

Exeter Business Survey

28 March 2018

		Mar 18	Dec 17	Sept 17	Jun 17	Mar 17
Sales	Up	51	70	45	69	56
	Down	19	13	18	10	18
	Same	30	17	37	21	26
Margins	Up	28	30	20	26	28
	Down	22	10	16	19	24
	Same	50	60	64	55	49
Numbers Employed - Last quarter	Up	33	28	29	50	30
	Down	9	13	11	9	18
	Same	58	59	60	41	53
Numbers Employed - Future	Up	39	37	29	31	43
	Down	2	3	9	3	6
	Same	59	60	62	66	51
What is the number of employees you intend to increase by in the next year?	None	33	42	43	38	38
	1	22	22	14	21	20
	2	19	13	14	17	16
	3	9	6	7	2	11
	4	6	2	2	5	3
	5+	11	15	20	17	13
Investment - Last quarter	Yes	50	55	49	62	56
	No	20	23	24	14	18
	Ongoing	30	22	27	24	26
Investment - Future	Yes	48	57	47	52	51
	No	20	23	24	17	19
	Ongoing	32	20	29	31	30
Confidence	High	20	23	9	12	30
	Medium	72	75	82	76	61
	Low	8	2	9	12	9
Capacity	Full	45	53	51	45	45
	Below	55	47	49	55	55
Cashflow	Increased	39	40	29	32	28
	Decreased	22	22	27	24	19
	Constant	39	38	44	44	54
Effect of skills shortage on business	None	41	43	31	24	46
	Moderate	53	47	67	60	48
	Badly	6	10	2	16	6
Basic annual salary review increases	0%	20	28	29	36	/
	0.1% - 1%	14	9	/	/	/
	+1% - 2.5%	44	50	51	50	/
	2.5% plus	22	13	20	14	/