LCCI QUARTERLY ECONOMIC SURVEY, Q4 2016

Methodology: ComRes interviewed 502 London business decision makers online between 2nd November and 22nd November 2016. Data were weighted to be representative of all London businesses by company size and broad industry sector. ComRes is a member of the British Polling Council and abides by its rules.

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To register for Pollwatch, featuring commentary and insight from the ComRes team, please email: pollwatch@comresglobal.com

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QES Q4 2016

QES Q4 2016

Base: All respondents

QES Q4 2016

Total employed.
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1-9	253	253	-	10	34	57	24	37	60	15	16	22	231
	50%	56%	-	55%	49%	55%	35%	65%	51%	50%	44%	48%	51%
		b				f		fj					
10-19	28	-	28	4	3	9	1	2	5	2	2	6	22
	6%	-	53%	22%	4%	8%	2%	4%	4%	6%	5%	13%	5%
			a									l	
20-49	14	-	14	-	3	4	1	2	2	1	2	1	13
	3%	-	27%	-	4%	4%	2%	4%	1%	3%	4%	2%	3%
			a										
50-99	5	-	5	1	1	1	*	*	1	-	*	2	3
	1%	-	10%	5%	2%	1%	*	1%	1%	-	*	4%	1%
			a									l	
100-199	2	-	2	1	-	1	-	-	-	*	*	1	1
	*	-	3%	4%	-	1%	-	-	-	1%	*	2%	*
			a										
200-249	1	-	1	-	*	*	*	-	*	-	*	*	1
	*	-	2%	-	*	*	1%	-	*	-	*	*	*
			a										
250-499	1	-	1	-	-	*	-	*	-	-	-	-	1
	*	-	1%	-	-	*	-	*	-	-	-	-	*
			a										
500+	2	-	2	-	*	*	*	*	1	-	-	*	2
	*	-	4%	-	*	*	*	*	*	-	-	1%	*
			a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

Total employed.
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sole trader	196	196	-	2	29	31	40	15	50	12	17	13	183
	39%	44%	-	14%	41%	30%	60%	26%	42%	40%	45%	29%	40%
		b					degh		g		g		
Total number of employees	39020	1366	37654	273	645	35140	523	575	1432	188	244	740	38280
Mean score	77.7	3.0	721.1	15.1	9.2	338.1	7.8	10.1	12.0	6.4	6.5	16.1	84.0
Standard deviation	2407.56	2.15	7497.98	33.29	50.51	5301.15	52.93	47.60	116.90	16.68	18.71	65.01	2526.35
Standard error	107.45	.11	627.01	8.90	6.13	596.43	7.27	5.32	11.41	2.82	2.27	9.48	118.44

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

ComRes

QES Q4 2016

Total employed.
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1-9	253	141	113	40	195	18	41	212	109	145	95	147	11
	50%	55%	46%	71%	47%	56%	58%	49%	58%	46%	62%	46%	41%
		b		d						i	k		
10-19	28	19	8	8	17	3	11	16	15	12	10	17	*
	6%	8%	3%	13%	4%	9%	16%	4%	8%	4%	7%	5%	1%
		b		d			g		i				
20-49	14	7	7	3	10	1	8	6	8	6	6	7	1
	3%	3%	3%	6%	2%	2%	12%	1%	4%	2%	4%	2%	2%
							g						
50-99	5	4	1	1	4	-	3	2	3	2	1	4	-
	1%	2%	*	2%	1%	-	4%	*	2%	1%	1%	1%	-
							g						
100-199	2	*	1	1	1	*	1	1	1	1	*	1	*
	*	*	1%	1%	*	1%	2%	*	1%	*	*	*	1%
200-249	1	1	*	1	1	-	1	*	1	*	1	1	-
	*	*	*	1%	*	-	1%	*	*	*	*	*	-
							g						
250-499	1	*	*	1	-	-	1	-	1	-	1	-	-
	*	*	*	1%	-	-	1%	-	*	-	*	-	-
				d									
500+	2	1	1	*	1	*	1	1	1	1	*	2	-
	*	*	*	1%	*	1%	2%	*	1%	*	*	*	-
							g						
Sole trader	196	81	115	3	184	10	3	194	49	147	38	143	15
	39%	32%	47%	4%	45%	30%	4%	45%	26%	47%	25%	45%	54%
			a		c	c		f		h		j	
Total number of employees	39020	37025	1995	1231	3385	34404	36374	2646	2733	36287	1647	37224	148
Mean score	77.7	144.9	8.1	21.5	8.2	1052.8	513.3	6.1	14.5	115.7	10.7	115.9	5.4
						d							
Standard deviation	2407.56	3376.38	45.13	73.89	68.13	9515.59	6427.88	60.02	62.93	3046.08	45.39	3011.16	17.77

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Total employed.
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Standard error	107.45	205.10	2.97	8.53	3.43	1656.45	596.81	3.05	4.32	178.87	3.67	167.29	3.55

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

S1. Which of the following responsibilities do you hold in your organisation?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	435	393	43	15	56	84	62	49	108	25	36	39	396
	87%	87%	82%	84%	81%	80%	92%	86%	91%	86%	95%	85%	87%
									e		de		
Control of or having a say in operational decisions	439	394	45	14	63	93	60	47	105	27	29	39	400
	87%	88%	86%	80%	91%	90%	90%	82%	88%	91%	76%	84%	88%
					j	j	j		j				
Recruitment (hiring new staff on a permanent or temporary basis)	245	213	32	4	33	49	29	32	62	17	19	20	225
	49%	47%	61%	21%	47%	47%	43%	55%	52%	56%	51%	44%	49%
			a										
Directly managing one or more employees	236	194	42	4	37	53	26	33	51	12	18	24	212
	47%	43%	81%	22%	54%	51%	40%	58%	43%	42%	48%	53%	46%
			a					fh					
IT systems	274	253	22	3	38	55	49	29	72	11	17	21	253
	55%	56%	41%	18%	55%	53%	74%	51%	60%	36%	46%	47%	55%
		b					degij		i				
Procurement / supply chain management	251	230	21	10	36	64	35	23	58	11	14	28	223
	50%	51%	41%	53%	51%	62%	53%	40%	49%	38%	37%	61%	49%
		b				gij							

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

S1. Which of the following responsibilities do you hold in your organisation?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

S1. Which of the following responsibilities do you hold in your organisation?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	435	215	220	46	359	31	57	378	156	279	126	281	27
	87%	84%	89%	80%	87%	94%	81%	88%	83%	89%	82%	88%	100%
Control of or having a say in operational decisions	439	227	212	43	371	25	59	379	162	277	126	295	18
	87%	89%	86%	76%	90%	76%	84%	88%	86%	88%	82%	92%	64%
					ce							j	
Recruitment (hiring new staff on a permanent or temporary basis)	245	136	109	29	198	18	48	197	98	147	71	164	9
	49%	53%	44%	51%	48%	55%	68%	46%	52%	47%	46%	51%	34%
		b					g						
Directly managing one or more employees	236	127	109	35	185	17	52	184	113	123	74	155	8
	47%	50%	44%	61%	45%	51%	73%	43%	60%	39%	48%	48%	28%
				d			g		i				
IT systems	274	140	135	22	239	13	34	240	99	175	66	192	17
	55%	55%	55%	39%	58%	39%	48%	56%	53%	56%	43%	60%	61%
					ce							j	
Procurement / supply chain management	251	127	124	21	212	18	37	213	95	156	76	163	12
	50%	50%	50%	37%	51%	54%	53%	50%	50%	50%	50%	51%	42%
					c								
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

S2.Please choose the region you currently work in.
Base: All respondents

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

S2.Please choose the region you currently work in.
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502 100%	255 100%	246 100%	57 100%	412 100%	33 100%	71 100%	431 100%	188 100%	314 100%	153 100%	321 100%	27 100%
London	502 100%	255 100%	246 100%	57 100%	412 100%	33 100%	71 100%	431 100%	188 100%	314 100%	153 100%	321 100%	27 100%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

