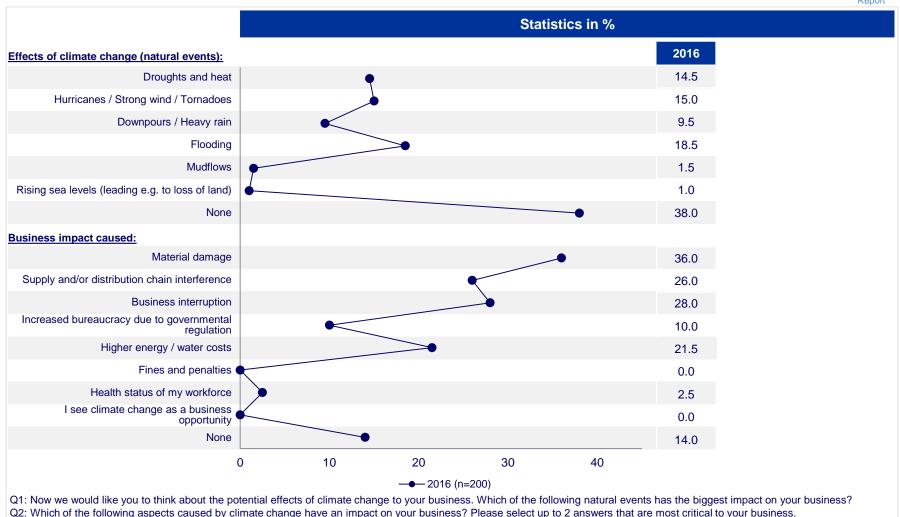


#### A large number of SMEs don't see any effects of climate change on their business, or at most "Flooding"



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



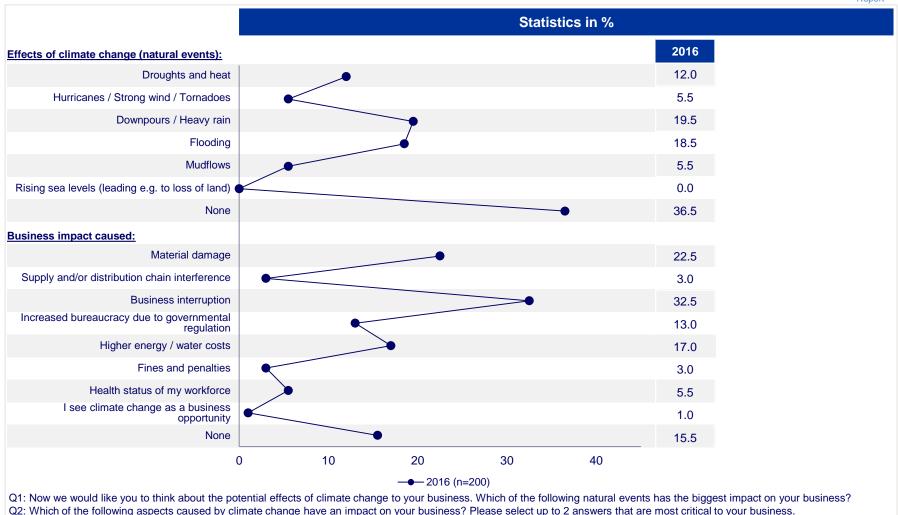


#### A large number of SMEs estimate no relevance of natural events but if any it would be "Downpours" and "Flooding"



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



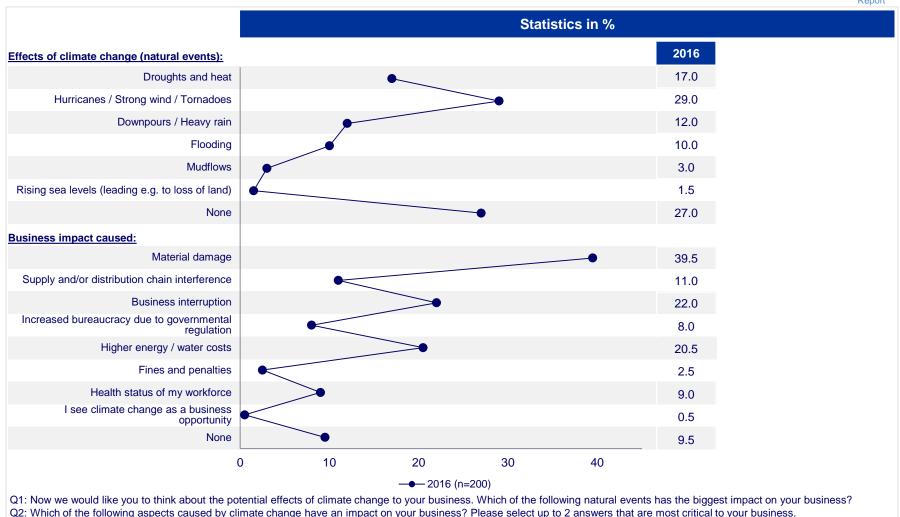


