



National Statistics Office of Georgia

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Innovative activity of enterprises

Questionnaire N 05.2.13.1 (annual)

Approved by the Decree N 4 of the National Statistics Office of Georgia, 19.02.2019.

* The questionnaire is filled with any organizational-legal form of business, regardless of the economic activity of the company, the size of the property and the size of the enterprise, no later than **April 8** of current year.

* Under the article 25, clause 2 of the Law of Georgia "on Official Statistics", Entrepreneurial and non-commercial legal entities are obliged to provide Geostat, upon the written request of Geostat, including such request in electronic form, with the available information (including confidential information) in paper or electronic form. Under the law participation in the statistical survey is mandatory for the selected respondent (clause 3 of Article 25). **Non-compliance with the requirement to communicate information shall carry fine under the Administrative Offences Code of Georgia (Article 177¹²)**

* Individual data is considered confidential and is protected by the Law of Georgia "on Personal Data Protection" and Article 34 of the Law of Georgia "on Official Statistics"

* Through this question, data collection is carried out on the innovative activity of the enterprise during the past **2025**.

Identification data

Interviewer name, last name	
Full name of enterprise (organization)	
Taxpayer Identification Code	
Statistical Registry Identification Number	
Name and Surname of the respondent	
The telephone number of the respondent	
The main economic activity	

Actual address

Municipality	
City, borough, community	
The village	
Street and other address	

2. Strategies and Business Environment					
2.1	During 2025, how important were the following strategies to the economic performance of your enterprise?				
		Degree of importance			
		High	Medium	Low	Not important
2.1.1.	Focus on improving your existing goods or services	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.2	Focus on introducing new goods or services	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.3	Focus on low-price (price leadership)	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.4	Focus on high-quality (quality leadership)	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.5	Focus on a broad range of goods or services	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.6	Focus on one or a small number of key goods or services	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.7	Focus on satisfying established customer groups	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.8	Focus on reaching out to new customer groups	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.9	Focus on standardised goods or services	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.1.10	Focus on customer-specific solutions	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2	During 2025, to what extent do the following characteristics describe the conditions faced by your enterprise?				
		Applies fully	Applies somewhat	Applies very little	Applies not all
2.2.1.	Goods or services become outdated quickly	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.2	Future technological developments are difficult to predict	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.3	Your enterprise goods or services are easily substituted with those of your competitors	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.4	Entry of new competitors leads to a major threat of your enterprises' market position	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.5	Competitor's actions are difficult to predict	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.6	Changes in demand are difficult to predict	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.7	Strong competition from abroad	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.2.8	Price increases lead to loss of clients	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
2.3	During 2025, did your enterprise offer any of the following types of goods or services to meet user requirements? <i>A user can be an end customer or an enterprise which uses a product as an intermediate product.</i>				
			Yes	No	
2.3.1.	Goods or services co-created* with users, i.e., the user had an active role in the creation of the idea, design and development of the product (co-creation)		1 <input type="checkbox"/>	2 <input type="checkbox"/>	

2.3.2	Goods or services designed and developed* specifically to meet the needs of particular users (customisation) <i>This excludes mass customisation, i.e., customised versions of standard products.</i>	1 <input type="checkbox"/>	2 <input type="checkbox"/>
2.3.3	Standardised goods or services offered to different users in the same way <i>This includes mass customisation.</i>	1 <input type="checkbox"/>	2 <input type="checkbox"/>

* A difference between customisation and co-creation is that for 'customisation' the enterprise designed and developed the product alone, whereas for 'co-creation' the enterprise designed and developed the product together with the user.

2.4	During 2025, did your enterprise purchase machinery, equipment or software based on:		
		Yes	No
2.4.1	The same or improved technology used in your enterprise before	1 <input type="checkbox"/>	2 <input type="checkbox"/>
2.4.2	New technology that was not used in your enterprise before	1 <input type="checkbox"/>	2 <input type="checkbox"/>

2.5	During 2025, how important were the following consequences of climate change for your business?					
		Degree of importance				
		High	Medium	Low	Not important	Don't know
2.5.1.	Government policies or measures related to climate change	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
2.5.2	Customers' rising awareness of climate change (e.g., demand for low-carbon products and products better adapted to climate change)	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
2.5.3	Increasing costs or input prices resulting from climate change (e.g., higher insurance fees, higher prices for water, adaptation of processes or facilities)	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
2.5.4	Impacts of extreme weather conditions (e.g., damages/disturbances)	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

3. Innovation

A product innovation is a new or improved good or service that differs significantly from the firm's previous goods or services and which has been implemented on the market.

