

Exeter Business Survey

28 September 2018

		Sept 18	Jun 18	Mar 18	Dec 17	Sept 17
Sales	Up	49	64	51	70	45
	Down	17	11	19	13	18
	Same	34	25	30	17	37
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Margins	Up	25	33	28	30	20
	Down	15	11	22	10	16
	Same	60	56	50	60	64
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Numbers Employed - Last quarter	Up	34	42	33	28	29
	Down	2	7	9	13	11
	Same	64	51	58	59	60
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Numbers Employed - Future	Up	24	42	39	37	29
	Down	4	0	2	3	9
	Same	72	58	59	60	62
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What is the number of employees you intend to increase by in the next year?	None	49	33	33	42	43
	1	13	13	22	22	14
	2	23	24	19	13	14
	3	2	15	9	6	7
	4	2	5	6	2	2
	5+	11	10	11	15	20
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Investment - Last quarter	Yes	51	64	50	55	49
	No	19	11	20	23	24
	Ongoing	30	25	30	22	27
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Investment - Future	Yes	45	51	48	57	47
	No	25	15	20	23	24
	Ongoing	30	35	32	20	29
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Confidence	High	23	22	20	23	9
	Medium	68	78	72	75	82
	Low	9	0	8	2	9
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Capacity	Full	45	36	45	53	51
	Below	55	64	55	47	49
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Cashflow	Increased	30	35	39	40	29
	Decreased	23	10	22	22	27
	Constant	47	55	39	38	44
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Effect of skills shortage on business	None	41	53	41	43	31
	Moderate	57	43	53	47	67
	Badly	2	4	6	10	2
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Basic annual salary review increases	0%	21	24	20	28	29
	0.1% - 1%	9	16	14	9	/
	+1% - 2.5%	47	36	44	50	51
	2.5% plus	23	24	22	13	20