D1. How many people does your company employ?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	196	196	-	2	29	31	40	15	50	12	17	13	183
	39%	44%	-	14%	41%	30%	60%	26%	42%	40%	45%	29%	40%
		b					degh		g		g		
1-9	253	253	-	10	34	57	24	37	60	15	16	22	231
	50%	56%	-	55%	49%	55%	35%	65%	51%	50%	44%	48%	51%
		b				f		fj					
10-19	28	-	28	4	3	9	1	2	5	2	2	6	22
	6%	-	53%	22%	4%	8%	2%	4%	4%	6%	5%	13%	5%
			a									l	
20-49	14	-	14	-	3	4	1	2	2	1	2	1	13
	3%	-	27%	-	4%	4%	2%	4%	1%	3%	4%	2%	3%
			a										
50-99	5	-	5	1	1	1	*	*	1	-	*	2	3
	1%	-	10%	5%	2%	1%	*	1%	1%	-	*	4%	1%
			a									l	
100-199	2	-	2	1	-	1	-	-	-	*	*	1	1
	*	-	3%	4%	-	1%	-	-	-	1%	*	2%	*
			a										
200-249	1	-	1	-	*	*	*	-	*	-	*	*	1
	*	-	2%	-	*	*	1%	-	*	-	*	*	*
			a										
250-499	1	-	1	-	-	*	-	*	-	-	-	-	1
	*	-	1%	-	-	*	-	*	-	-	-	-	*
			a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

D1. How many people does your company employ?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
500+	2	-	2	-	*	*	*	*	1	-	-	*	2
	*	-	4%	-	*	*	*	*	*	-	-	1%	*
			a										
NETS													
Net: More than 9	52	-	52	6	7	16	3	5	8	3	4	10	42
	10%	-	100%	31%	10%	15%	5%	9%	7%	10%	11%	23%	9%
			a										l
BCC NETS													
Net: 0-19	477	450	28	16	66	97	65	54	116	28	36	42	436
	95%	100%	53%	91%	94%	93%	97%	95%	97%	95%	95%	91%	96%
		b											
Net: 20-199	21	-	21	2	4	6	1	2	3	1	2	4	17
	4%	-	40%	9%	5%	6%	2%	4%	2%	5%	5%	8%	4%
			a										
Net: 200-499	2	-	2	-	*	1	*	*	*	-	*	*	2
	*	-	4%	-	*	1%	1%	*	*	-	*	*	*
			a										
Net: 500+	2	-	2	-	*	*	*	*	1	-	-	*	2
	*	-	4%	-	*	*	*	*	*	-	-	1%	*
			a										
ONS NETS													
Net: 0-9	450	450	-	12	63	88	64	52	111	27	34	36	414
	90%	100%	-	69%	90%	85%	95%	91%	93%	90%	89%	77%	91%
		b											k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

D1. How many people does your company employ?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: 10-19	28	-	28	4	3	9	1	2	5	2	2	6	22
	6%	-	53%	22%	4%	8%	2%	4%	4%	6%	5%	13%	5%
			a										l
Net: 20-49	14	-	14	-	3	4	1	2	2	1	2	1	13
	3%	-	27%	-	4%	4%	2%	4%	1%	3%	4%	2%	3%
			a										
Net: 50-99	5	-	5	1	1	1	*	*	1	-	*	2	3
	1%	-	10%	5%	2%	1%	*	1%	1%	-	*	4%	1%
			a										l
Net: 100-249	3	-	3	1	*	1	*	-	*	*	*	1	2
	1%	-	6%	4%	*	1%	1%	-	*	1%	1%	2%	*
			a										
Net: 250+	3	-	3	-	*	1	*	1	1	-	-	*	2
	1%	-	5%	-	*	1%	*	1%	*	-	-	1%	*
			a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

D1. How many people does your company employ?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	196	81	115	3	184	10	3	194	49	147	38	143	15
	39%	32%	47%	4%	45%	30%	4%	45%	26%	47%	25%	45%	54%
			a		c	c		f		h		j	
1-9	253	141	113	40	195	18	41	212	109	145	95	147	11
	50%	55%	46%	71%	47%	56%	58%	49%	58%	46%	62%	46%	41%
		b		d					i		k		
10-19	28	19	8	8	17	3	11	16	15	12	10	17	*
	6%	8%	3%	13%	4%	9%	16%	4%	8%	4%	7%	5%	1%
		b		d			g		i				
20-49	14	7	7	3	10	1	8	6	8	6	6	7	1
	3%	3%	3%	6%	2%	2%	12%	1%	4%	2%	4%	2%	2%
							g						
50-99	5	4	1	1	4	-	3	2	3	2	1	4	-
	1%	2%	*	2%	1%	-	4%	*	2%	1%	1%	1%	-
							g						
100-199	2	*	1	1	1	*	1	1	1	1	*	1	*
	*	*	1%	1%	*	1%	2%	*	1%	*	*	*	1%
200-249	1	1	*	1	1	-	1	*	1	*	1	1	-
	*	*	*	1%	*	-	1%	*	*	*	*	*	-
							g						
250-499	1	*	*	1	-	-	1	-	1	-	1	-	-
	*	*	*	1%	-	-	1%	-	*	-	*	-	-
				d									
500+	2	1	1	*	1	*	1	1	1	1	*	2	-
	*	*	*	1%	*	1%	2%	*	1%	*	*	*	-
							g						
NETS													
Net: More than 9	52	33	19	14	33	4	27	25	30	22	20	31	1
	10%	13%	8%	25%	8%	14%	38%	6%	16%	7%	13%	10%	5%
				d			g		i				

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

D1. How many people does your company employ?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
BCC NETS													
Net: 0-19	477	242	236	50	396	31	56	422	173	304	144	307	26
	95%	95%	96%	88%	96% c	96%	78%	98% f	92%	97% h	94%	96%	96%
Net: 20-199	21	12	9	5	15	1	12	8	12	8	8	12	1
	4%	5%	4%	9% d	4%	3%	17% g	2%	7% i	3%	5%	4%	4%
Net: 200-499	2	1	*	1	1	-	2	*	2	*	1	1	-
	*	1%	*	2% d	*	-	2% g	*	1%	*	1%	*	-
Net: 500+	2	1	1	*	1	*	1	1	1	1	*	2	-
	*	*	*	1%	*	1%	2% g	*	1%	*	*	*	-
ONS NETS													
Net: 0-9	450	222	228	43	379	28	44	406	158	292	133	290	26
	90%	87%	92%	75%	92% c	86%	62%	94% f	84%	93% h	87%	90%	95%
Net: 10-19	28	19	8	8	17	3	11	16	15	12	10	17	*
	6%	8% b	3%	13% d	4%	9%	16% g	4%	8% i	4%	7%	5%	1%
Net: 20-49	14	7	7	3	10	1	8	6	8	6	6	7	1
	3%	3%	3%	6%	2%	2%	12% g	1%	4%	2%	4%	2%	2%
Net: 50-99	5	4	1	1	4	-	3	2	3	2	1	4	-
	1%	2%	*	2%	1%	-	4% g	*	2%	1%	1%	1%	-
Net: 100-249	3	1	2	1	1	*	2	1	2	1	1	2	*
	1%	1%	1%	2%	*	1%	3% g	*	1%	*	1%	1%	1%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

D1. How many people does your company employ?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: 250+	3	1	1	1	1	*	2	1	2	1	1	2	-
	1%	1%	*	2%	*	1%	3%	*	1%	*	1%	*	-
							g						

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

	Total	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	1	-	1	1	-	-	-	-	-	-	-	1	-
	*	-	2%	6%	-	-	-	-	-	-	-	2%	-
			a									l	
Production	17	12	4	17	-	-	-	-	-	-	-	17	-
	3%	3%	8%	94%	-	-	-	-	-	-	-	37%	-
			a									l	
Construction	28	23	5	-	28	-	-	-	-	-	-	28	-
	6%	5%	9%	-	40%	-	-	-	-	-	-	61%	-
					efghij							l	
Motor trades	6	6	-	-	-	6	-	-	-	-	-	-	6
	1%	1%	-	-	-	6%	-	-	-	-	-	-	1%
						dghj							
Wholesale	15	10	5	-	-	15	-	-	-	-	-	-	15
	3%	2%	10%	-	-	14%	-	-	-	-	-	-	3%
			a			dfghij							
Retail	53	47	6	-	-	53	-	-	-	-	-	-	53
	10%	10%	11%	-	-	51%	-	-	-	-	-	-	12%
						dfghij							k
Transport & storage (inc. postal)	11	10	1	-	-	11	-	-	-	-	-	-	11
	2%	2%	2%	-	-	11%	-	-	-	-	-	-	2%
						dfghij							
Accommodation & food services	19	16	4	-	-	19	-	-	-	-	-	-	19
	4%	3%	7%	-	-	19%	-	-	-	-	-	-	4%
						dfghij							