# More than a quarter of SMEs don't see any effects of climate change on their business, or at the most strong winds



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



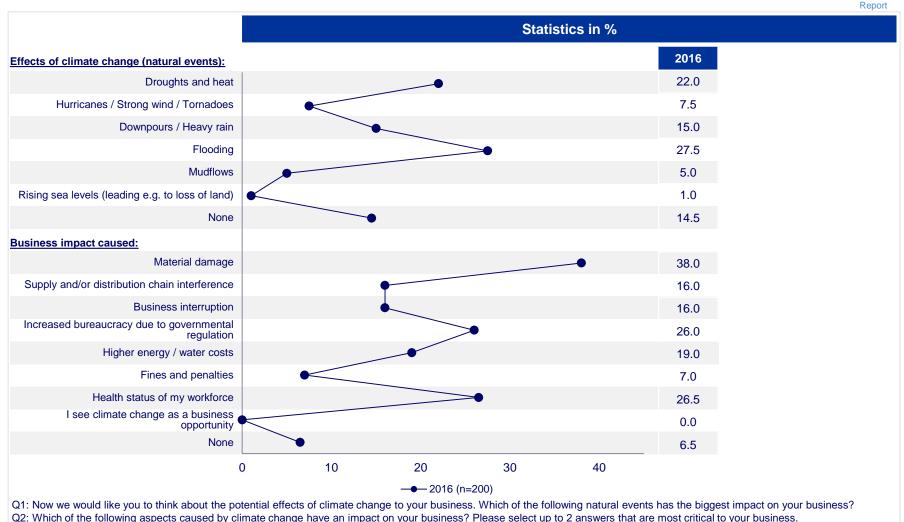


# "Flooding" is the key threat in Spain as a result of climate change



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results





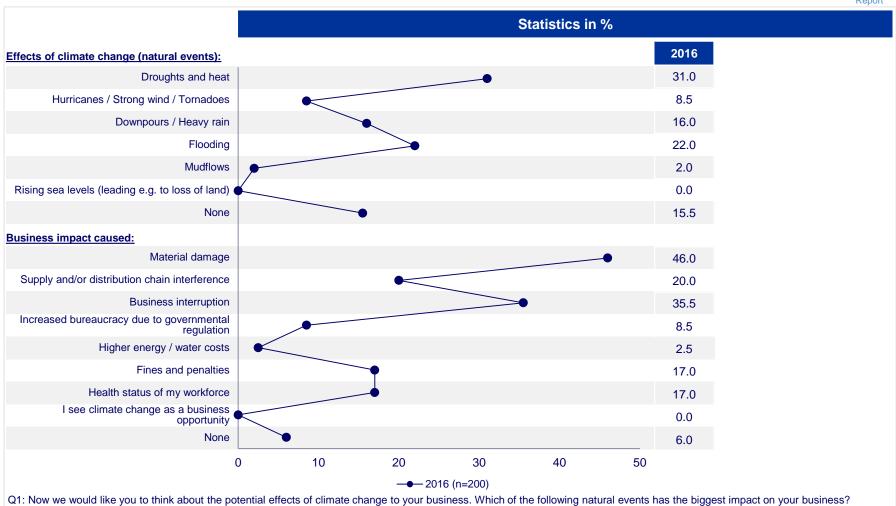
# "Droughts and heat" is the major effect of climate change in Turkey



