

# Start-up Initiative

Fields marked with \* are mandatory.

## Introduction

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**Please read the introductory page, where you will also find the glossary, before you complete the questionnaire.**

[Link to the introductory page](#)

## 1 - About you/respondent identification

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**\* 1.1 - Are you replying as/on behalf of:**

- A citizen
- A potential entrepreneur
- A company
- An incubator/accelerator programme
- A business support provider (public or private)
- A European business organization
- A national business organization
- A trade union
- A national authority
- A regional/local authority
- Financial institution/Finance provider
- Academia/Entrepreneurship research centres
- Research institution
- Other

**\* Please specify.**

*Text of 1 to 200 characters will be accepted*

**\* 1.1 a - When was your company established?**

- I have an intention to establish a company in the near future

- 2016
- 2015
- 2014
- 2013
- 2012
- 2011
- 2010
- 2009
- 2008
- 2007
- 2006
- 2005
- Before 2005

**\* 1.1 b - How many employees work full-and part-time in your company (excluding the owner)?**

- My company does not have employees
- Less than 5 employees
- 5-9 employees
- 10-49 employees
- 50-249 employees
- over 249 employees

**\* 1.1 c - What is the sector of activity of your company?**

- Agriculture, forestry and fishing
- Mining and quarrying
- Manufacturing
- Electricity, gas, steam and air conditioning supply
- Construction
- Wholesale and retail trade
- Repair of motor vehicles and motorcycles
- Transportation and storage
- Accommodation and food service activities
- Information and communication
- Financial and insurance activities
- Real estate activities
- Professional, scientific and technical activities
- Administrative and support service activities
- Education
- Human health and social work activities
- Arts, entertainment and recreation
- Other service activities
- Other

**\* Please specify.**

*Text of 1 to 200 characters will be accepted*

**\* 1.1 d - How was your company established? Please select the option that best describes the way your company was created.**

- A new, independent business created by a single person or a team of people
- A new business, branch or subsidiary owned by an existing business
- The purchase of an existing business
- A business inherited from someone else
- The purchase of a franchise
- Social enterprise
- An organization designed for social and charitable objective and legally established as a "not-for profit"
- Other
- I do not know/ N/A

**\* Please specify**

*Text of 1 to 200 characters will be accepted*

**\* 1.1 e - What is the type of your company or the one you intend to establish in the near future?**

- Private limited liability
- Public limited liability
- Cooperation
- Partnership
- Sole trader
- Other

**\* Please specify.**

*Text of 1 to 200 characters will be accepted*

**\* 1.1 f - In which country is your company headquartered?**

- In my country of origin (one of EU Member States)
- In another EU Member State

- Outside the EU
- I do not know/ N/A

**\* Please specify the country**

*Text of 1 to 200 characters will be accepted*

**\* Why did you choose this particular country to establish the headquarter of your company?  
What elements did you take into account when taking such a decision?**

*Text of 1 to 1000 characters will be accepted*

**\* 1.2 - Are you registered on the Transparency Register?**

- Yes
- No

**\* 1.3 - Please provide your name/the name of the company/organization/authority.**

*Text of 1 to 200 characters will be accepted*

**\* 1.4 - Please provide your e-mail address.**

*Text of 1 to 200 characters will be accepted*

**\* 1.5 - Your country**

- Austria
- Belgium
- Bulgaria
- Cyprus
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece

- Hungary
- Ireland
- Italy
- Croatia
- Latvia
- Lithuania
- Luxembourg
- Malta
- Netherlands
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden
- United Kingdom
- Non-EU country

**\* 1.5 a - What country?**

*Text of 1 to 200 characters will be accepted*

**\* 1.6 - Received contributions may be published on the Commission's website**, with the identity of the contributor. Please state your preference with regard to the publication of your contribution (please note that regardless the option chosen, your contribution may be subject to a request for access to documents under Regulation 1049/2001 on public access to European Parliament, Council and Commission documents. In this case the request will be assessed against the conditions set out in the Regulation and in accordance with applicable data protection rules):

- My contribution may be published under the name indicated**; I declare that none of it is subject to copyright restrictions that prevent publication.
- My contribution may be published but should be kept anonymous**; I declare that none of it is subject to copyright restrictions that prevent publication.
- I do not agree that my contribution will be published at all.**