Include:

- significant changes to the design of a good,
- digital goods or services.

Exclude: the simple re-sale of new goods and changes of a solely aesthetic nature.

3.1	During 2025, did your enterprise introduce any:		
		Yes	No
3.1.1	New or improved goods	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.1.2	New or improved services	1 <input type="checkbox"/>	2 <input type="checkbox"/>

Note: If 'no' to all options go to question 3.5, otherwise go to question 3.2

3.2	In 2025, did your enterprise introduce any new or improved products (goods or services) that were:		
		Yes	No
3.2.1	New to your market (Your enterprise introduced a new or significantly improved product onto your market before your competitors (it may have already been available in other markets))	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.2.2	New to your firm (Your enterprise introduced a new or significantly improved product that was already available from your competitors in your market)	1 <input type="checkbox"/>	2 <input type="checkbox"/>

3.3	Using the definitions above, please estimate the percent of your enterprise's total turnover in 2025 from:		
3.3.1	Products introduced during 2025 that were not previously offered by any of your competitors (Answer if 3.2.1 is „yes“)	%	/ _____ /
3.3.2	Products introduced during 2025 that were identical or very similar to products already offered by your competitors (Answer if 3.2.2 is „yes“)	%	/ _____ /
3.3.3	Products that were unchanged or only marginally modified during 2025 (include the resale of new products purchased from other enterprises)	%	/ _____ /
3.3.4	Total turnover in 2025	%	100

3.4	Who developed these product innovations? (Tick all that apply)		
		Goods Innovation	Services Innovation
3.4.1	Your enterprise by itself	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.4.2	Your enterprise together with other enterprises or institutions*	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.4.3	Your enterprise by adapting or modifying goods or services originally developed by other enterprises or institutions*	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.4.4	Other enterprises or institutions*	1 <input type="checkbox"/>	2 <input type="checkbox"/>
* Include independent enterprises plus other parts of your enterprise group (subsidiaries, sister enterprises, head office, etc). Institutions include universities, research institutes, non-profits, etc.			

A business process innovation is a new or improved business process for one or more business functions that differs significantly from the firm's previous business processes and which has been implemented within the firm.			
3.5	During 2025, did your enterprise introduce any of the following types of new or improved processes that differ significantly from your previous processes?		
		Yes	No
3.5.1	Methods for producing or developing goods or providing services	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.5.2	Logistics, delivery or distribution methods	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.5.3	Methods for information processing or communication	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.5.4	Methods for accounting or other administrative operations	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.5.5	Business practices for organising procedures or external relations	1 <input type="checkbox"/>	2 <input type="checkbox"/>

3.5.6	Methods of organising work responsibility, decision making or human resource management	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.5.7	Marketing methods for promotion, packaging, pricing, product placement or after sales services	1 <input type="checkbox"/>	2 <input type="checkbox"/>
Note: If 'no' to all options go to question 3.7, otherwise go to question 3.6			

3.6	Who developed these process innovations? (Tick all that apply)		
3.6.1	Your enterprise by itself	1 <input type="checkbox"/>	
3.6.2	Your enterprise together with other enterprises or institutions*	2 <input type="checkbox"/>	
3.6.3	Your enterprise by adapting or modifying goods or services originally developed by other enterprises or institutions*	3 <input type="checkbox"/>	
3.6.4	Other enterprises or institutions*	4 <input type="checkbox"/>	
* Include independent enterprises plus other parts of your enterprise group (subsidiaries, sister enterprises, head office, etc). Institutions include universities, research institutes, non-profits, etc.			

'Innovation activity' includes all developmental, financial and commercial activities, undertaken by a firm, which are intended to or result in an innovation.

Research and Development (R&D) comprises creative and systematic work undertaken in order to increase the stock of knowledge – including knowledge of humankind, culture and society – and to devise new applications of available knowledge.