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

	Total	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Information & communication	67	64	3	-	-	-	67	-	-	-	-	-	67
	13%	14%	6%	-	-	-	100%	-	-	-	-	-	15%
		b					deghij						k
Finance & insurance	21	20	2	-	-	-	-	21	-	-	-	-	21
	4%	4%	3%	-	-	-	-	37%	-	-	-	-	5%
								defhij					
Property	42	40	2	-	42	-	-	-	-	-	-	-	42
	8%	9%	4%	-	60%	-	-	-	-	-	-	-	9%
					efghij								k
Professional, scientific & technical	119	111	8	-	-	-	-	-	119	-	-	-	119
	24%	25%	16%	-	-	-	-	-	100%	-	-	-	26%
		b							defgij				k
Business administration and support services	36	32	4	-	-	-	-	36	-	-	-	-	36
	7%	7%	7%	-	-	-	-	63%	-	-	-	-	8%
								defhij					k
Public administration and defence	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Education	16	15	1	-	-	-	-	-	-	16	-	-	16
	3%	3%	3%	-	-	-	-	-	-	55%	-	-	4%
										defghj			
Health	13	12	2	-	-	-	-	-	-	13	-	-	13
	3%	3%	3%	-	-	-	-	-	-	45%	-	-	3%
										defghj			

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

Prepared by ComRes Ltd

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QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Arts, entertainment, recreation and other services	38	34	4	-	-	-	-	-	-	-	38	-	38
	7%	7%	8%	-	-	-	-	-	-	-	100%	-	8%
											defghi		k
Other services	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Manufacturing	46	36	10	18	28	-	-	-	-	-	-	46	-
	9%	8%	20%	100%	40%	-	-	-	-	-	-	100%	-
			a		efghij								l
Net: Services	456	414	42	-	42	104	67	57	119	30	38	-	456
	91%	92%	80%	-	60%	100%	100%	100%	100%	100%	100%	-	100%
		b				d	d	d	d	d	d		k
Net: Agriculture, forestry & fishing / production	18	12	6	18	-	-	-	-	-	-	-	18	-
	4%	3%	11%	100%	-	-	-	-	-	-	-	39%	-
			a										l
Net: Construction / property	70	63	7	-	70	-	-	-	-	-	-	28	42
	14%	14%	13%	-	100%	-	-	-	-	-	-	61%	9%
					efghij								l

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	104	88	16	-	-	104	-	-	-	-	-	-	104
	21%	20%	30%	-	-	100%	-	-	-	-	-	-	23%
			a			dfghij							k
Net: Finance & insurance/ Business administration & support services	57	52	5	-	-	-	-	57	-	-	-	-	57
	11%	12%	10%	-	-	-	-	100%	-	-	-	-	13%
								defhij					k
Net: Public administration and defence / education / health	30	27	3	-	-	-	-	-	-	30	-	-	30
	6%	6%	6%	-	-	-	-	-	-	100%	-	-	6%
										defghj			

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	1	1	*	*	1	-	1	*	1	-	1	*	-
	*	*	*	1%	*	-	1%	*	1%	-	1%	*	-
Production	17	11	6	3	10	4	*	16	3	14	8	8	*
	3%	4%	2%	6%	2%	11% d	1%	4%	1%	5% h	5%	3%	1%
Construction	28	10	18	7	21	*	8	20	16	12	14	14	-
	6%	4%	7%	11% d	5%	1%	12% g	5%	8% i	4%	9% k	4%	-
Motor trades	6	-	6	-	6	-	-	6	2	4	2	4	-
	1%	-	2% a	-	1%	-	-	1%	1%	1%	1%	1%	-
Wholesale	15	11	4	4	11	-	5	10	6	9	7	8	-
	3%	4%	2%	6%	3%	-	6% g	2%	3%	3%	5%	2%	-
Retail	53	26	27	5	42	5	13	40	20	32	24	29	-
	10%	10%	11%	9%	10%	15%	18% g	9%	11%	10%	15% k	9%	-
Transport & storage (inc. postal)	11	2	9	*	11	-	1	10	3	8	7	4	-
	2%	1%	4% a	1%	3%	-	1%	2%	2%	3%	4% k	1%	-
Accommodation & food services	19	9	10	4	13	2	2	17	10	10	8	10	2
	4%	4%	4%	7%	3%	6%	4%	4%	5%	3%	5%	3%	7%
Information & communication	67	29	38	3	59	4	7	60	31	36	14	47	6
	13%	11%	15%	6%	14% c	14%	9%	14%	16%	12%	9%	15%	22%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Finance & insurance	21	13	8	4	17	-	1	20	9	13	2	19	-
	4%	5%	3%	7%	4%	-	2%	5%	5%	4%	1%	6% j	-
Property	42	31	10	5	35	1	4	38	16	26	18	19	4
	8%	12% b	4%	10%	8%	4%	5%	9%	9%	8%	12% k	6%	16%
Professional, scientific & technical	119	60	59	9	101	9	11	108	36	83	18	92	10
	24%	23%	24%	15%	24%	29%	15%	25% f	19%	26%	11%	29% j	36%
Business administration and support services	36	18	18	3	30	3	7	29	12	24	10	24	2
	7%	7%	7%	6%	7%	9%	10%	7%	6%	8%	6%	7%	9%
Public administration and defence	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Education	16	10	6	2	14	-	1	16	2	14	4	12	-
	3%	4%	3%	4%	3%	-	1%	4%	1%	4% h	3%	4%	-
Health	13	6	7	3	11	-	2	11	5	8	5	8	-
	3%	2%	3%	5%	3%	-	3%	3%	3%	3%	3%	3%	-
Arts, entertainment, recreation and other services	38	19	19	4	30	4	8	29	16	22	11	24	2
	7%	7%	8%	7%	7%	12%	12%	7%	8%	7%	7%	7%	9%
Other services	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
NETS													
Net: Manufacturing	46	21	25	10	32	4	10	37	19	27	23	23	*
	9%	8%	10%	18%	8%	12%	13%	8%	10%	8%	15%	7%	1%
				d							k		
Net: Services	456	234	222	47	380	29	61	395	169	287	130	298	27
	91%	92%	90%	82%	92%	88%	87%	92%	90%	92%	85%	93%	99%
					c							j	
Net: Agriculture, forestry & fishing / production	18	12	6	4	11	4	1	17	4	14	9	9	*
	4%	5%	3%	6%	3%	11%	2%	4%	2%	5%	6%	3%	1%
						d							
Net: Construction / property	70	41	29	12	56	2	12	58	32	38	32	33	4
	14%	16%	12%	21%	14%	5%	17%	13%	17%	12%	21%	10%	16%
				e							k		
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	104	48	56	13	84	7	21	83	41	63	48	54	2
	21%	19%	23%	23%	20%	21%	29%	19%	22%	20%	31%	17%	7%
							g				k		
Net: Finance & insurance/ Business administration & support services	57	31	26	7	47	3	8	49	20	37	12	43	2
	11%	12%	10%	12%	11%	9%	12%	11%	11%	12%	8%	13%	9%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

D2. Which of the following best describes your company sector?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Public administration and defence / education / health	30	16	14	5	25	-	3	27	8	22	10	20	-
	6%	6%	6%	9%	6%	-	4%	6%	4%	7%	6%	6%	-

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

| | Total | BUSINESS SIZE | | INDUSTRY | | | | | | | | MANUFACTURING/SERVICES | |
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	3	3	*	-	-	2	-	-	*	-	1	-	3
	1%	1%	1%	-	-	2%	-	-	*	-	2%	-	1%
Barnet	28	26	1	2	3	3	3	6	4	5	2	2	25
	5%	6%	3%	14%	4%	2%	4%	10%	4%	16%	5%	5%	6%
								e		eh			
Bexley	3	2	1	1	-	-	-	2	-	-	-	1	2
	1%	*	2%	4%	-	-	-	3%	-	-	-	2%	*
Brent	17	15	2	-	3	2	3	2	4	*	2	3	14
	3%	3%	3%	-	5%	2%	4%	3%	4%	1%	5%	8%	3%
Bromley	15	14	*	-	4	2	4	-	3	1	*	3	12
	3%	3%	1%	-	6%	2%	7%	-	2%	4%	1%	6%	3%
					g		g						
City of London	30	25	5	3	1	3	7	7	7	1	2	4	27
	6%	6%	10%	16%	1%	3%	10%	13%	6%	4%	5%	8%	6%
							d	de					
City of Westminster	47	40	7	1	6	12	4	8	13	2	1	2	45
	9%	9%	14%	4%	8%	12%	5%	15%	11%	7%	3%	5%	10%
						j		j					
Camden	29	24	6	7	3	3	2	2	9	2	3	7	23
	6%	5%	11%	36%	4%	2%	3%	3%	7%	8%	8%	14%	5%
			a										l
Croydon	20	17	3	-	1	4	5	2	8	-	1	-	20
	4%	4%	5%	-	2%	4%	7%	3%	6%	-	2%	-	4%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

