

# Exeter Business Survey

28 March 2019

		Mar 19	Dec 18	Sept 18	Jun 18	Mar 18
<b>Sales</b>	Up	42	52	49	64	51
	Down	17	18	17	11	19
	Same	41	30	34	25	30
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<b>Margins</b>	Up	20	35	25	33	28
	Down	18	19	15	11	22
	Same	62	46	60	56	50
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<b>Numbers Employed - Last quarter</b>	Up	30	31	34	42	33
	Down	9	10	2	7	9
	Same	61	59	64	51	58
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<b>Numbers Employed - Future</b>	Up	28	24	24	42	39
	Down	4	4	4	0	2
	Same	68	72	72	58	59
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<b>What is the number of employees you intend to increase by in the next year?</b>	None	48	45	49	33	33
	1	10	13	13	13	22
	2	16	22	23	24	19
	3	10	10	2	15	9
	4	3	0	2	5	6
	5+	13	10	11	10	11
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<b>Investment - Last quarter</b>	Yes	65	56	51	64	50
	No	14	13	19	11	20
	Ongoing	21	31	30	25	30
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<b>Investment - Future</b>	Yes	66	45	45	51	48
	No	17	20	25	15	20
	Ongoing	17	35	30	35	32
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<b>Confidence</b>	High	31	29	23	22	20
	Medium	61	63	68	78	72
	Low	8	8	9	0	8
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<b>Capacity</b>	Full	52	46	45	36	45
	Below	48	54	55	64	55
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<b>Cashflow</b>	Increased	28	31	30	35	39
	Decreased	18	18	23	10	22
	Constant	54	51	47	55	39
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<b>Effect of skills shortage on business</b>	None	44	60	41	53	41
	Moderate	51	38	57	43	53
	Badly	5	2	2	4	6
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<b>Basic annual salary review increases</b>	0%	18	23	21	24	20
	0.1% - 1%	6	13	9	16	14
	+1% - 2.5%	40	43	47	36	44
	2.5% plus	36	21	23	24	22