## 2 - Boosting entrepreneurial attitudes and skills - stand-up phase

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**2.1 - In your view, how important are the following policies/actions to support potential entrepreneurs in Europe? Please rank each option below from 1 being the least important to 5 being the most important.**

|  | 1 | 2 | 3 | 4 | 5 | I do not know/<br>N/A |
|--|---|---|---|---|---|-----------------------|
|  |   |   |   |   |   |                       |

|  |                       |                       |                       |                       |                       |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Introducing entrepreneurship education in all levels of formal education (from primary and secondary school to vocational education and university) | <input type="radio"/> |
| *Providing local support and advice structures to encourage entrepreneurial activities   | <input type="radio"/> |
| *Encouraging higher education institutions to establish programmes and services to support entrepreneurship  | <input type="radio"/> |
| *Introducing 'in company' training in initial vocational education (apprenticeships)   | <input type="radio"/> |
| *Promoting dedicated digital entrepreneurship programmes, including digital economy business models  | <input type="radio"/> |
| *Developing digital learning materials, courses or apps to teach entrepreneurship, including a 'lean start-up' methodology                           | <input type="radio"/> |
| *Organising regular competitions for new business ideas at regional/national/EU level  | <input type="radio"/> |
| *Organising regular Europe-wide events to promote entrepreneurship   | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 1000 characters will be accepted*

**\* 2.2 - In your experience, what else could be done to encourage entrepreneurial attitudes and support those who would like to become entrepreneurs in Europe?**

*Text of 1 to 1000 characters will be accepted*

**2.3 - If you have any additional comments/observations/additions relating to any question of the section on Boosting entrepreneurial attitudes and skills - stand-up phase, please provide them below.**

*Text of 1 to 1000 characters will be accepted*

### 3 - Creation of a company - start-up phase

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**\* 3.1 - Are you facing/did you face any obstacles to set up your company?**

- Yes
- No
- I do not know/ N/A

**\* 3.1 a - What were the main obstacles that you encountered when establishing your company? How did you manage to overcome them?**

*Text of 1 to 1000 characters will be accepted*

**3.2 - In your experience, to what extent is each of the following an obstacle to start a company? Please rank each option below from 1 being a minor obstacle to 5 being a major obstacle.**

|  | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>*Resources required to navigate overall regulatory complexity</b> | <input type="radio"/> |
| <b>*Registration cost</b>  | <input type="radio"/> |
|  |                       |                       |                       |                       |                       |                       |

|  |                       |                       |                       |                       |                       |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Registration time   | <input type="radio"/> |
| *Minimum legal capital requirements                                  | <input type="radio"/> |
| *Legal and/or notary fees  | <input type="radio"/> |
| *The number of operational permits and licences needed               | <input type="radio"/> |
| *Time to obtain operational licences and/or permits                  | <input type="radio"/> |
| *Costs of obtaining operational licences and/or permits              | <input type="radio"/> |
| *Lack of single entry point (one-stop-shop) for start-up procedures  | <input type="radio"/> |
| *Lack of e-governance for administrative procedures                  | <input type="radio"/> |
| *Tax compliance costs (filing and paying taxes)                      | <input type="radio"/> |
| *Rules and cost of hiring workers                                    | <input type="radio"/> |
| *Proceedings for contract enforcement                                | <input type="radio"/> |
| *Cost to access industrial and/or intellectual property rights       | <input type="radio"/> |
| *Procedures to access industrial and/or intellectual property rights | <input type="radio"/> |
| *Unpredictable and instable legal framework                          | <input type="radio"/> |
| *Access to finance   | <input type="radio"/> |

