

BLOCK 1: INNOVATION WORK STRATEGY

1. Does your company have an innovation strategy and/or innovation development plan?

- a. Yes
- b. No

2. Does your company's strategy have a dedicated section on innovation development? (if question 1 "a")

- a. Yes
- b. No

3. Please name the goals/KPIs included in your company's innovation strategy (if you publicly declare your company's innovation strategy, please provide a link):

- a. Yes
- b. No

4. Does your company's middle management KPIs include indicators of company innovation development?

- a. Yes, declared formally
- b. Yes, but not declared
- c. No

5. Please provide examples of innovative KPIs. What percentage of employees have them? (if question 4 "a" or "b")

- a. _____

6. What percentage of employees are involved in the company's innovation processes (%)?

- a. _____

7. What is the amount of expenditure on innovations (innovation programs, projects, internal developments, etc.) per year as a percentage of the company's total expenditure:

- a. _____

BLOCK 2: OPERATING MODEL FOR INNOVATION WORK

8. Does your company have an innovation center/hub?

- a. Yes, we have a separate structure for working with innovations
- b. No, but we have a team performing the functions of an innovation center
- c. We do not have innovation centers and teams in the company

9. What is the involvement of top management in the company's innovation activities? (multiple choice)

- a. Conducting reporting meetings and working groups on innovations
- b. Participating in project expertise within accelerators and startup selection programs
- c. Approval of the innovation strategy
- d. Top management does not directly participate
- e. Other ____ (please specify)

10. Does your company operate on an open innovation model?

- a. Yes
- b. The company operates on a mixed innovation model (engages with external partners/startups and develops its own innovative solutions)
- c. No, the company focuses on internal innovation projects

11. What corporate innovation tools are used in your company? (multiple choice)

- a. External Accelerator

Collaboration with an external accelerator or a program for piloting and integrating solutions from external startups, which allows you to test a product and technology in the company in several months.

- b. Internal Accelerator

Developing internal entrepreneurship through employees products creation

- c. Joint Experimentation/Piloting Center

A collaborative format for testing technologies or solutions (two organizations or more).

d. External Incubator

An environment for the development of startup projects through improvement of the product and core technology.

e. Internal Incubator

Similar to the external incubator but for internal projects.

f. R&D Center / Internal Developments

A company department that deals with research and development of innovative products, technologies, and processes.

g. Innovative Competencies Training for Employees

Programs for retraining or upgrading employees' qualifications in the company.

h. Venture Studio

Companies or divisions created within corporations for the development of startups (from idea to sale (or) development).

i. Corporate Venture Fund

Investing in startup projects for sale to make a profit.

j. Structural Partnership or Joint Venture

A form of joint activity in which participants have rights to net assets.

k. Hackathon

An event where teams compete to create the best solution to a problem or set of problems of tasks.

l. Scouting (Technology Search)

Searching for innovative technologies to implement in corporations.

m. Other _____ (please specify the name, essence, and mechanics of operation).

12. What stage of development does your company most often work with?

a. TRL 1-4: Formation, technology assessment, testing

b. TRL 5-7: Development/Preproduction

c. TRL 8-9 - Repetitive Manufacturing

d. The company does not work with external projects and startups

13. Please, name the number of pilot projects launched with intra-corporate startups in 2023 (if not, specify "0")

a. _____

14. Please, name the number of pilot projects launched with external innovative startups in 2023 (if not, specify "0")

a. _____

15. Please, name the number of pilot projects with intra-corporate startups that have been converted to scaling, implementation in 2023 (if not, specify "0")

a. _____

16. Please, name the number of pilot projects with external innovative startups that have been converted to scaling, implementation in 2023 (if not, specify "0")

a. _____

17. Did your company launch acceleration programs in 2023?

a. Yes

b. No

18. How were acceleration programs organized in 2023? (if question 17 "a")

a. The programs were conducted in-house

b. The programs were conducted by partners (contractors)

c. There were both programs with partners (contractors) and in-house

19. Please, name the partners who conducted the acceleration programs (if question 18 "a" or "b")

a. _____

BLOCK 3: INNOVATION PERFORMANCE INDICATORS

20. How have the financial indicators of the company's innovation activity changed compared to 2022? (if there is no change in the indicator, specify "0")

a. Sales growth in 2023: _____

b. Percentage of optimization of workers' working hours after the introduction of innovations in 2023: _____

c. The ratio of the invested budget to the number of successful innovation projects in 2023: _____

d. The percentage of funding for radical innovations compared to process innovations (modification of existing products or services) in 2023:

e. Other metrics measured in your company (specify the metric and its change by the end of 2023): _____

21. What non-financial metrics of innovation performance are used in the company? How has innovation impacted non-financial metrics in 2023?

a. _____

22. Please, briefly describe the key achievements in your company's innovations in recent years: What has been implemented? How has this affected the company in qualitative/quantitative terms?

a. _____

23. Describe your company's most significant innovation case for 2023: What was the company's goal? What methods (tools) were used? What impact did the innovation have on the company?

