

# Exeter Business Survey

15 December 2016

		<b>Dec 16</b>	Sept 16	Jun 16	Mar 16	Dec 15
<b>Sales</b>	Up	<b>51</b>	63	59	62	53
	Down	<b>15</b>	22	22	8	11
	Same	<b>35</b>	15	19	30	36
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<b>Margins</b>	Up	<b>25</b>	30	33	35	33
	Down	<b>15</b>	14	22	11	16
	Same	<b>60</b>	56	45	54	51
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<b>Numbers Employed - Last quarter</b>	Up	<b>31</b>	40	45	33	25
	Down	<b>22</b>	14	10	8	11
	Same	<b>47</b>	46	45	59	64
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<b>Numbers Employed - Future</b>	Up	<b>33</b>	27	44	34	40
	Down	<b>9</b>	6	3	7	15
	Same	<b>58</b>	67	53	59	45
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<b>What is the number of employees you intend to increase by in the next year?</b>	None	<b>35</b>	44	36	42	31
	1	<b>22</b>	16	17	19	16
	2	<b>20</b>	19	27	15	16
	3	<b>7</b>	5	5	8	11
	4	<b>9</b>	6	3	5	2
	5+	<b>7</b>	10	12	11	24
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<b>Investment - Last quarter</b>	Yes	<b>64</b>	63	64	55	42
	No	<b>15</b>	16	10	11	20
	Ongoing	<b>22</b>	21	26	34	38
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<b>Investment - Future</b>	Yes	<b>71</b>	65	55	55	51
	No	<b>11</b>	13	12	13	16
	Ongoing	<b>18</b>	22	33	32	33
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<b>Confidence</b>	High	<b>27</b>	32	27	25	27
	Medium	<b>64</b>	62	66	73	69
	Low	<b>9</b>	6	7	2	4
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<b>Capacity</b>	Full	<b>49</b>	43	43	44	58
	Below	<b>51</b>	57	57	56	42
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<b>Cashflow</b>	Increased	<b>31</b>	37	40	35	36
	Decreased	<b>20</b>	28	19	10	13
	Constant	<b>49</b>	35	41	55	51
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<b>Pay freeze</b>	Yes	<b>9</b>	13	14	8	7
	No	<b>89</b>	84	84	91	93
	Expect to	<b>2</b>	3	2	1	0
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<b>Shorter week</b>	Yes	<b>4</b>	5	2	3	2
	No	<b>96</b>	95	98	97	98
	Expect to	<b>0</b>	0	0	0	0
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<b>EFFECT OF SKILLS SHORTAGE ON BUSINESS</b>	None	<b>35</b>	43	40	52	38
	Moderate	<b>58</b>	48	53	44	40
	Badly	<b>7</b>	9	7	4	22