**Others, please specify.**

*Text of 1 to 200 characters will be accepted*

**\* 3.3 - Is there any specific action at EU level needed to facilitate the creation of a company?**

*Text of 1 to 1000 characters will be accepted*

**3.4 - In your experience, what sources of funding are mostly used to start a company (initial capital)? Please rate each option below from 1 being used least often to 5 being used more often.**

|                                 | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/ N/A    |
|---------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Own savings                    | <input type="radio"/> |
| *Family and friends             | <input type="radio"/> |
| *Micro-loans                    | <input type="radio"/> |
| *Bank loans                     | <input type="radio"/> |
| *Public (national) grants       | <input type="radio"/> |
| *European grants                | <input type="radio"/> |
| *Funds from business incubators | <input type="radio"/> |
| *Innovation vouchers            | <input type="radio"/> |
| *Business angels                | <input type="radio"/> |
| *Venture capital                | <input type="radio"/> |
| *Peer-to-peer lending           | <input type="radio"/> |
| *Family offices                 | <input type="radio"/> |
| *Crowd-funding                  | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**3.5 - In your experience, how important are the following policies/support measures for start-ups? Please rate each option below from 1 being the least important to 5 being the most important.**

|  | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Encouraging all EU Member States to create national Startup Manifestos consistent with the EU Startup Manifesto   | <input type="radio"/> |
| *Supporting the creation of incubation centres, accelerator programmes and co-working spaces for start-up projects   | <input type="radio"/> |
| *Connecting incubation centres, accelerator programmes and co-working spaces across the EU   | <input type="radio"/> |
| *Establishing exchange schemes between incubators/ accelerators across the EU  | <input type="radio"/> |
| *Creating and connecting networks of alumni/experts (tech/engineering) to help assessing the viability of start-up business ideas                          | <input type="radio"/> |
| *Enabling links between source of knowledge (tech/engineering centres) and source of finance to facilitate access to finance for viable start-up projects  | <input type="radio"/> |
| *Establishing matchmaking platforms for exchange of ideas and information on cooperation possibilities between start-ups, medium sized and large companies | <input type="radio"/> |
| *Helping to secure intellectual property (IP) in the early stages of a company   | <input type="radio"/> |
| *Providing training/advisory/mentoring services to young start-ups to prevent early failures   | <input type="radio"/> |
| *Creating a European Network for Early Warning and Support to Second Starters to ensure cooperation and best practices sharing across the EU               | <input type="radio"/> |
|  |                       |                       |                       |                       |                       |                       |

|  |                       |                       |                       |                       |                       |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Promoting exchanges between new and experienced entrepreneurs (such as Erasmus for Young Entrepreneurs) within the EU | <input type="radio"/> |
| *Promoting exchange schemes between new and experienced entrepreneurs with non-EU countries                            | <input type="radio"/> |
| *Promoting schemes to attract talented entrepreneurs from third countries, e.g. start-up visa schemes                  | <input type="radio"/> |
| *Ensuring better cohesion and transparency of the available support schemes at EU level                                | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**\*3.6 - In your view, what else could be done at EU level to foster the creation and survival of start-ups in the EU?**

*Text of 1 to 1000 characters will be accepted*

**3.7 - In your experience, to what extent is each of the following important to boost innovation? Please rate each option below from 1 being the least important to 5 being the most important.**

|   | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Supporting universities in establishing services to promote entrepreneurship (internship schemes with businesses, business-creation trainings, organising access to business incubation, etc.) | <input type="radio"/> |
|   |                       |                       |                       |                       |                       |                       |

|  |                       |                       |                       |                       |                       |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Promoting innovation through a European award for young innovators  | <input type="radio"/> |
| *Providing support from public sources to incubators, university R&D and technology transfer programmes to increase their capacity to boost innovative solutions | <input type="radio"/> |
| *Promoting the 'outsourcing' of R&D, e.g. through tax incentives related to outsourced R&D expenses  | <input type="radio"/> |
| *Promoting partnerships between start-ups and medium sized companies to facilitate access to innovation  | <input type="radio"/> |
| *Establishing and supporting long term partnerships of business, research and higher education institutions to strengthen EU innovation capacity                 | <input type="radio"/> |
| *Supporting ad hoc partnerships of business, research and higher education to implement specific projects  | <input type="radio"/> |
| *Supporting access to innovation and value chains, e.g. through clusters   | <input type="radio"/> |
| *Connecting European research and innovation centres with similar ones outside the EU to support European researchers and entrepreneurs globally                 | <input type="radio"/> |
| *Promoting schemes to attract innovators from non-EU countries   | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**3.8 - If you have any additional comments/observations/additions relating to any question of the section on Creation of a company - start-up phase, please provide them below.**