3.7	During 2025, did your enterprise have any of the following types of innovation activities? (Activities leading to expenditures)		
		Yes	No
3.7.1	Completed activities on new or improved products or processes that have not yet been implemented	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.7.2	Ongoing innovation activities at the end of 2020	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.7.3	Abandoned innovation activities	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.7.4	In-house research and development (R&D) activities*	1 <input type="checkbox"/>	2 <input type="checkbox"/>
<i>if 'yes' did your enterprise perform in-house R&D during 2025:</i>			
3.7.5	Continuously (your enterprise had permanent R&D staff)	1 <input type="checkbox"/>	
3.7.6	Occasionally (as needed only)	2 <input type="checkbox"/>	
3.7.7	Contract-out R&D to other enterprises (include enterprises in your own group) or to public or private research organisations)	1 <input type="checkbox"/>	2 <input type="checkbox"/>
Note: If 'no' to all options in questions 3.1, 3.5, and 3.7, go to question 3.10. Otherwise, go to question 3.8.			

3.8	How much did your enterprise spend on innovation and research and development (R&D) in 2025? <i>Please tick 'none' for all categories if your enterprise did not have any expenditure on innovation and/or R&D in 2025.</i>		
		Expenditures on innovation and R&D in 2025	
		Please estimate if you lack precise accounting data	Please tick, if there were no such expenditures in 2025
3.8.1	R&D performed in-house (Include current expenditures including labour costs and capital expenditures (buildings, machinery, equipment, software etc.) specifically for R&D)	(_____)	1 <input type="checkbox"/>

3.8.2	R&D contracted out to others (including enterprises in own enterprise group)	(_____)	1□
3.8.3	All other innovation expenditures* (i.e. excluding R&D) Of which:	(_____)	1□
3.8.4	Own personnel working on innovation	(_____)	1□
3.8.5	Services, materials, supplies purchased from others for innovation	(_____)	1□
3.8.6	Capital goods for innovation (acquisition of machinery, equipment, software, IPRs, buildings etc.)	(_____)	1□

3.9	Which of the following best describes why your enterprise did not have more innovation activities during the 2025:		
		Yes	No
3.9.1	A lack of resources prevented us from having more innovation activities. (e.g. lack of finance, qualified personnel, material)	1□	2□
3.9.2	We decided not to have more innovation activities due to other reasons than a lack of resources (e.g. strategic reasons; not the right time to innovate; other priorities; risks too high; low expected returns)	1□	2□
3.9.3	We had no further innovation activities because there was no need	1□	2□
Go to question 3.11			

3.10	Which of the following best describes why your enterprise had no innovation activities during the 2025:		
		Yes	No
3.10.1	A lack of resources prevented us from having innovating. (e.g. lack of finance, qualified personnel, material)	1□	2□
3.10.2	We decided not to innovate due to other reasons than a lack of resources (e.g. strategic reasons; not the right time to innovate; other priorities; risks too high; low expected returns)	1□	2□
3.10.3	We had no innovation activities because there was no need for innovation	1□	2□

3.11	During the three years from 2018 to 2020, did your enterprise try to obtain the following types of funding? If funding was obtained successfully, was this funding used for R&D or other innovation activities?					
		Try to obtain funding			If your enterprise obtained funding, was this partly or fully used for R&D or other innovation activities?	
		Yes, successfully obtained some funding of this type	Tried, but not successful	No	Yes	No
3.11.1	Equity finance (finance provided in exchange for a share in the ownership of the enterprise)	1□	2□	3□	4□	5□
3.11.2	Debt finance (finance that the enterprise must repay)	1□	2□	3□	4□	5□

3.12	During 2025, did your enterprise receive any public financial support for innovation activities from the following levels of government? Include financial support via tax credits or deductions, grants, subsidized loans, and loan guarantees. Exclude research and other innovation activities conducted entirely for the public sector under contract.				
		If your enterprise received financial support in 2025: was part of this used for R&D or other innovation activities in 2025?			
		Yes	No	Yes	No
3.12.1	Local or regional authorities*	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.12.2	National government*	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.12.3	Financial support from a European Union institution*	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.12.4	From other financial institution*	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>

* Include financial support via grants, subsidised loans, and loan guarantees. Exclude financing of activities under contract by the public sector. The public sector includes government owned organisations such as local, regional and national administrations and agencies, schools, hospitals, and government providers of services such as security, transport, housing, energy, etc.