| | Total | BUSINESS SIZE | | INDUSTRY | | | | | | | | MANUFACTURING/SERVICES | |
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Ealing	11	10	1	-	2	2	-	1	4	-	2	*	11
	2%	2%	1%	-	2%	2%	-	1%	4%	-	6%	1%	2%
Enfield	7	6	1	-	-	-	3	*	2	*	1	-	7
	1%	1%	2%	-	-	-	4%	1%	1%	1%	3%	-	1%
Greenwich	15	14	1	*	1	2	6	1	3	-	1	2	13
	3%	3%	2%	2%	2%	2%	9%	2%	3%	-	3%	4%	3%
Hackney	14	12	2	-	4	1	3	*	1	1	3	-	14
	3%	3%	4%	-	6%	1%	4%	*	1%	4%	8%	-	3%
					g						egh		
Hammersmith and Fulham	11	10	1	-	1	1	1	1	5	1	1	-	11
	2%	2%	2%	-	2%	1%	2%	1%	4%	4%	3%	-	3%
Haringey	11	11	-	-	3	4	1	1	-	1	1	1	10
	2%	3%	-	-	4%	4%	2%	1%	-	4%	3%	3%	2%
					h	h							
Harrow	23	21	2	-	3	7	3	1	7	*	2	3	20
	5%	5%	3%	-	4%	7%	4%	1%	6%	1%	5%	7%	4%
Havering	10	10	*	2	1	2	5	-	-	-	-	4	7
	2%	2%	*	14%	2%	2%	7%	-	-	-	-	8%	1%
							ghj						l
Hillingdon	12	11	1	*	-	4	1	2	3	1	1	*	12
	2%	3%	2%	2%	-	4%	2%	4%	2%	2%	2%	1%	3%
Hounslow	13	10	3	-	1	4	2	2	2	1	1	-	13
	3%	2%	6%	-	2%	3%	3%	4%	1%	5%	2%	-	3%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502 100%	450 100%	52 100%	18 100%	70 100%	104 100%	67 100%	57 100%	119 100%	30 100%	38 100%	46 100%	456 100%
Islington	24 5%	20 5%	3 6%	- -	5 7%	4 4%	2 3%	3 6%	5 4%	2 7%	2 5%	1 1%	23 5%
Kensington and Chelsea	14 3%	12 3%	2 4%	- -	3 5%	3 2%	- -	3 5%	5 4%	- -	1 2%	2 3%	13 3%
Kingston upon Thames	13 3%	12 3%	1 1%	- -	3 4%	2 2%	- -	1 2%	6 5%	1 4%	- -	3 6%	10 2%
Lambeth	9 2%	9 2%	- -	- -	3 4%	2 2%	- -	2 3%	1 1%	1 4%	1 2%	- -	9 2%
Lewisham	4 1%	4 1%	1 1%	- -	1 1%	- -	1 2%	- -	1 1%	- -	1 2%	* 1%	4 1%
Merton	11 2%	11 2%	* *	- -	- -	2 2%	1 2%	2 4%	1 1%	3 11% dehj	- -	- -	11 2%
Newham	8 2%	7 2%	1 2%	- -	* 1%	6 6% j	- -	* 1%	1 1%	- -	- -	* 1%	8 2%
Redbridge	4 1%	3 1%	* 1%	- -	* 1%	2 2%	- -	- -	1 1%	- -	- -	* 1%	3 1%
Richmond upon Thames	21 4%	21 5% b	- -	- -	3 4%	8 8%	1 2%	2 3%	6 5%	- -	1 3%	1 3%	19 4%
Southwark	16 3%	13 3%	3 6%	* 3%	6 9% g	3 3%	1 2%	- -	3 2%	* 1%	2 5%	4 8%	12 3% l

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

| | Total | BUSINESS SIZE | | INDUSTRY | | | | | | | | MANUFACTURING/SERVICES | |
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sutton	13	12	1	-	1	5	-	1	4	1	1	1	12
	3%	3%	2%	-	2%	5%	-	2%	4%	4%	2%	3%	3%
Tower Hamlets	13	11	1	1	3	4	1	1	1	1	*	1	12
	3%	3%	2%	4%	4%	4%	2%	1%	1%	4%	1%	2%	3%
Waltham Forest	9	8	1	-	*	5	-	-	1	-	3	*	9
	2%	2%	2%	-	1%	4%	-	-	1%	-	8%	1%	2%
											dfgh		
Wandsworth	24	23	1	-	3	2	4	3	7	2	2	-	24
	5%	5%	1%	-	4%	2%	7%	6%	6%	8%	5%	-	5%
		b											
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Inner city	255	222	33	12	41	48	29	31	60	16	19	21	234
	51%	49%	64%	64%	59%	46%	43%	55%	50%	54%	50%	46%	51%
			a										
Net: Outer city	246	228	19	6	29	56	38	26	59	14	19	25	222
	49%	51%	36%	36%	41%	54%	57%	45%	50%	46%	50%	54%	49%
		b											

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	3	-	3	-	3	-	2	1	*	3	3	*	-
	1%	-	1%	-	1%	-	3%	*	*	1%	2%	*	-
							g				k		
Barnet	28	-	28	-	23	4	2	26	11	16	8	18	2
	5%	-	11%	-	6%	13%	2%	6%	6%	5%	5%	6%	8%
			a		c	c							
Bexley	3	-	3	1	2	-	*	2	1	2	1	2	-
	1%	-	1%	2%	*	-	*	1%	1%	1%	1%	1%	-
Brent	17	-	17	1	16	-	2	15	5	12	6	10	1
	3%	-	7%	2%	4%	-	3%	3%	3%	4%	4%	3%	5%
			a										
Bromley	15	-	15	-	15	-	*	14	3	12	4	10	*
	3%	-	6%	-	4%	-	*	3%	1%	4%	3%	3%	1%
			a										
City of London	30	30	-	7	20	4	8	23	17	13	11	19	-
	6%	12%	-	12%	5%	11%	11%	5%	9%	4%	7%	6%	-
		b		d			g		i				
City of Westminster	47	47	-	8	36	4	4	43	24	23	13	34	1
	9%	18%	-	13%	9%	11%	6%	10%	13%	7%	8%	10%	3%
		b							i				
Camden	29	29	-	2	25	2	4	25	14	15	3	26	-
	6%	11%	-	3%	6%	8%	6%	6%	7%	5%	2%	8%	-
		b										j	
Croydon	20	-	20	3	15	2	4	15	7	13	6	10	4
	4%	-	8%	5%	4%	6%	6%	4%	4%	4%	4%	3%	15%
			a										
Ealing	11	-	11	1	7	3	1	10	6	5	8	3	-
	2%	-	4%	1%	2%	9%	1%	2%	3%	2%	5%	1%	-
			a			d					k		

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Enfield	7	-	7	1	6	-	1	6	5	2	3	4	-
	1%	-	3%	1%	1%	-	1%	1%	3%	1%	2%	1%	-
			a										
Greenwich	15	-	15	1	14	1	2	13	5	10	5	10	-
	3%	-	6%	1%	3%	2%	2%	3%	3%	3%	3%	3%	-
			a										
Hackney	14	14	-	4	10	1	3	11	5	9	7	5	1
	3%	6%	-	6%	2%	2%	5%	2%	3%	3%	5%	2%	5%
		b									k		
Hammersmith and Fulham	11	11	-	1	9	1	1	11	3	8	2	6	3
	2%	4%	-	1%	2%	5%	1%	3%	2%	3%	1%	2%	10%
		b											
Haringey	11	11	-	-	11	1	-	11	-	11	2	7	2
	2%	4%	-	-	3%	2%	-	3%	-	4%	1%	2%	7%
		b								h			
Harrow	23	-	23	3	20	-	8	15	13	9	6	16	-
	5%	-	9%	5%	5%	-	11%	3%	7%	3%	4%	5%	-
			a				g		i				
Havering	10	-	10	-	8	2	-	10	3	7	5	5	-
	2%	-	4%	-	2%	8%	-	2%	2%	2%	3%	2%	-
			a			cd							
Hillingdon	12	-	12	*	12	*	1	11	2	10	3	9	*
	2%	-	5%	*	3%	1%	1%	3%	1%	3%	2%	3%	1%
			a										
Hounslow	13	-	13	1	13	-	2	11	4	9	3	10	-
	3%	-	5%	1%	3%	-	3%	3%	2%	3%	2%	3%	-
			a										
Islington	24	24	-	4	15	4	5	18	10	14	7	13	3
	5%	9%	-	8%	4%	12%	7%	4%	5%	4%	5%	4%	11%
		b				d							