*Text of 1 to 1000 characters will be accepted*

## 4 - Expansion of a company - scale-up phase

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**\* 4.1 - Do you envisage expanding/did you expand your company cross-border?**

- Yes
- No
- I do not know/ N/A

**\* 4.1 a - To what geographical area did you expand your company?**

- Within the EU
- Outside the EU

**\* Please specify the country.**

*Text of 1 to 200 characters will be accepted*

**\* 4.1 b - How difficult was it to expand your company?**

- It was as difficult as I expected
- It was much more difficult than I expected
- It was slightly more difficult than I expected
- It was not as difficult as I expected
- It was much less difficult than I expected
- I do not know/ N/A

**\* 4.1 c - In what way have you expanded your company? Please select the answer that best describes the way you expanded your company.**

- Establishing a joint-venture with a foreign partner
- Setting up a subsidiary
- Setting up a branch
- Registering a private limited company
- Establishing a partnership with a local company
- I do not know/ N/A
- Other

**\* Please specify.**

Text of 1 to 200 characters will be accepted

**4.2 - In your experience, to what extent is each of the following an obstacle to expand (scale-up) a company within the EU? Please rate each option below from 1 being a minor obstacle to 5 being a major obstacle.**

|   | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Uncertainty about regulatory requirements to start operations          | <input type="radio"/> |
| *Costs to start operation (translations, registration fees, legal fees) | <input type="radio"/> |
| *Uncertainty about regulatory environment for daily operations          | <input type="radio"/> |
| *Cost of complying with different tax regulations other than VAT        | <input type="radio"/> |
| *Cost of complying with different VAT regulations                       | <input type="radio"/> |
| *Understanding and complying with employment law                        | <input type="radio"/> |
| *Understanding and complying with contract and marketing law            | <input type="radio"/> |
| *Complying with technical regulations                                   | <input type="radio"/> |
| *Complying/adapting your service/product to mandatory standards         | <input type="radio"/> |
| *Complying/adapting to voluntary standards                              | <input type="radio"/> |
| *Securing intellectual property rights                                  | <input type="radio"/> |
| *Enforcing intellectual property rights                                 | <input type="radio"/> |
| *Finding workers with the right set of skills                           | <input type="radio"/> |

|   |                       |                       |                       |                       |                       |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Recruiting local employees                         | <input type="radio"/> |
| *Attracting best talent                             | <input type="radio"/> |
| *Finding business partners                          | <input type="radio"/> |
| *Adapting your product/service to local preferences | <input type="radio"/> |
| *Finding new markets/distribution channels          | <input type="radio"/> |
| *Securing financing for expansion                   | <input type="radio"/> |
| *Accessing entrepreneurial ecosystems               | <input type="radio"/> |
| *Risk of corruption and fraud                       | <input type="radio"/> |
| *Language barrier                                   | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**4.3 - In your experience, to what extent is each of the following an obstacle to expand (scale-up) a company outside the EU? Please rate each option below from 1 being a minor obstacle to 5 being a major obstacle.**

|   | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Uncertainty about regulatory requirements to start operations          | <input type="radio"/> |
| *Costs to start operation (translations, registration fees, legal fees) | <input type="radio"/> |
| *Uncertainty about regulatory environment for daily operations          | <input type="radio"/> |
| *Cost of complying with different tax regulations other than VAT        | <input type="radio"/> |
|   |                       |                       |                       |                       |                       |                       |