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results

Zurich Insurance Company Ltd





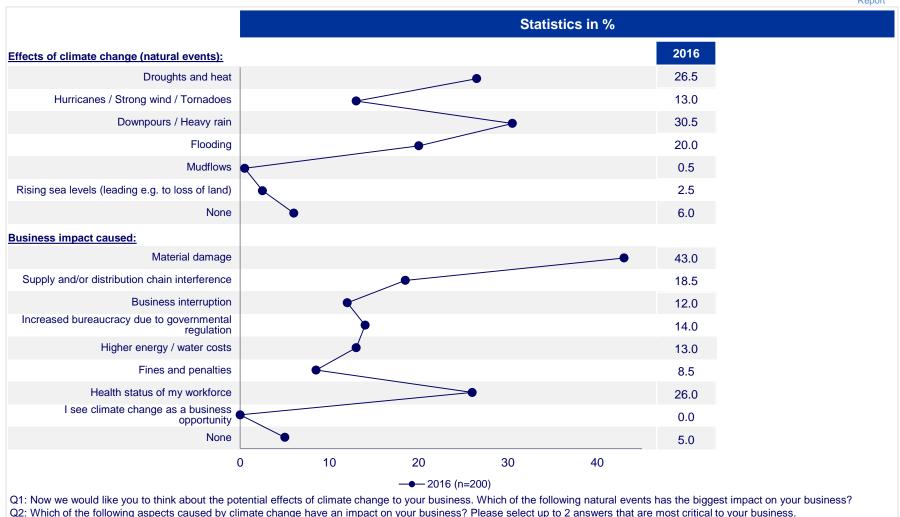
Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business.