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

ComRes

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502 100%	255 100%	246 100%	57 100%	412 100%	33 100%	71 100%	431 100%	188 100%	314 100%	153 100%	321 100%	27 100%
Kensington and Chelsea	14 3%	14 6% b	- -	3 6%	10 3%	* 1%	1 2%	13 3%	3 2%	11 3%	7 4%	6 2%	2 7%
Kingston upon Thames	13 3%	- -	13 5% a	- -	12 3%	1 3%	4 5%	9 2%	3 1%	10 3%	5 3%	7 2%	1 3%
Lambeth	9 2%	9 4% b	- -	1 2%	8 2%	- -	- -	9 2%	5 3%	5 1%	1 1%	7 2%	1 5%
Lewisham	4 1%	4 2% b	- -	- -	4 1%	- -	1 1%	3 1%	1 1%	3 1%	1 *	4 1%	- -
Merton	11 2%	- -	11 4% a	1 2%	8 2%	2 6%	* *	11 2%	3 1%	8 3%	2 1%	5 2%	3 12%
Newham	8 2%	8 3% b	- -	2 3%	6 2%	- -	* *	8 2%	5 3%	3 1%	4 2%	5 1%	- -
Redbridge	4 1%	- -	4 2% a	* 1%	3 1%	- -	* 1%	3 1%	* *	3 1%	* *	3 1%	- -
Richmond upon Thames	21 4%	- -	21 8% a	5 8%	16 4%	- -	3 4%	18 4%	7 4%	13 4%	6 4%	15 5%	- -
Southwark	16 3%	16 6% b	- -	4 7%	12 3%	- -	4 6%	12 3%	10 5% i	6 2%	6 4%	9 3%	1 5%
Sutton	13 3%	- -	13 5% a	1 2%	12 3%	- -	2 2%	12 3%	2 1%	11 4%	3 2%	10 3%	- -

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

D3. Which London borough is your business based in?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Tower Hamlets	13	13	-	1	11	-	1	11	4	9	4	9	-
	3%	5%	-	2%	3%	-	2%	3%	2%	3%	3%	3%	-
		b											
Waltham Forest	9	-	9	1	8	*	-	9	2	8	4	5	-
	2%	-	4%	1%	2%	1%	-	2%	1%	2%	3%	2%	-
			a										
Wandsworth	24	24	-	2	22	-	3	21	4	20	4	20	-
	5%	9%	-	4%	5%	-	5%	5%	2%	6%	3%	6%	-
		b								h			
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Inner city	255	255	-	38	201	17	37	219	105	150	72	169	15
	51%	100%	-	66%	49%	52%	52%	51%	56%	48%	47%	53%	54%
		b		d									
Net: Outer city	246	-	246	19	211	16	34	212	83	163	82	152	13
	49%	-	100%	34%	51%	48%	48%	49%	44%	52%	53%	47%	46%
			a		c								

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q1_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

SUMMARY TABLE
Base: All respondents

	Total	Up	Same	Down	Mean
Cashflow	502	110	272	120	*
	100%	22%	54%	24%	
Domestic sales	502	107	283	111	*
	100%	21%	56%	22%	
Business domestic orders	502	84	320	97	*
	100%	17%	64%	19%	
Employment	502	38	414	50	*
	100%	8%	82%	10%	

QES Q4 2016

Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Domestic sales
Base: All respondents

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up (1)	107	90	17	1	17	36	7	9	23	5	9	11	96
	21%	20%	33%	4%	25%	35%	11%	16%	19%	17%	25%	25%	21%
			a		f	fghi							
Same (0)	283	257	26	11	39	44	40	40	73	17	20	25	258
	56%	57%	50%	62%	55%	42%	60%	70%	61%	59%	52%	55%	57%
							e	ej	e				
Down (-1)	111	102	9	6	14	24	20	8	23	7	9	9	102
	22%	23%	16%	34%	20%	23%	29%	14%	20%	24%	23%	20%	22%
							g						
Mean score	*	*	.2	-.3	*	.1	-.2	*	*	-.1	*	*	*
			a		f	f		f					
Standard deviation	.66	.65	.69	.56	.67	.75	.61	.56	.62	.65	.70	.68	.66
Standard error	.03	.03	.06	.15	.08	.08	.08	.06	.06	.11	.08	.10	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Domestic sales
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	107	55	53	26	81	1	29	78	43	64	46	57	4
		21%	21%	21%	45%	20%	4%	41%	18%	23%	20%	30%	18%	15%
					de	e		g				k		
Same	(0)	283	137	146	25	247	12	34	249	125	158	68	207	8
		56%	54%	59%	43%	60%	38%	48%	58%	67%	50%	45%	65%	29%
						ce				i			j	
Down	(-1)	111	63	48	7	85	19	7	104	19	92	39	57	15
		22%	25%	19%	12%	21%	58%	10%	24%	10%	29%	25%	18%	56%
							cd		f		h	k		
Mean score		*	*	*	.3	*	-.5	.3	-.1	.1	-.1	*	*	-.4
					de	e		g		i				
Standard deviation		.66	.68	.64	.69	.63	.59	.65	.65	.56	.70	.75	.60	.76
Standard error		.03	.04	.04	.08	.03	.10	.06	.03	.04	.04	.06	.03	.15

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business domestic orders
Base: All respondents

			BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	84	68	16	1	14	21	10	9	17	5	7	9	76
		17%	15%	32%	6%	20%	20%	16%	15%	14%	17%	18%	19%	17%
				a										
Same	(0)	320	293	27	12	46	59	44	42	76	19	22	29	292
		64%	65%	52%	64%	66%	57%	66%	73%	64%	63%	59%	62%	64%
			b						e					
Down	(-1)	97	89	8	5	10	24	12	6	25	6	8	9	89
		19%	20%	16%	30%	15%	23%	18%	11%	21%	20%	22%	19%	19%
Mean score		*	*	.2	-.2	.1	*	*	*	-.1	*	*	*	*
				a										
Standard deviation		.60	.59	.68	.57	.59	.66	.59	.52	.60	.62	.64	.62	.60
Standard error		.03	.03	.06	.15	.07	.07	.08	.06	.06	.10	.08	.09	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business domestic orders
Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up (1)	84	43	42	24	58	1	33	51	43	41	39	44	1
	17%	17%	17%	43%	14%	4%	47%	12%	23%	13%	25%	14%	5%
				de			g		i		k		
Same (0)	320	162	158	26	281	13	31	289	130	191	82	226	12
	64%	64%	64%	45%	68%	41%	44%	67%	69%	61%	54%	71%	42%
					ce			f				j	
Down (-1)	97	51	47	7	72	18	6	91	16	82	33	50	14
	19%	20%	19%	13%	18%	55%	9%	21%	8%	26%	21%	16%	52%
						cd		f		h			
Mean score	*	*	*	.3	*	-.5	.4	-.1	.1	-.1	*	*	-.5
				de	e		g		i				
Standard deviation	.60	.60	.60	.69	.56	.59	.65	.57	.54	.61	.68	.54	.61
Standard error	.03	.04	.04	.08	.03	.10	.06	.03	.04	.04	.06	.03	.12

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Employment
Base: All respondents

			BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	38	26	12	*	10	9	4	4	4	3	3	7	31
		8%	6%	23%	2%	15%	9%	7%	6%	4%	9%	9%	16%	7%
				a		h							l	
Same	(0)	414	379	35	16	58	82	53	51	100	25	29	37	377
		82%	84%	66%	89%	83%	79%	80%	89%	84%	86%	77%	81%	83%
			b											
Down	(-1)	50	45	6	2	1	13	9	3	15	2	5	2	49
		10%	10%	11%	9%	2%	13%	14%	5%	13%	5%	14%	3%	11%
							d	d		d		d		
Mean score		*	*	.1	-.1	.1	*	-.1	*	-.1	*	-.1	.1	*
				a		efhj							l	
Standard deviation		.42	.39	.57	.33	.39	.46	.45	.34	.39	.38	.49	.42	.42
Standard error		.02	.02	.05	.09	.05	.05	.06	.04	.04	.06	.06	.06	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Employment
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	38	21	17	22	15	1	22	15	23	14	17	20	1
		8%	8%	7%	39%	4%	3%	32%	4%	12%	5%	11%	6%	4%
					de			g		i				
Same	(0)	414	209	205	34	365	15	41	373	153	261	119	278	17
		82%	82%	83%	59%	89%	45%	58%	87%	81%	83%	77%	87%	61%
						ce			f			j		
Down	(-1)	50	25	25	1	32	17	7	43	12	38	18	23	10
		10%	10%	10%	2%	8%	52%	11%	10%	6%	12%	12%	7%	35%
							cd				h			
Mean score		*	*	*	.4	*	-.5	.2	-.1	.1	-.1	*	*	-.3
					de	e		g		i				
Standard deviation		.42	.43	.41	.53	.33	.57	.62	.36	.43	.40	.48	.37	.55
Standard error		.02	.03	.03	.06	.02	.10	.06	.02	.03	.02	.04	.02	.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	110	96	14	3	18	29	16	12	21	4	7	13	97
		22%	21%	27%	18%	26%	28%	24%	21%	18%	12%	20%	29%	21%
Same	(0)	272	245	27	11	40	49	34	38	66	16	19	24	248
		54%	54%	52%	62%	57%	47%	51%	66%	55%	54%	50%	51%	54%
									e					
Down	(-1)	120	110	11	4	12	27	17	8	32	10	11	9	111
		24%	24%	20%	20%	18%	26%	25%	13%	27%	33%	30%	20%	24%
										g	g	g		
Mean score		*	*	.1	*	.1	*	*	.1	-.1	-.2	-.1	.1	*
						i			i					
Standard deviation		.68	.68	.69	.64	.66	.73	.70	.59	.66	.66	.71	.70	.68
Standard error		.03	.04	.06	.17	.08	.08	.10	.07	.06	.11	.09	.10	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow
Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up (1)	110	56	54	26	83	1	30	80	50	60	47	60	3
	22%	22%	22%	46%	20%	3%	42%	19%	27%	19%	31%	19%	10%
				de	e		g		i		k		
Same (0)	272	130	142	20	244	7	29	243	113	159	65	199	8
	54%	51%	57%	36%	59%	23%	41%	56%	60%	51%	43%	62%	27%
					ce			f	i			j	
Down (-1)	120	70	50	11	85	24	12	108	26	95	41	62	17
	24%	27%	20%	19%	21%	74%	17%	25%	14%	30%	27%	19%	62%
						cd				h			
Mean score	*	-.1	*	.3	*	-.7	.2	-.1	.1	-.1	*	*	-.5
				de	e		g		i				
Standard deviation	.68	.70	.65	.76	.64	.53	.73	.66	.62	.69	.76	.62	.69
Standard error	.03	.04	.04	.09	.03	.09	.07	.03	.04	.04	.06	.03	.14

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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QES Q4 2016

Q2_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

SUMMARY TABLE
Base: All respondents

	Total	Up	Same	Down	My business does not export outside the UK	Mean
Export sales	502 100%	47 9%	100 20%	43 9%	311 62%	*
Business export orders	502 100%	46 9%	95 19%	45 9%	316 63%	*

Prepared by ComRes Ltd

COMRES

QES Q4 2016

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	47	35	12	2	3	15	3	4	14	1	5	4	43
		9%	8%	23%	11%	5%	14%	4%	7%	12%	4%	12%	8%	9%
				a										
Same	(0)	100	84	17	10	9	19	11	12	24	8	8	13	88
		20%	19%	32%	53%	12%	18%	16%	22%	20%	29%	22%	27%	19%
				a								d		
Down	(-1)	43	39	4	6	3	7	9	1	10	2	4	7	36
		9%	9%	8%	32%	4%	7%	14%	2%	9%	8%	12%	15%	8%
								g				g		
My business does not export outside the UK		311	292	19	1	55	63	44	39	71	18	21	23	289
		62%	65%	36%	4%	78%	61%	66%	69%	60%	60%	55%	49%	63%
			b			ehij								
Mean score		*	*	.2	-.2	*	.2	-.3	.2	.1	-.1	*	-.1	*
				a										
Standard deviation		.69	.69	.67	.65	.68	.72	.69	.54	.71	.56	.75	.68	.69
Standard error		.05	.06	.07	.18	.16	.12	.14	.10	.11	.14	.13	.14	.05

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales
Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up (1)	47	29	18	15	32	1	17	30	25	22	18	26	3
	9%	11%	7%	25%	8%	2%	24%	7%	13%	7%	12%	8%	10%
				de			g		i				
Same (0)	100	57	43	9	83	8	16	85	39	61	21	76	3
	20%	22%	18%	16%	20%	24%	22%	20%	21%	19%	14%	24%	12%
												j	
Down (-1)	43	20	23	3	25	15	6	38	8	35	19	17	7
	9%	8%	9%	5%	6%	46%	8%	9%	4%	11%	12%	5%	25%
						cd				h	k		
My business does not export outside the UK	311	149	162	31	272	9	33	278	116	196	96	201	15
	62%	58%	66%	54%	66%	27%	47%	65%	61%	62%	62%	63%	53%
				e	ce			f					
Mean score	*	.1	-.1	.4	*	-.6	.3	*	.2	-.1	*	.1	-.3
				d			g		i				
Standard deviation	.69	.68	.70	.70	.64	.56	.72	.67	.64	.69	.81	.60	.83
Standard error	.05	.06	.08	.11	.05	.12	.09	.06	.06	.06	.10	.05	.23

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	46	35	10	2	4	14	2	5	12	2	4	4	42
		9%	8%	20%	9%	6%	13%	4%	9%	10%	8%	12%	8%	9%
				a										
Same	(0)	95	76	19	10	8	16	11	11	22	7	9	13	82
		19%	17%	37%	57%	12%	16%	16%	20%	19%	24%	23%	29%	18%
				a										
Down	(-1)	45	41	4	3	2	9	11	1	14	2	4	4	41
		9%	9%	7%	16%	2%	8%	16%	2%	11%	7%	11%	9%	9%
								dg		dg		g		
My business does not export outside the UK		316	297	19	3	56	65	43	39	71	18	21	25	291
		63%	66%	37%	18%	80%	63%	64%	69%	60%	61%	55%	54%	64%
			b			ehij								
Mean score		*	*	.2	-.1	.2	.1	-.3	.2	*	*	*	*	*
				a										
Standard deviation		.70	.71	.63	.56	.64	.76	.67	.58	.74	.64	.73	.63	.71
Standard error		.05	.06	.07	.16	.15	.13	.14	.11	.11	.17	.12	.13	.05

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	46	29	16	13	31	1	16	29	22	23	21	22	3
		9%	11%	7%	23%	8%	2%	23%	7%	12%	7%	14%	7%	10%
					de			g				k		
Same	(0)	95	59	36	10	77	8	16	80	42	53	18	74	3
		19%	23%	15%	18%	19%	24%	23%	18%	23%	17%	12%	23%	12%
			b										j	
Down	(-1)	45	18	27	*	30	15	7	38	9	36	20	18	7
		9%	7%	11%	1%	7%	46%	10%	9%	5%	12%	13%	6%	25%
					c	cd					h	k		
My business does not export outside the UK		316	149	166	33	274	9	32	284	114	202	95	207	15
		63%	58%	68%	58%	66%	27%	45%	66%	61%	64%	62%	64%	53%
				a	e	e			f					
Mean score		*	.1	-.1	.5	*	-.6	.2	-.1	.2	-.1	*	*	-.3
			b		d			g		i				
Standard deviation		.70	.66	.73	.55	.67	.56	.74	.68	.63	.72	.84	.59	.83
Standard error		.05	.06	.08	.09	.05	.12	.09	.06	.06	.07	.10	.05	.23

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

Q2_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

SUMMARY TABLE
Base: All exporters

	Total	Up	Same	Down	My business does not export outside the UK	Mean
Export sales	191	47	100	43	-	*
	100%	25%	53%	23%	-	
Business export orders	186	46	95	45	-	*
	100%	24%	51%	24%	-	

Prepared by ComRes Ltd

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QES Q4 2016

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales
Base: All exporters

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	*d	e	*f	*g	h	*i	j	*k	l
Unweighted Total		216	123	93	13	19	37	23	29	46	15	34	24	192
Weighted Total		191	157	33	17	15	41	22	18	48	12	17	24	167
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	47	35	12	2	3	15	3	4	14	1	5	4	43
		25%	22%	37%	12%	23%	36%	12%	24%	29%	10%	27%	16%	26%
				a										
Same	(0)	100	84	17	10	9	19	11	12	24	8	8	13	88
		53%	53%	51%	55%	57%	46%	47%	70%	50%	71%	48%	54%	53%
Down	(-1)	43	39	4	6	3	7	9	1	10	2	4	7	36
		23%	25%	13%	33%	20%	18%	40%	7%	22%	19%	26%	30%	22%
			b											
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	*	.2	-.2	*	.2	-.3	.2	.1	-.1	*	-.1	*
				a										
Standard deviation		.69	.69	.67	.65	.68	.72	.69	.54	.71	.56	.75	.68	.69
Standard error		.05	.06	.07	.18	.16	.12	.14	.10	.11	.14	.13	.14	.05