|   |                       |                       |                       |                       |                       |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Cost of complying with different VAT regulations               | <input type="radio"/> |
| *Understanding and complying with employment law                | <input type="radio"/> |
| *Understanding and complying with contract and marketing law    | <input type="radio"/> |
| *Complying with technical regulations                           | <input type="radio"/> |
| *Complying/adapting your service/product to mandatory standards | <input type="radio"/> |
| *Complying/adapting to voluntary standards                      | <input type="radio"/> |
| *Securing intellectual property rights                          | <input type="radio"/> |
| *Enforcing intellectual property rights                         | <input type="radio"/> |
| *Finding workers with the right set of skills                   | <input type="radio"/> |
| *Recruiting local employees                                     | <input type="radio"/> |
| *Attracting best talent   | <input type="radio"/> |
| *Finding business partners                                      | <input type="radio"/> |
| *Adapting your product/service to local preferences             | <input type="radio"/> |
| *Finding new markets/distribution channels                      | <input type="radio"/> |
| *Securing financing for expansion                               | <input type="radio"/> |
| *Accessing entrepreneurial ecosystems                           | <input type="radio"/> |
| *Risk of corruption and fraud                                   | <input type="radio"/> |
| *Language barrier   | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**\* 4.4 How did you overcome the obstacles related to the expansion (scaling-up) of your company? What else could be done to make it easier at EU level?**

*Text of 1 to 1000 characters will be accepted*

**4.5 - In your experience, what kind of funding source(s) are mostly used for financing the expansion (scaling-up) of a company? Please rate each option below from 1 being the least used to 5 being the most used.**

|   | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Credit line, bank overdraft or credit cards overdraft                    | <input type="radio"/> |
| *Grants or subsidised bank loan   | <input type="radio"/> |
| *Bank loan (excluding subsidised bank loans, overdrafts and credit lines) | <input type="radio"/> |
| *Trade credit   | <input type="radio"/> |
| *Leasing or hire-purchase   | <input type="radio"/> |
| *Debt securities issued   | <input type="radio"/> |
| *Equity capital, including venture capital or business angels             | <input type="radio"/> |
| *Factoring  | <input type="radio"/> |
| *Retained earnings or sale of assets (internal funds)                     | <input type="radio"/> |
| *Subordinated debt instruments  | <input type="radio"/> |
| *Participating loans  | <input type="radio"/> |
| *Peer-to-peer lending   | <input type="radio"/> |
| *Crowdfunding   | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**4.6 - In your experience, how important are the following policies and support measures for the expansion (scaling-up) of a company? Please rate each option below from 1 being the least important to 5 being the most important.**

|   | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Developing tailor-made support measures for rapidly growing scale-ups, e.g. mentoring on how to manage change        | <input type="radio"/> |
| *Creating network of regional support centres for scale-ups   | <input type="radio"/> |
| *Providing financial support for the acquisition of capacity-boosting services from both public and private providers | <input type="radio"/> |
| *Supporting the uptake of resource efficient solutions to reduce production costs                                     | <input type="radio"/> |
| *Developing intellectual property (IP) valuation models to better assess the value of intangible assets               | <input type="radio"/> |
| *Facilitating links between large corporations and start-ups to unleash the scale-up potential through collaboration  | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**\*4.7 - In your experience, is there a need for ecosystem-level policies for start-ups and scale-ups?**

- Yes
- No
- I do not know/ N/A

**4.7 a - In your experience, what type of ecosystem-level policies would you consider the most useful for start-ups and scale-ups? Please rate each option below from 1 being the least useful to 5 being the most useful.**

|  | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Supporting the creation of local/regional/national entrepreneurial ecosystems   | <input type="radio"/> |
| *Integrating entrepreneurial ecosystems with the Smart Specialisation Strategy   | <input type="radio"/> |
| *Creating EU networks of investors, entrepreneurs, universities, accelerators and co-working spaces to increase synergies and facilitate access to venture capital, new markets, talents and skilled employees | <input type="radio"/> |
| *Connecting start-up ecosystems across the EU  | <input type="radio"/> |
| *Creating European centres outside the EU to promote EU start-ups  | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**\*4.7 b - What else should be done at EU level to strengthen ecosystem level policies?**

*Text of 1 to 1000 characters will be accepted*

**4.8 - If you have any additional comments/observations/additions relating to any question of the section on Expansion of a company - scale-up phase, please provide them below.**

*Text of 1 to 1000 characters will be accepted*

## 5 - Capital replacement - "exit" opportunities/strategies

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**\* 5.1 - In your view, what measures could enhance the exit opportunities for companies in the growth/expansions phases?**

*Text of 1 to 1000 characters will be accepted*

**\* 5.2 - In your view, what would need to be considered in terms of support schemes to help entrepreneurs carrying out a valuation of their company in preparation for exit?**