# "Material damage" expected to be the most critical business impact for SMEs in the USA



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



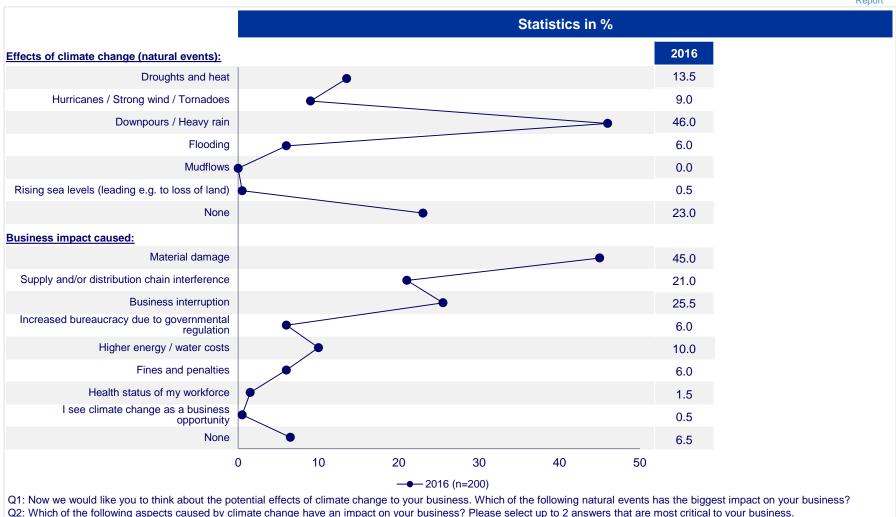


## "Downpours / Heavy rain" rated as the natural event having the most crucial impact on business



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



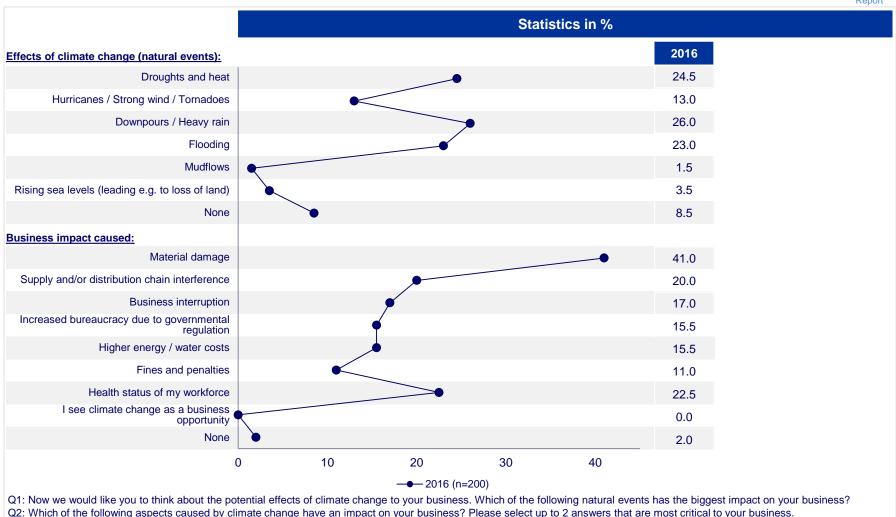


# Both droughts and downpours perceived as key effects of climate change in Mexico



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



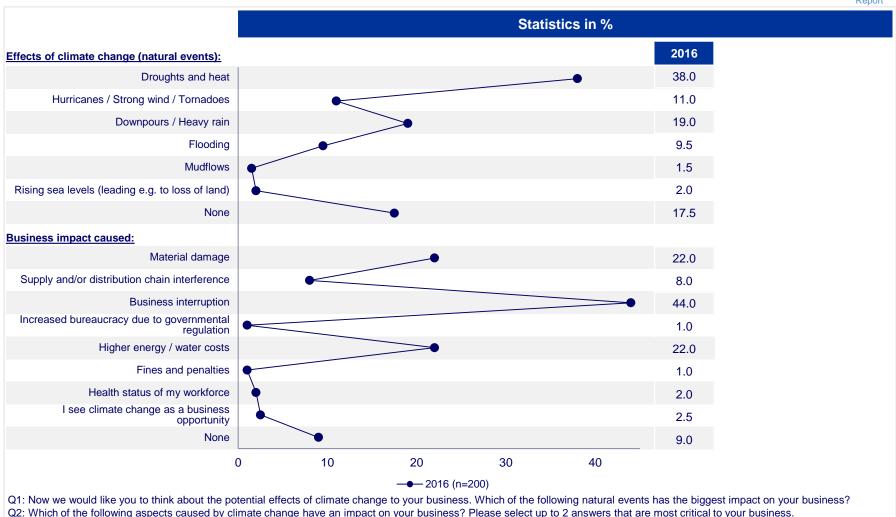


### "Business interruption" is the key threat caused by natural events



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results



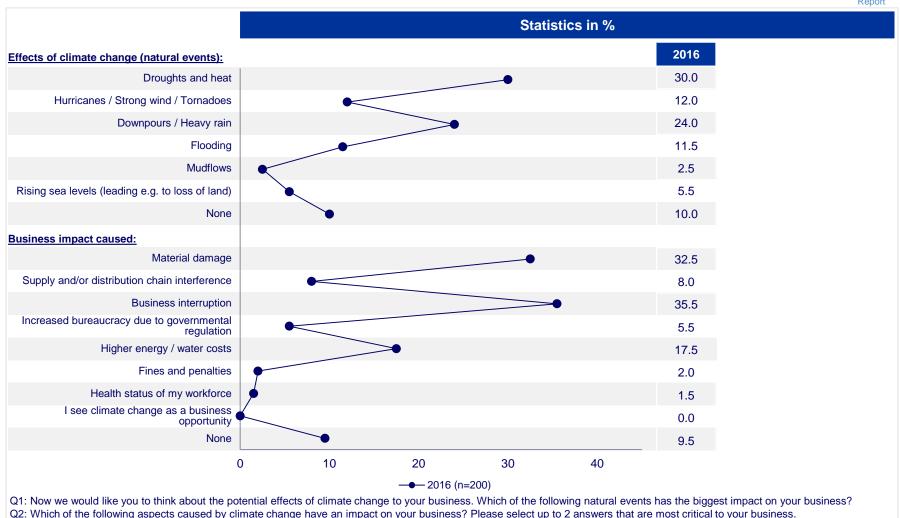


## "Business interruption" and "Material Damage" rated as most critical business impacts



Potential business impact of climate change on small and medium enterprises in 2016 Detailed results







### Sample composition

Potential effect on business of small and medium enterprises due to climate change in 2016



Q2: Which of the following aspects caused by climate change have an impact on your business? Please select up to 2 answers that are most critical to your business. Base: n=( )

#### **Sample Composition 1/2**



Key risks for small and medium enterprises in 2016 Function and full-time employees



		Statistics in %								
	Europe									
						THE STATE OF THE S	福			
Function	Switzerland	Austria	Germany	Ireland	Italy	Portugal	Spain	Turkey		
CEO/Owner	47.0	60.5	59.0	42.0	60.0	43.5	52.0	44.0		
CFO/Treasurer	20.5	13.5	16.5	14.0	14.5	15.5	16.0	15.5		
COO/Head of operations	18.5	16.0	16.0	13.0	16.0	22.0	15.5	24.5		
General Manager	14.0	10.0	8.5	31.0	9.5	19.0	16.5	16.0		
Full-time employees										
0 employees	4.5	3.5	3.0	2.0	7.0	1.0	8.0	0.5		
1 to 9 employees	45.5	56.5	27.0	33.0	48.0	49.0	41.5	59.5		
10 to 19 employees	22.5	17.0	25.5	28.0	22.5	20.5	23.5	17.0		
20 to 49 employees	7.5	8.0	14.5	7.0	7.5	9.5	7.0	13.0		
50 to 99 employees	15.0	10.0	23.0	24.0	13.5	16.5	15.5	7.5		
100 to 250 employees	5.0	5.0	7.0	6.0	1.5	3.5	4.5	2.5		

