

Appendix 1: The quantification of human capital, structural capital, and relational capital (Continuation).

Relational capital is the normalized value of the average of the following variables:

Variable ID	Question ID	Short description of the question	Variable value
NET1	B08Q01; B11Q10	Economic and innovation-based forms of cooperation, e.g., buyer-supplier network, license, consortium, strategic partnership, membership in a professional organization, franchise, cluster, domestic-foreign higher education institution, chamber, technological park, innovation agency	0.00-0.25-0.50-0.75-1.00 where: 0 – not party to any form of cooperation 1 – party to at least on meaningful form of cooperation
NET2	B08Q03	The sum of the duration of the forms of cooperation listed in the previous question	0.00-0.25-0.50-0.75-1.00 where: 0 – not party to any form of cooperation 1 – 15 years or above
NET3	B08Q04	The sum of the intensity (1-5) weighted average (10-50) of the types of external (10 types) help aiding development	0.00-0.25-0.50-0.75-1.00 where: 0 – there was no external help aiding development 1 – the sum of the intensity (1-5) weighted average of the types of external (10 types) help aiding development is 21 or above
NET4	B05Q15_14; B05Q15_15	Stable long-term supplier, buyer relations and unique strategic partners.	0.00-0.25-0.50-0.75-1.00 where: 0 – not different from competitors 1 – completely unique

Appendix 2: The descriptive statistics of intellectual capital (as the sum of components), human capital, structural capital, and relational capital.

	Complete sample (n=1,243 SME)				Innovating SMEs (n'=456 SME)			
	Intellectual capital	Human capital	Structural capital	Relational capital	Intellectual capital	Human capital	Structural capital	Relational capital
Mean	1.581	0.536	0.588	0.458	1.842	0.585	0.670	0.586
Median	1.587	0.526	0.600	0.438	1.864	0.579	0.700	0.563
Variance	0.211	0.030	0.037	0.049	0.164	0.034	0.027	0.037
Std. Deviation	0.460	0.174	0.193	0.222	0.404	0.183	0.165	0.192
Minimum	0.328	0.105	0.100	0.000	0.718	0.105	0.150	0.125
Maximum	2.797	1.000	1.000	1.000	2.797	1.000	1.000	1.000
Range	2.469	0.895	0.900	1.000	2.079	0.895	0.850	0.875
Skewness	-0.030	0.178	-0.255	0.098	-0.118	-0.019	-0.515	-0.066
Kurtosis	-0.398	-0.433	-0.571	-0.687	-0.435	-0.468	-0.064	-0.674