

Exeter Business Survey

30 March 2017

		Mar 17	Dec 16	Sept 16	Jun 16	Mar 16
Sales	Up	56	51	63	59	62
	Down	18	15	22	22	8
	Same	26	35	15	19	30
Margins						
	Up	28	25	30	33	35
	Down	24	15	14	22	11
	Same	49	60	56	45	54
Numbers Employed - Last quarter						
	Up	30	31	40	45	33
	Down	18	22	14	10	8
	Same	53	47	46	45	59
Numbers Employed - Future						
	Up	43	33	27	44	34
	Down	6	9	6	3	7
	Same	51	58	67	53	59
What is the number of employees you intend to increase by in the next year?						
	None	38	35	44	36	42
	1	20	22	16	17	19
	2	16	20	19	27	15
	3	11	7	5	5	8
	4	3	9	6	3	5
	5+	13	7	10	12	11
Investment - Last quarter						
	Yes	56	64	63	64	55
	No	18	15	16	10	11
	Ongoing	26	22	21	26	34
Investment - Future						
	Yes	51	71	65	55	55
	No	19	11	13	12	13
	Ongoing	30	18	22	33	32
Confidence						
	High	30	27	32	27	25
	Medium	61	64	62	66	73
	Low	9	9	6	7	2
Capacity						
	Full	45	49	43	43	44
	Below	55	51	57	57	56
Cashflow						
	Increased	28	31	37	40	35
	Decreased	19	20	28	19	10
	Constant	54	49	35	41	55
Pay freeze						
	Yes	13	9	13	14	8
	No	85	89	84	84	91
	Expect to	3	2	3	2	1
Shorter week						
	Yes	4	4	5	2	3
	No	96	96	95	98	97
	Expect to	0	0	0	0	0
EFFECT OF SKILLS SHORTAGE ON BUSINESS						
	None	46	35	43	40	52
	Moderate	48	58	48	53	44
	Badly	6	7	9	7	4