

# Exeter Business Survey

22 June 2017

		Jun 17	Mar 17	Dec 16	Sept 16	Jun 16
<b>Sales</b>	Up	69	56	51	63	59
	Down	10	18	15	22	22
	Same	21	26	35	15	19
<b>Margins</b>	Up	26	28	25	30	33
	Down	19	24	15	14	22
	Same	55	49	60	56	45
<b>Numbers Employed - Last quarter</b>	Up	50	30	31	40	45
	Down	9	18	22	14	10
	Same	41	53	47	46	45
<b>Numbers Employed - Future</b>	Up	31	43	33	27	44
	Down	3	6	9	6	3
	Same	66	51	58	67	53
<b>What is the number of employees you intend to increase by in the next year?</b>	None	38	38	35	44	36
	1	21	20	22	16	17
	2	17	16	20	19	27
	3	2	11	7	5	5
	4	5	3	9	6	3
	5+	17	13	7	10	12
<b>Investment - Last quarter</b>	Yes	62	56	64	63	64
	No	14	18	15	16	10
	Ongoing	24	26	22	21	26
<b>Investment - Future</b>	Yes	52	51	71	65	55
	No	17	19	11	13	12
	Ongoing	31	30	18	22	33
<b>Confidence</b>	High	12	30	27	32	27
	Medium	76	61	64	62	66
	Low	12	9	9	6	7
<b>Capacity</b>	Full	45	45	49	43	43
	Below	55	55	51	57	57
<b>Cashflow</b>	Increased	32	28	31	37	40
	Decreased	24	19	20	28	19
	Constant	44	54	49	35	41
<b>Effect of skills shortage on business</b>	None	24	46	35	43	40
	Moderate	60	48	58	48	53
	Badly	16	6	7	9	7
<b>Basic annual salary review increases</b>	+ 0-1%	36				
	+1.25-2.5%	50				
	+2.5% plus	14				

## **Additional post General Election questions:**

1. Has the result of the General Election altered your investment plans?

- NO - **74%**
- YES - **26%**

2. Has the result affected your confidence?

- YES - **78%**
- NO - **22%**

3. Is the fall in the value of the pound beneficial or not or otherwise to your business?

- NOT BENEFICIAL - **66%**
- YES, BENEFICIAL- **17%**
- Other – **17%**

Comments:

- Too soon to say
- No difference
- Not affected