3.13	During 2025, did your enterprise use tax incentives or allowances for the following purposes?		
		Yes	No
3.13.1	Tax credits or allowances for R&D or other innovation activities	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.13.2	Tax credits or allowances for all other types of activities	1 <input type="checkbox"/>	2 <input type="checkbox"/>

3.14	During 2025, did your enterprise co-operate* with other enterprises or organisations?		
		Yes	No
3.14.1	On R&D	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.14.2	On other innovation activities (excluding R&D)	1 <input type="checkbox"/>	2 <input type="checkbox"/>
3.14.3	On any other business activities	1 <input type="checkbox"/>	2 <input type="checkbox"/>
Note: If 'yes' to either option 3.14.1 or 3.14.2, go to question 3.15, otherwise go to question 3.16			

* Co-operation is active participation with other enterprises or organisations. Partners do not need to commercially benefit. Exclude pure contracting out of work with no active co-operation.

3.15	Please indicate the type of innovation co-operation partner by location			
	Type of co-operation partner	Georgia	EU* or EFTA** or United Kingdom	All other countries
3.15.1	Private business enterprises outside your enterprise group of which:			
3.15.2	Consultants, commercial labs, or private research institutes	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.3	Suppliers of equipment, materials, components or software	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.4	Enterprises that are your clients or customers	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.5	Enterprises that are your competitors	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.6	Other enterprises	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>

3.15.7	Enterprises within your enterprise group	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.8	Universities or other higher education institutions	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.9	Government or public research institutes	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.15.10	Clients or customers from the public sector***	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.13.11	Non-profit organisations	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
<p>*-The Member States of the European Union (EU) are: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Italy, Ireland, Latvia, Lithuania, Luxembourg, Malta, the Netherlands, Poland, Portugal, Romania, Slovenia, Slovakia, Spain, Sweden. **-Iceland, Liechtenstein, Norway, Switzerland. ***-The public sector includes government owned organisations such as local, regional and national administrations and agencies, schools, hospitals, and government providers of services such as security, transport, housing, energy, etc.</p>				

Innovations with environmental benefits				
<p>An innovation with environmental benefits is a new or improved product (good or service) or business process that that creates environmental benefits.</p> <ul style="list-style-type: none"> • The environmental benefits can be the primary objective of the innovation or a by-product of other objectives. • The environmental benefits of an innovation can occur during the production of a good or service, or during its consumption or use by the end user of a product. The end user can be an individual, another enterprise, the Government, etc. 				
3.16	During 2025, did your enterprise introduce innovations with any of the following environmental benefits, and, if yes, was their contribution to environmental protection rather significant or insignificant?			
Environmental benefits obtained within your enterprise		Yes, significant	Yes, but insignificant	No
3.16.1	Reduced material or water use per unit of output	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.2	Reduced energy use or CO2 'footprint' (i.e., reduced total CO2 emission)	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.3	Reduced soil, noise, water or air pollution	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.4	Replaced a share of materials with less polluting or hazardous substitutes	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.5	Replaced a share of fossil energy with renewable energy sources	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.6	Recycled waste, water, or materials for own use or sale	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
Environmental benefits obtained during the consumption or use of a good or service by the end user		Yes, significant	Yes, but insignificant	No
3.16.7	Reduced energy use or CO2 'footprint'	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.8	Reduced air, water, soil or noise pollution	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.9	Facilitated recycling of product after use	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
3.16.10	Extended product life through longer-lasting, more durable products	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>
Note: If no to all options, go to section 4, otherwise go to question 3.17				

3.17		How important were the following factors in driving your enterprise's decisions to introduce innovations with environmental benefits?			
		Degree of importance			
		High	Medium	Low	Not relevant
3.17.1	Existing environmental regulations	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.2	Existing environmental taxes, charges or fees	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.3	Environmental regulations or taxes expected in the future	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.4	Government grants, subsidies or other financial incentives for environmental innovations	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.5	Current or expected market demand for environmental innovations	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.6	Improving your enterprise's reputation	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.7	Voluntary actions or initiatives for environmental good practice within your sector	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.8	High cost of energy, water or materials	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>
3.17.9	Need to meet requirements for public procurement contracts	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>

4. Basic information on your enterprise		
		The average number of persons employed, persons
4.1	What was the average number of persons employed* by your enterprise in 2025?	

