

Exeter Business Survey

21 September 2017

		Sept 17	Jun 17	Mar 17	Dec 16	Sept 16
Sales	Up	45	69	56	51	63
	Down	18	10	18	15	22
	Same	37	21	26	35	15
Margins						
	Up	20	26	28	25	30
	Down	16	19	24	15	14
	Same	64	55	49	60	56
Numbers Employed - Last quarter						
	Up	29	50	30	31	40
	Down	11	9	18	22	14
	Same	60	41	53	47	46
Numbers Employed - Future						
	Up	29	31	43	33	27
	Down	9	3	6	9	6
	Same	62	66	51	58	67
What is the number of employees you intend to increase by in the next year?						
	None	43	38	38	35	44
	1	14	21	20	22	16
	2	14	17	16	20	19
	3	7	2	11	7	5
	4	2	5	3	9	6
	5+	20	17	13	7	10
Investment - Last quarter						
	Yes	49	62	56	64	63
	No	24	14	18	15	16
	Ongoing	27	24	26	22	21
Investment - Future						
	Yes	47	52	51	71	65
	No	24	17	19	11	13
	Ongoing	29	31	30	18	22
Confidence						
	High	9	12	30	27	32
	Medium	82	76	61	64	62
	Low	9	12	9	9	6
Capacity						
	Full	51	45	45	49	43
	Below	49	55	55	51	57
Cashflow						
	Increased	29	32	28	31	37
	Decreased	27	24	19	20	28
	Constant	44	44	54	49	35
Effect of skills shortage on business						
	None	31	24	46	35	43
	Moderate	67	60	48	58	48
	Badly	2	16	6	7	9
Basic annual salary review increases						
	+ 0-1%	29	36			
	+1.25-2.5%	51	50			
	+2.5% plus	20	14			