

Exeter Business Survey

21 June 2018

		Jun 18	Mar 18	Dec 17	Sept 17	Jun 17
Sales	Up	64	51	70	45	69
	Down	11	19	13	18	10
	Same	25	30	17	37	21
<hr/>						
Margins	Up	33	28	30	20	26
	Down	11	22	10	16	19
	Same	56	50	60	64	55
<hr/>						
Numbers Employed - Last quarter	Up	42	33	28	29	50
	Down	7	9	13	11	9
	Same	51	58	59	60	41
<hr/>						
Numbers Employed - Future	Up	42	39	37	29	31
	Down	0	2	3	9	3
	Same	58	59	60	62	66
<hr/>						
What is the number of employees you intend to increase by in the next year?	None	33	33	42	43	38
	1	13	22	22	14	21
	2	24	19	13	14	17
	3	15	9	6	7	2
	4	5	6	2	2	5
	5+	10	11	15	20	17
<hr/>						
Investment - Last quarter	Yes	64	50	55	49	62
	No	11	20	23	24	14
	Ongoing	25	30	22	27	24
<hr/>						
Investment - Future	Yes	51	48	57	47	52
	No	15	20	23	24	17
	Ongoing	35	32	20	29	31
<hr/>						
Confidence	High	22	20	23	9	12
	Medium	78	72	75	82	76
	Low	0	8	2	9	12
<hr/>						
Capacity	Full	36	45	53	51	45
	Below	64	55	47	49	55
<hr/>						
Cashflow	Increased	35	39	40	29	32
	Decreased	10	22	22	27	24
	Constant	55	39	38	44	44
<hr/>						
Effect of skills shortage on business	None	53	41	43	31	24
	Moderate	43	53	47	67	60
	Badly	4	6	10	2	16
<hr/>						
Basic annual salary review increases	0%	24	20	28	29	36
	0.1% - 1%	16	14	9	/	/
	+1% - 2.5%	36	44	50	51	50
	2.5% plus	24	22	13	20	14