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

Prepared by ComRes Ltd

ComRes

QES Q4 2016

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales
Base: All exporters

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		216	130	86	39	154	23	69	147	101	115	64	139	13
Weighted Total		191	106	85	27	140	24	38	153	73	118	58	120	13
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	47	29	18	15	32	1	17	30	25	22	18	26	3
		25%	27%	22%	55%	23%	3%	44%	20%	35%	18%	31%	22%	21%
					d			g		i				
Same	(0)	100	57	43	9	83	8	16	85	39	61	21	76	3
		53%	54%	51%	34%	59%	34%	41%	56%	54%	52%	36%	64%	25%
						c							j	
Down	(-1)	43	20	23	3	25	15	6	38	8	35	19	17	7
		23%	19%	27%	11%	18%	63%	15%	25%	11%	30%	33%	14%	54%
											h	k		
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	.1	-.1	.4	*	-.6	.3	*	.2	-.1	*	.1	-.3
					d			g		i				
Standard deviation		.69	.68	.70	.70	.64	.56	.72	.67	.64	.69	.81	.60	.83
Standard error		.05	.06	.08	.11	.05	.12	.09	.06	.06	.06	.10	.05	.23

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders
Base: All exporters

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	*d	e	*f	*g	h	*i	j	*k	l
Unweighted Total	213	121	92	12	19	35	24	29	46	14	34	24	189
Weighted Total	186	153	33	15	14	39	24	18	48	12	17	21	165
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up (1)	46	35	10	2	4	14	2	5	12	2	4	4	42
	24%	23%	31%	11%	28%	35%	10%	28%	25%	20%	26%	18%	25%
Same (0)	95	76	19	10	8	16	11	11	22	7	9	13	82
	51%	50%	58%	70%	59%	42%	46%	64%	46%	62%	50%	62%	50%
Down (-1)	45	41	4	3	2	9	11	1	14	2	4	4	41
	24%	27%	11%	19%	12%	23%	44%	8%	28%	18%	24%	20%	25%
		b											
My business does not export outside the UK	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score	*	*	.2	-.1	.2	.1	-.3	.2	*	*	*	*	*
			a										
Standard deviation	.70	.71	.63	.56	.64	.76	.67	.58	.74	.64	.73	.63	.71
Standard error	.05	.06	.07	.16	.15	.13	.14	.11	.11	.17	.12	.13	.05

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders
Base: All exporters

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		213	131	82	38	152	23	69	144	101	112	65	135	13
Weighted Total		186	106	80	24	138	24	39	147	74	112	59	115	13
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	46	29	16	13	31	1	16	29	22	23	21	22	3
		24%	27%	20%	55%	23%	3%	42%	20%	30%	21%	35%	19%	21%
					d			g				k		
Same	(0)	95	59	36	10	77	8	16	80	42	53	18	74	3
		51%	56%	45%	43%	56%	34%	41%	54%	57%	47%	30%	65%	25%
													j	
Down	(-1)	45	18	27	*	30	15	7	38	9	36	20	18	7
		24%	17%	34%	2%	21%	63%	17%	26%	12%	32%	34%	16%	54%
				a		c					h	k		
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	.1	-.1	.5	*	-.6	.2	-.1	.2	-.1	*	*	-.3
			b		d			g		i				
Standard deviation		.70	.66	.73	.55	.67	.56	.74	.68	.63	.72	.84	.59	.83
Standard error		.05	.06	.08	.09	.05	.12	.09	.06	.06	.07	.10	.05	.23

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q3. How do you expect your workforce size to change over the next three months?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502 100%	450 100%	52 100%	18 100%	70 100%	104 100%	67 100%	57 100%	119 100%	30 100%	38 100%	46 100%	456 100%
Increase	57 11%	43 10%	14 27% a	4 20%	12 17% fh	13 13%	3 5%	7 12%	9 7%	5 17%	4 11%	10 22% l	47 10%
Stay the same	412 82%	379 84% b	33 64%	11 60%	56 80%	84 81%	59 88%	47 83%	101 85%	25 83%	30 79%	32 69%	380 83% k
Fall	33 7%	28 6%	4 9%	4 20%	2 2%	7 7%	4 7%	3 5%	9 8%	- -	4 10%	4 9%	29 6%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q3. How do you expect your workforce size to change over the next three months?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	57	38	19	57	-	-	27	30	33	24	33	23	1
	11%	15%	8%	100%	-	-	39%	7%	18%	8%	21%	7%	5%
		b		de			g		i		k		
Stay the same	412	201	211	-	412	-	40	372	149	263	110	287	16
	82%	78%	86%	-	100%	-	57%	86%	79%	84%	71%	89%	57%
			a		ce			f				j	
Fall	33	17	16	-	-	33	3	29	6	27	11	11	10
	7%	7%	6%	-	-	100%	5%	7%	3%	9%	7%	3%	38%
						cd				h			

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q4. Have you tried to recruit in the past three months?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502 100%	450 100%	52 100%	18 100%	70 100%	104 100%	67 100%	57 100%	119 100%	30 100%	38 100%	46 100%	456 100%
Yes	71 14%	44 10%	27 51% a	1 7%	12 17%	21 20% h	7 10%	8 14%	11 9%	3 10%	8 22% h	10 21%	61 13%
No	431 86%	406 90% b	25 49%	17 93%	58 83%	83 80%	60 90%	49 86%	108 91% ej	27 90%	29 78%	37 79%	395 87%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q4. Have you tried to recruit in the past three months?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	71	37	34	27	40	3	71	-	44	27	36	33	2
	14%	14%	14%	48%	10%	10%	100%	-	23%	9%	23%	10%	9%
				de			g		i		k		
No	431	219	212	30	372	29	-	431	144	287	118	288	25
	86%	86%	86%	52%	90%	90%	-	100%	77%	91%	77%	90%	91%
					c	c		f		h		j	

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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QES Q4 2016

Q5. Were the jobs...
Base: All who have tried to recruit in past three months

	Total	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	116	37	79	2	19	26	10	14	17	8	20	16	100
Weighted Total	71	44	27	1	12	21	7	8	11	3	8	10	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full-time	40	18	23	1	4	11	5	6	7	2	4	4	36
	57%	40%	85%	100%	32%	52%	78%	68%	69%	67%	50%	43%	59%
			a										
Part-time	29	21	8	-	6	10	2	4	2	1	4	3	26
	40%	47%	30%	-	48%	47%	28%	50%	16%	44%	49%	29%	42%
Temporary	20	16	4	-	7	3	-	3	4	-	4	5	14
	28%	36%	14%	-	56%	14%	-	30%	33%	-	45%	57%	23%
		b											
Permanent	16	9	7	-	1	7	1	3	2	-	3	*	16
	23%	21%	28%	-	4%	35%	8%	36%	21%	-	35%	2%	27%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

Q5. Were the jobs...
Base: All who have tried to recruit in past three months

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	116	68	48	44	67	5	116	-	73	43	49	64	3
Weighted Total	71	37	34	27	40	3	71	-	44	27	36	33	2
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Full-time	40	24	16	13	25	1	40	-	27	13	19	21	*
	57%	66%	47%	49%	63%	40%	57%	-	62%	48%	53%	64%	13%
Part-time	29	15	14	15	14	*	29	-	17	12	13	15	*
	40%	41%	40%	53%	34%	10%	40%	-	38%	45%	38%	45%	13%
Temporary	20	8	12	7	9	3	20	-	12	8	9	8	2
	28%	22%	34%	27%	23%	91%	28%	-	27%	29%	25%	26%	100%
Permanent	16	7	9	7	9	1	16	-	7	10	8	8	*
	23%	19%	28%	25%	22%	21%	23%	-	15%	37% h	23%	25%	13%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q6. Did you meet any difficulties in recruiting?
Base: All who have tried to recruit in past three months

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	116	37	79	2	19	26	10	14	17	8	20	16	100
Weighted Total	71	44	27	1	12	21	7	8	11	3	8	10	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	34	20	14	1	4	9	4	5	4	1	6	3	31
	48%	44%	53%	62%	33%	43%	61%	57%	42%	43%	68%	32%	50%
No	37	25	13	*	8	12	3	4	6	2	3	6	31
	52%	56%	47%	38%	67%	57%	39%	43%	58%	57%	32%	68%	50%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q6. Did you meet any difficulties in recruiting?
Base: All who have tried to recruit in past three months

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	116	68	48	44	67	5	116	-	73	43	49	64	3
Weighted Total	71	37	34	27	40	3	71	-	44	27	36	33	2
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Yes	34	18	16	12	19	3	34	-	18	15	19	15	-
	48%	48%	47%	43%	48%	79%	48%	-	42%	57%	54%	44%	-
No	37	19	18	16	21	1	37	-	26	11	16	18	2
	52%	52%	53%	57%	52%	21%	52%	-	58%	43%	46%	56%	100%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q7. In which category did you have difficulties?
Base: All who had difficulties in recruiting

