

# Exeter Business Survey

26<sup>th</sup> March 2015

		Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13
<b>Sales</b>	Up	<b>56</b>	54	61	64	68	63
	Down	<b>16</b>	10	16	12	15	11
	Same	<b>28</b>	36	23	24	17	26
<b>Margins</b>	Up	<b>30</b>	21	36	34	41	34
	Down	<b>14</b>	15	12	14	14	12
	Same	<b>56</b>	64	52	52	45	54
<b>Numbers Employed - Last quarter</b>	Up	<b>36</b>	26	32	35	34	34
	Down	<b>10</b>	13	10	4	12	8
	Same	<b>54</b>	61	58	61	54	58
<b>Numbers Employed - Future</b>	Up	<b>42</b>	35	29	23	40	33
	Down	<b>5</b>	5	2	5	0	3
	Same	<b>53</b>	60	69	72	60	64
<b>What is the number of employees you intend to increase by in the next year?</b>	None	<b>44</b>	50	36	49	37	52
	1	<b>19</b>	7	25	17	18	8
	2	<b>13</b>	14	5	9	14	18
	3	<b>12</b>	15	13	5	9	8
	4	<b>5</b>	1	5	5	5	2
	5+	<b>7</b>	13	16	15	17	12
<b>Investment - Last quarter</b>	Yes	<b>60</b>	56	57	53	43	43
	No	<b>15</b>	20	18	20	20	23
	Ongoing	<b>25</b>	24	25	27	37	34
<b>Investment - Future</b>	Yes	<b>50</b>	57	54	43	45	47
	No	<b>22</b>	26	20	31	17	15
	Ongoing	<b>28</b>	17	26	26	38	38
<b>Confidence</b>	High	<b>18</b>	21	23	38	37	29
	Medium	<b>80</b>	74	72	56	62	66
	Low	<b>2</b>	5	5	6	1	5
<b>Capacity</b>	Full	<b>51</b>	42	51	57	54	47
	Below	<b>49</b>	58	49	43	46	53
<b>Cashflow</b>	Increased	<b>25</b>	35	36	38	40	47
	Decreased	<b>22</b>	17	23	17	18	12
	Constant	<b>53</b>	48	41	45	42	41
<b>Pay freeze</b>	Yes	<b>17</b>	17	10	15	18	15
	No	<b>81</b>	83	90	84	82	82
	Expect to	<b>2</b>	0	0	1	0	3
<b>Shorter week</b>	Yes	<b>3</b>	1	0	1	2	4
	No	<b>97</b>	99	100	99	98	96
	Expect to	<b>0</b>	0	0	0	0	0
		Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13
<b>EFFECT OF SKILLS SHORTAGE ON BUSINESS</b>	None	46	50	46	51	48	55
	Moderate	46	43	44	41	46	37
	Badly	8	7	10	8	6	8