

Exeter Business Survey

14 December 2017

		Dec 17	Sept 17	Jun 17	Mar 17	Dec 16
Sales	Up	70	45	69	56	51
	Down	13	18	10	18	15
	Same	17	37	21	26	35
Margins	Up	30	20	26	28	25
	Down	10	16	19	24	15
	Same	60	64	55	49	60
Numbers Employed - Last quarter	Up	28	29	50	30	31
	Down	13	11	9	18	22
	Same	59	60	41	53	47
Numbers Employed - Future	Up	37	29	31	43	33
	Down	3	9	3	6	9
	Same	60	62	66	51	58
What is the number of employees you intend to increase by in the next year?	None	42	43	38	38	35
	1	22	14	21	20	22
	2	13	14	17	16	20
	3	6	7	2	11	7
	4	2	2	5	3	9
	5+	15	20	17	13	7
Investment - Last quarter	Yes	55	49	62	56	64
	No	23	24	14	18	15
	Ongoing	22	27	24	26	22
Investment - Future	Yes	57	47	52	51	71
	No	23	24	17	19	11
	Ongoing	20	29	31	30	18
Confidence	High	23	9	12	30	27
	Medium	75	82	76	61	64
	Low	2	9	12	9	9
Capacity	Full	53	51	45	45	49
	Below	47	49	55	55	51
Cashflow	Increased	40	29	32	28	31
	Decreased	22	27	24	19	20
	Constant	38	44	44	54	49
Effect of skills shortage on business	None	43	31	24	46	35
	Moderate	47	67	60	48	58
	Badly	10	2	16	6	7
Basic annual salary review increases	0%	28	29	36	/	/
	0.1% - 1%	9	/	/	/	/
	+1% - 2.5%	50	51	50	/	/
	2.5% plus	13	20	14	/	/