

Exeter Business Survey

10th December 2015

		Nov 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14
Sales	Up	53	59	60	56	54	61
	Down	11	13	8	16	10	16
	Same	36	28	32	28	36	23
Margins	Up	33	30	29	30	21	36
	Down	16	14	11	14	15	12
	Same	51	56	60	56	64	52
Numbers Employed - Last quarter	Up	25	33	34	36	26	32
	Down	11	5	9	10	13	10
	Same	64	62	57	54	61	58
Numbers Employed - Future	Up	40	33	43	42	35	29
	Down	15	11	2	5	5	2
	Same	45	56	55	53	60	69
What is the number of employees you intend to increase by in the next year?	None	31	48	37	44	50	36
	1	16	11	20	19	7	25
	2	16	9	11	13	14	5
	3	11	16	15	12	15	13
	4	2	2	5	5	1	5
	5+	24	14	12	7	13	16
Investment - Last quarter	Yes	42	55	57	60	56	57
	No	20	19	17	15	20	18
	Ongoing	38	26	26	25	24	25
Investment - Future	Yes	51	61	66	50	57	54
	No	16	19	12	22	26	20
	Ongoing	33	20	22	28	17	26
Confidence	High	27	33	37	18	21	23
	Medium	69	62	63	80	74	72
	Low	4	5	0	2	5	5
Capacity	Full	58	42	46	51	42	51
	Below	42	58	54	49	58	49
Cashflow	Increased	36	37	34	25	35	36
	Decreased	13	19	17	22	17	23
	Constant	51	44	49	53	48	41
Pay freeze	Yes	7	6	9	17	17	10
	No	93	94	89	81	83	90
	Expect to	0	0	2	2	0	0
Shorter week	Yes	2	2	0	3	1	0
	No	98	98	98	97	99	100
	Expect to	0	0	2	0	0	0
EFFECT OF SKILLS SHORTAGE ON BUSINESS			Sep 15	Jun 15	Mar 15	Dec 14	Sep 14
	None	38	47	38	46	50	46
	Moderate	40	44	50	46	43	44
Badly	22	9	12	8	7	10	