#### **Sample Composition 2/2**



Key risks for small and medium enterprises in 2016 Revenue and Industry



	Statistics in %								
	Europe								
								<b>(*</b>	
Revenue*	Switzerland	Austria	Germany	Ireland	Italy	Portugal	Spain	Turkey	
Up to 2 Million EUR	32.5	60.5	35.0	38.0	45.0	29.0	48.5	52.0	
More than 2 to 5 Million EUR	17.0	13.0	21.0	14.5	17.5	10.0	14.0	8.5	
More than 5 to 10 Million EUR	10.0	6.0	9.0	9.5	9.0	9.5	3.5	3.5	
More than 10 to 50 Million EUR	9.5	4.0	7.0	6.0	1.0	4.0	1.0	2.0	
More than 50 Million EUR	0.0	0.0	2.0	0.0	1.5	1.0	0.0	1.5	
Industry									
Agriculture	2.5	1.5	5.5	4.5	4.5	4.5	9.5	3.5	
Manufacturing and construction	10.0	8.5	14.0	11.5	6.5	8.5	10.5	10.0	
Wholesale and retail trade	15.5	13.5	14.5	12.5	8.5	9.5	11.0	13.5	
Information and communication	6.5	9.0	8.5	6.0	4.5	2.5	4.0	16.0	
Financial activities (including insurance)	4.0	9.5	13.0	8.0	13.5	6.0	4.0	8.0	
Administrative and support service	6.0	6.0	3.0	4.5	2.5	3.0	4.0	2.5	
Public administration	5.5	4.0	3.5	2.0	3.0	1.0	4.0	1.5	
Transport and storage	7.5	4.0	5.0	7.0	3.5	14.5	4.5	17.5	
Accommodation and food service	9.5	27.0	9.5	19.0	23.5	17.5	12.0	21.5	
Consumer services	22.0	8.5	7.0	15.5	15.0	8.0	24.5	2.5	
Other service activities	11.0	8.5	16.5	9.5	15.0	25.0	12.0	3.5	

#### **Sample Composition**



Biggest opportunities for small and medium enterprises in 2016 Function and full-time employees

	Statistics in %							
	North America	Latin America		APAC				
				<b>%</b>				
Function	USA	Brazil	Mexico	Hong Kong	Australia			
CEO/Owner	39.0	43.5	36.0	47.0	39.0			
CFO/Treasurer	11.0	25.5	18.0	15.0	12.0			
COO/Head of operations	12.0	12.5	26.0	20.0	16.0			
General Manager	38.0	18.5	20.0	18.0	33.0			
Full-time employees								
0 employees	1.5	2.5	0.0	0.5	4.0			
1 to 9 employees	33.5	32.5	30.0	34.5	44.0			
10 to 19 employees	28.0	31.0	18.0	26.0	13.5			
20 to 49 employees	12.0	9.0	12.0	14.0	8.5			
50 to 99 employees	11.0	22.0	26.5	16.5	22.0			
	14.0	3.0	13.5	8.5	8.0			

### **Sample Composition**



Key risks for small and medium enterprises in 2016 Revenue and Industry

	Statistics in %							
	North America	Latin America		APAC				
				<b>S</b>				
Revenue*	USA	Brazil	Mexico	Hong Kong	Australia			
Up to 2 Million EUR	28.0	29.5	40.0	30.5	39.5			
More than 2 to 5 Million EUR	19.0	15.0	13.0	25.0	9.0			
More than 5 to 10 Million EUR	8.5	9.0	5.5	7.5	8.5			
More than 10 to 50 Million EUR	6.5	4.0	7.0	1.5	4.5			
More than 50 Million EUR	1.0	0.0	0.0	1.0	0.0			
Industry								
Agriculture	3.0	11.0	7.0	0.0	10.5			
Manufacturing and construction	18.0	7.0	11.5	10.5	12.5			
Wholesale and retail trade	20.0	18.5	17.5	5.5	20.0			
Information and communication	8.0	6.5	2.5	3.0	2.0			
Financial activities (including insurance)	12.0	3.0	3.5	21.0	3.5			
Administrative and support service	2.0	2.0	4.0	8.5	2.0			
Public administration	2.0	1.5	2.0	11.0	4.5			
Transport and storage	10.0	10.0	4.5	7.5	15.0			
Accommodation and food service	11.0	16.0	25.5	9.5	11.5			
Consumer services	5.0	12.0	18.0	1.5	11.5			
Other service activities	9.0	12.5	4.0	22.0	7.0			