*Text of 1 to 1000 characters will be accepted*

**\* 5.3 - In your view, what measures could enhance the exit opportunities for venture capital investors?**

*Text of 1 to 1000 characters will be accepted*

**5.4 - If you have any additional comments/observations/additions relating to any question of the section on Capital replacement - exit opportunities/strategies, please provide them below**

*Text of 1 to 1000 characters will be accepted*

## 6 - Definitions

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**6.1 - In your view, what are the main features of a start-up? Please rate each option below from 1 being the least important to 5 being the most important.**

|  | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/ N/A    |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Being newly created                             | <input type="radio"/> |
| *Being young (less than 5 years) and independent | <input type="radio"/> |
| *Testing new business ideas                      | <input type="radio"/> |
| *Searching for scalable business model           | <input type="radio"/> |
| *Being strongly growth oriented                  | <input type="radio"/> |
| *Focusing on technology development              | <input type="radio"/> |
| *Focusing on innovation development              | <input type="radio"/> |
| *Being born global                               | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**\*6.2 - In your view, is it important to have an agreed EU-wide definition of a start-up?**

- Very important
- Important
- Not very important
- Not important at all
- I do not know/ N/A

**6.2 a - How would you assess the following options for a working definition of a start-up?**

|   | Very useful           | Useful                | Not very useful       | Not useful at all     | I do not know/ N/A    |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *A start-up is an unlisted, small enterprise up to 5 years following its registration, which has not yet distributed profits and has not been formed through a merger (EC - state aid definition) | <input type="radio"/> |
| *A start-up is a growth-oriented small enterprise, up to 5 years old, searching for a scalable business model or innovative product/service, and open for alternative financing                   | <input type="radio"/> |
| *A start-up is a temporary organization designed to search for a repeatable and scalable business model (Steve Blank)   | <input type="radio"/> |

**If none of the proposed options of a start-up definition is in your view pertinent, please provide your own suggestions.**

*Text of 1 to 500 characters will be accepted*

**6.3 - In your view, what are the main features of a scale-up? Please rate each option below from 1 being the least important to 5 being the most important.**

|  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|
|  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|

|  | 1                     | 2                     | 3                     | 4                     | 5                     | I do not know/<br>N/A |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *Focused on rapid growth in terms of turnover  | <input type="radio"/> |
| *Focused on rapid growth in terms of employment  | <input type="radio"/> |
| *Already attracted finance from third parties  | <input type="radio"/> |
| *Focused on attracting more rounds of equity funding from third parties to finance expansion | <input type="radio"/> |
| *Focused on technology development   | <input type="radio"/> |
| *Focused on innovation development   | <input type="radio"/> |
| *Having already gained a significant market share  | <input type="radio"/> |
| *Seeking further expansion to foreign markets  | <input type="radio"/> |
| *Being born global   | <input type="radio"/> |
| *Looking for a fast capital replacement - 'exit'   | <input type="radio"/> |

**Other, please specify.**

*Text of 1 to 200 characters will be accepted*

**\* 6.4 - In your view, is it important to have an agreed EU-wide definition of a scale-up?**

- Very important
- Important
- Not very important
- Not important at all
- I do not know/ N/A

**6.4 a - How would you assess the following options of a working definition of a scale-up?**

|  |  |  |  |
|--|--|--|--|
|  |  |  |  |
|--|--|--|--|

|   | Very useful           | Useful                | Not very useful       | Not useful at all     | I do not know / N/A   |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| *A scale-up is a growth-oriented company that has already tested a scalable business model, gained market position and seeks investment to finance expansion  | <input type="radio"/> |
| *A scale-up is an enterprise with the average annualised growth in turnover or employees greater than 20% per annum over a three year period with the more than 10 employees at the beginning of the observation period (OECD definition) | <input type="radio"/> |

**If none of the proposed options of a scale-up definition is in your view pertinent, please provide your own suggestions.**

*Text of 1 to 500 characters will be accepted*

**6.5 - If you have any additional comments/observations/additions relating to any question of the section on Definitions of a start-up and scale-up , please provide them below.**

*Text of 1 to 1000 characters will be accepted*