

Exeter Business Survey

22 September 2016

		Sept 16	Jun 16	Mar 16	Dec 15	Sept 15
Sales	Up	63	59	62	53	59
	Down	22	22	8	11	13
	Same	15	19	30	36	28
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Margins	Up	30	33	35	33	30
	Down	14	22	11	16	14
	Same	56	45	54	51	56
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Numbers Employed - Last quarter	Up	40	45	33	25	33
	Down	14	10	8	11	5
	Same	46	45	59	64	62
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Numbers Employed - Future	Up	27	44	34	40	33
	Down	6	3	7	15	11
	Same	67	53	59	45	56
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What is the number of employees you intend to increase by in the next year?	None	44	36	42	31	48
	1	16	17	19	16	11
	2	19	27	15	16	9
	3	5	5	8	11	16
	4	6	3	5	2	2
	5+	10	12	11	24	14
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Investment - Last quarter	Yes	63	64	55	42	55
	No	16	10	11	20	19
	Ongoing	21	26	34	38	26
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Investment - Future	Yes	65	55	55	51	61
	No	13	12	13	16	19
	Ongoing	22	33	32	33	20
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Confidence	High	32	27	25	27	33
	Medium	62	66	73	69	62
	Low	6	7	2	4	5
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Capacity	Full	43	43	44	58	42
	Below	57	57	56	42	58
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Cashflow	Increased	37	40	35	36	37
	Decreased	28	19	10	13	19
	Constant	35	41	55	51	44
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Pay freeze	Yes	13	14	8	7	6
	No	84	84	91	93	94
	Expect to	3	2	1	0	0
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Shorter week	Yes	5	2	3	2	2
	No	95	98	97	98	98
	Expect to	0	0	0	0	0
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EFFECT OF SKILLS SHORTAGE ON BUSINESS	None	43	40	52	38	47
	Moderate	48	53	44	40	44
	Badly	9	7	4	22	9