

Exeter Business Survey

10 December 2018

		Dec 18	Sept 18	Jun 18	Mar 18	Dec 17
Sales	Up	52	49	64	51	70
	Down	18	17	11	19	13
	Same	30	34	25	30	17
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Margins	Up	35	25	33	28	30
	Down	19	15	11	22	10
	Same	46	60	56	50	60
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Numbers Employed - Last quarter	Up	31	34	42	33	28
	Down	10	2	7	9	13
	Same	59	64	51	58	59
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Numbers Employed - Future	Up	24	24	42	39	37
	Down	4	4	0	2	3
	Same	72	72	58	59	60
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What is the number of employees you intend to increase by in the next year?	None	45	49	33	33	42
	1	13	13	13	22	22
	2	22	23	24	19	13
	3	10	2	15	9	6
	4	0	2	5	6	2
	5+	10	11	10	11	15
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Investment - Last quarter	Yes	56	51	64	50	55
	No	13	19	11	20	23
	Ongoing	31	30	25	30	22
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Investment - Future	Yes	45	45	51	48	57
	No	20	25	15	20	23
	Ongoing	35	30	35	32	20
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Confidence	High	29	23	22	20	23
	Medium	63	68	78	72	75
	Low	8	9	0	8	2
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Capacity	Full	46	45	36	45	53
	Below	54	55	64	55	47
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Cashflow	Increased	31	30	35	39	40
	Decreased	18	23	10	22	22
	Constant	51	47	55	39	38
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Effect of skills shortage on business	None	60	41	53	41	43
	Moderate	38	57	43	53	47
	Badly	2	2	4	6	10
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Basic annual salary review increases	0%	23	21	24	20	28
	0.1% - 1%	13	9	16	14	9
	+1% - 2.5%	43	47	36	44	50
	2.5% plus	21	23	24	22	13