* Total number of persons (headcount) who work in the enterprise (inclusive of working proprietors, partners working regularly in the unit and unpaid family workers), as well as persons who work outside the enterprise's premises and are paid by it (e.g. sales representatives, delivery personnel, repair and maintenance teams). It excludes manpower supplied to the enterprise by other enterprises, persons carrying out repair and maintenance work in the enterprise on behalf of other enterprises, as well as employed persons on compulsory military service or long-term leave.

4.2	Approximately what percentage of the persons employed in your enterprise in 2020 had a tertiary degree? (Tick only one)	
	0%	1 <input type="checkbox"/>
	1-5%	2 <input type="checkbox"/>
	5-10%	3 <input type="checkbox"/>
	10-25%	4 <input type="checkbox"/>
	25-50%	5 <input type="checkbox"/>

50-75%	6 <input type="checkbox"/>
75% and more	7 <input type="checkbox"/>

		Turnover, GEL
4.3	What was your enterprise's total turnover in 2025?	

4.4	Approximately, what was the percentage of turnover in 2025 from	
4.4.1	Customers located in Georgia	_____ %
4.4.2	Customers located in other EU* and EFTA** countries	_____ %
4.4.3	Customers located in countries not included above	_____ %
	Total	100%

4.5	How much did your enterprise spend in 2025 on the following items?		
		Total expenditure in 2025	
		Please estimate if you lack precise accounting data	Please tick, if there were no such expenditures in 2025
4.5.1	Acquisition of machinery, equipment, buildings and other tangible assets	_____ Gel	1 <input type="checkbox"/>
4.5.2	Marketing, brand building, advertising (include in-house costs and purchased services)	_____ Gel	1 <input type="checkbox"/>
4.5.3	Training own staff (include all in-house costs including wages and salaries of staff while being trained, and costs of purchased services from others)	_____ Gel	1 <input type="checkbox"/>
4.5.4	Product design (include in-house costs and purchased services)	_____ Gel	1 <input type="checkbox"/>
4.5.5	Software development, database work and data analysis (include in-house costs and purchased services)	_____ Gel	1 <input type="checkbox"/>
4.5.6	Registering, filing and monitoring own Intellectual Property Rights (IPRs) and purchasing or licensing IPRs from others	_____ Gel	1 <input type="checkbox"/>

Note: Answer questions 4.6 to 4.8 only if your enterprise is part of an enterprise group

A group consists of two or more legally defined enterprises under common ownership. Each enterprise in the group can serve different markets, as with national or regional subsidiaries, or serve different product markets. The head office is also part of an enterprise group.

4.6	In 2025, was your enterprise part of...		
		Yes	No
4.6.1	an enterprise group with the head office located in Georgia	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.6.2	If yes: Are all of the enterprises of that group located in Georgia?	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.6.3	an enterprise group with the head office located abroad	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.6.4	If yes: Country in which head office is located		

* Technical knowledge includes all knowledge needed to solve technical problems in the production process;

4.7	During 2025, did your enterprise engage in any of the following activities with one or more enterprises of your enterprise group? (Tick all that apply)		
		Yes, other enterprise in Georgia	Yes, other enterprise abroad
			No
	Inflows from other enterprises in your group:		
4.7.1	Receiving technical knowledge*	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.7.2	Receiving financial resources	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.7.3	Receiving personnel	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.7.4	In-sourcing of business activities	1 <input type="checkbox"/>	2 <input type="checkbox"/>
	Outflows to other enterprises in your group:		
4.7.5	Transferring technical knowledge*	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.7.6	Transferring financial resources	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.7.7	Transferring personnel	1 <input type="checkbox"/>	2 <input type="checkbox"/>
4.7.8	Out-sourcing of business activities	1 <input type="checkbox"/>	2 <input type="checkbox"/>

it excludes all general knowledge not specifically needed to solve particular technical problems.

5.1	Name and surname of the respondent	
5.2	Phone number of the respondent	

5.3	Time spent filling out the questionnaire	Hours ...	Minutes ...
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Thank you for your cooperation!