BLOCK 4: INNOVATIVE CULTURE

24. Does your company have a system for motivating employees to innovate?

- a. Yes
- b. No

25. What systems of employee motivation for innovation are used in your company? (if question 24 "a")

a. _____

26. Do you have employee education courses/events dedicated to innovative skills?

- a. Yes
- b. No

27. What percentage of employees attended educational courses/events dedicated to innovation in 2023? (if question 26 "a")

28. Does the company have formal and/or informal structures (platforms) where employees can discuss innovative projects and ideas, as well as share their achievements in the field of innovation?

- a. Yes, the company has an innovators club (or equivalent) as a regular discussion platform for employees
- b. Yes, the company has a section on the company's internal portal and/or a digital channel with the opportunity to share your opinion on innovative projects in the company
- c. The company has organized a newsletter, which highlights the results of the company's innovative activities
- d. Other: _____ (please specify)
- e. No, the company does not have formal/informal structures (platforms) for employee related with innovations

BLOCK 5: COOPERATION WITH STARTUPS

29. Do you have resources (sites) in your country that allow you to search for startups for joint projects?

- a. Yes
- b. No
- c. No information

30. Please, specify the resources (sites) that you use to find startups for joint projects (if question 29 "a") a. _____

31. Which technology companies do you most often implement joint projects with?

- a. Startups (revenue up to 3 million \$)
- b. Early companies (revenue from 3 million \$ to 21 million \$)
- c. Developed companies (revenue from 21 million \$ to 43 million \$)

32. What model of engagement do you use for startups?

- a. Startups purchase
- b. Acquisition of technology, product from startups
- c. Investing in startups

33. Do you cooperate with foreign startups?

- a. Yes
- b. No, but we are planning
- c. No and do not plan

34. What startup search channels do you use? (multiple choice)

- a. Internal scouting (in-house)
- b. External scouting (partner/contractor engagement)
- c. International startup registries/showcases
- d. Country-specific start-up registers/showcases
- e. Otherwise, please specify _____

BLOCK 6: EXPORT ACTIVITIES

35. Do you export your products?

- a. Yes
- b. No

36. Why you do not export your products (if question 35 "b", multiple choice):

- a. Lack of information and knowledge about the forms and methods of export activities
- b. Complexity of export procedures
- c. Orientation to the domestic market
- d. The lack of demand for products in foreign markets
- e. High costs at the preparatory stage
- f. The need for certification and/or obtaining permits

37. What is the export share of your company's total sales? (if question 35 "a", please specify %)

a. _____

38. To which countries do you export your products? (if question 35 "a")

a. _____

39. What export methods do you use in your company? (if question 35 "a")

- a. We distribute products through distributors
- b. Localization of production
- c. The company's sales office abroad
- d. Otherwise, please specify _____

40. How is the process of entering foreign markets organized? (if question 35 "a")
- By the our company
 - Through partners in UAE
 - Through partners abroad
 - Otherwise, please specify _____
41. What tools have you used to explore a new market? (multiple choice)
- Conducting market analysis in-house
 - Conducting market analysis through partners (contractors) in the UAE
 - Conducting market analysis through foreign partners (contractors)
 - Using open data/sources
 - Participating in exhibitions
 - Participating in business missions
 - Attracting foreign experts/consultants
 - Attracting experts/consultants from the UAE
 - Otherwise, please specify _____
42. How long did it take to start exporting your products? (if question 35 "a")
- Up to 6 months
 - From 6 months to 1 year
 - 1 year or more
43. What are the benefits of exporting your company's products? (if question 35 "a")
- Expanding Sales Markets
 - Increase Sales
 - Raising the status of the corporation
 - Otherwise, please specify _____

44. Have you used government export support measures?

- a. Yes. Had a positive impact
- b. Yes. Had no impact
- c. No

45. Please, list the support measures that you have used (if question 44 "a" or "b")

a. _____

46. Do you think that government measures to support exports are effective?

- a. Yes
- b. No, measures need to be adjusted

47. Please indicate in your opinion how the export support measures proposed by the government should be adjusted (if question 46 "b")

a. _____

48. What risks do you see in export activities?

- a. Supply chain instability
- b. Variability of legislation and regulations in the country of export
- c. Currency surges
- d. Otherwise, please specify _____
- e. No or insignificant risks impeding export

49. Which countries do you consider the most attractive for exports?

a. _____

50. In your opinion, what high-tech products of the UAE are most in demand in foreign markets?

a. _____

51. Do you consider the Russian market promising for the export of your products?

- a. Yes
- b. No

52. How do you think economic relations the UAE with Russia have changed over the past 2 years?

- a. Relations have changed for the better, there are more opportunities for cooperation
- b. Relations have changed for the worse, opportunities for cooperation have decreased
- c. The relationship remained unchanged

53. Do you plan to cooperate with Russia?

- a. Yes, we are already cooperating and plan to increase sales volumes
- b. Yes, but cooperation has not yet been built
- c. No, the Russian market is not a priority for us