	Total	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		*a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	59	18	41	1	6	12	6	9	7	5	13	5	54
Weighted Total	34	20	14	1	4	9	4	5	4	1	6	3	31
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Skilled manual/ technical	14	8	6	-	1	7	2	2	*	1	2	*	14
	43%	43%	42%	-	15%	76%	41%	49%	8%	38%	39%	7%	46%
Professional/ managerial	14	8	6	1	1	1	4	1	4	*	2	2	12
	42%	40%	44%	100%	22%	11%	100%	22%	92%	26%	36%	55%	41%
Un/ semi-skilled	8	5	3	-	3	1	-	2	-	1	2	1	6
	23%	25%	21%	-	69%	13%	-	36%	-	50%	28%	45%	21%
Clerical	5	3	2	-	1	1	2	-	1	*	*	-	5
	15%	15%	15%	-	34%	6%	41%	-	13%	37%	5%	-	16%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q7. In which category did you have difficulties?
Base: All who had difficulties in recruiting

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	*b	*c	d	*e	f	*g	h	*i	*j	k	*l
Unweighted Total	59	35	24	25	31	3	59	-	36	23	29	30	-
Weighted Total	34	18	16	12	19	3	34	-	18	15	19	15	-
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	-
Skilled manual/ technical	14	8	6	3	9	2	14	-	6	8	8	6	-
	43%	48%	36%	24%	48%	89%	43%	-	34%	52%	41%	44%	-
Professional/ managerial	14	8	6	4	10	*	14	-	12	3	9	5	-
	42%	47%	37%	36%	50%	11%	42%	-	63%	16%	46%	37%	-
Un/ semi-skilled	8	4	4	4	3	*	8	-	3	5	4	4	-
	23%	22%	25%	34%	17%	13%	23%	-	17%	31%	19%	28%	-
Clerical	5	2	2	3	2	-	5	-	3	2	4	1	-
	15%	14%	15%	27%	9%	-	15%	-	14%	16%	19%	8%	-

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q8_SUM. How have your investment plans changed over the past three months?

SUMMARY TABLE
Base: All respondents

	Total	Increased	Same	Decreased	Mean
Plant and equipment	502 100%	51 10%	394 79%	57 11%	*
Training	502 100%	50 10%	410 82%	43 8%	*

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QES Q4 2016

Q8_1. How have your investment plans changed over the past three months?

Plant and equipment
Base: All respondents

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased (1)	51	40	11	4	9	13	3	3	9	4	6	10	41
	10%	9%	20%	23%	12%	13%	4%	5%	7%	14%	16%	22%	9%
			a								fg		l
Same (0)	394	359	35	8	50	81	55	50	99	26	26	26	368
	79%	80%	67%	45%	72%	78%	82%	87%	83%	86%	70%	56%	81%
		b						dj	j				k
Decreased (-1)	57	50	7	6	11	10	9	4	11	-	5	10	47
	11%	11%	13%	32%	16%	10%	14%	8%	9%	-	14%	22%	10%
					i		i				i		l
Mean score	*	*	.1	-.1	*	*	-.1	*	*	.1	*	*	*
			a							fgh			
Standard deviation	.46	.45	.57	.76	.54	.47	.42	.37	.41	.35	.56	.67	.44
Standard error	.02	.02	.05	.20	.07	.05	.06	.04	.04	.06	.07	.10	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q8_1. How have your investment plans changed over the past three months?

Plant and equipment
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased	(1)	51	32	19	21	30	-	19	32	30	21	23	27	1
		10%	13%	8%	37%	7%	-	27%	7%	16%	7%	15%	8%	3%
					de			g		i		k		
Same	(0)	394	193	201	34	348	13	47	347	151	243	107	275	12
		79%	76%	81%	59%	84%	40%	66%	81%	80%	77%	70%	86%	43%
						ce			f				j	
Decreased	(-1)	57	30	27	2	35	20	5	52	7	50	23	19	15
		11%	12%	11%	4%	8%	60%	7%	12%	4%	16%	15%	6%	54%
							cd				h	k		
Mean score		*	*	*	.3	*	-.6	.2	*	.1	-.1	*	*	-.5
					de	e		g		i				
Standard deviation		.46	.49	.43	.56	.40	.50	.55	.44	.43	.47	.55	.38	.57
Standard error		.02	.03	.03	.06	.02	.09	.05	.02	.03	.03	.04	.02	.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q8_2. How have your investment plans changed over the past three months?

Training
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased (1)	50	37	13	4	6	12	5	6	6	8	3	7	43
	10%	8%	24%	22%	8%	12%	8%	10%	5%	26%	9%	15%	9%
			a							dfghj			
Same (0)	410	376	34	10	55	83	53	49	106	22	32	32	378
	82%	84%	65%	57%	79%	79%	79%	85%	89%	74%	86%	70%	83%
		b							i				k
Decreased (-1)	43	37	6	4	9	9	9	3	7	-	2	7	36
	8%	8%	11%	20%	13%	9%	13%	5%	6%	-	5%	15%	8%
					i		i						
Mean score	*	*	.1	*	*	*	-.1	.1	*	.3	*	*	*
			a							defghj			
Standard deviation	.43	.41	.59	.67	.46	.45	.46	.39	.33	.45	.37	.56	.41
Standard error	.02	.02	.05	.18	.06	.05	.06	.04	.03	.08	.05	.08	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q8_2. How have your investment plans changed over the past three months?

Training
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased	(1)	50	29	21	18	30	2	19	31	27	23	25	23	1
		10%	11%	8%	31%	7%	7%	27%	7%	14%	7%	16%	7%	5%
					de			g		i		k		
Same	(0)	410	204	206	39	359	11	49	361	152	258	108	288	14
		82%	80%	84%	69%	87%	34%	69%	84%	81%	82%	70%	90%	50%
					e	ce			f				j	
Decreased	(-1)	43	23	20	*	23	19	3	39	9	34	20	10	12
		8%	9%	8%	1%	6%	59%	5%	9%	5%	11%	13%	3%	45%
							cd				h	k		
Mean score		*	*	*	.3	*	-.5	.2	*	.1	*	*	*	-.4
					de	e		g		i				
Standard deviation		.43	.45	.41	.48	.36	.64	.52	.40	.43	.42	.55	.32	.60
Standard error		.02	.03	.03	.06	.02	.11	.05	.02	.03	.02	.04	.02	.12

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q9_SUM. Over the next twelve months what do you think will happen to your...

SUMMARY TABLE
Base: All respondents

	Total	Increase	Stay the same	Decrease	Mean
Turnover	502 100%	167 33%	211 42%	124 25%	.1
Profitability	502 100%	146 29%	222 44%	135 27%	*

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QES Q4 2016

Q9_1. Over the next twelve months what do you think will happen to your...

Turnover
Base: All respondents

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase (1)	167	145	21	5	26	46	20	22	34	7	8	18	148
	33%	32%	41%	25%	37%	44%	30%	38%	28%	24%	22%	39%	33%
						hij		j					
Stay the same (0)	211	190	21	7	26	40	27	22	51	17	19	16	195
	42%	42%	41%	39%	38%	39%	41%	39%	43%	58%	51%	35%	43%
Decrease (-1)	124	115	9	6	18	18	19	13	34	5	10	12	113
	25%	26%	18%	36%	26%	17%	29%	23%	29%	18%	27%	25%	25%
Mean score	.1	.1	.2	-.1	.1	.3	*	.2	*	.1	*	.1	.1
			a			hj							
Standard deviation	.76	.76	.74	.80	.79	.74	.77	.77	.76	.66	.71	.80	.75
Standard error	.03	.04	.06	.21	.10	.08	.11	.09	.07	.11	.09	.12	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q9_1. Over the next twelve months what do you think will happen to your...

Turnover
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	167	87	80	40	123	4	44	123	68	98	66	96	4
		33%	34%	32%	70%	30%	12%	62%	28%	36%	31%	43%	30%	15%
					de	e		g				k		
Stay the same	(0)	211	103	108	17	191	4	21	190	100	111	55	154	3
		42%	40%	44%	29%	46%	12%	30%	44%	53%	35%	36%	48%	10%
						ce			f	i			j	
Decrease	(-1)	124	65	59	*	99	25	5	119	20	105	32	72	20
		25%	26%	24%	1%	24%	77%	8%	28%	11%	33%	21%	22%	74%
						c	cd		f		h			
Mean score		.1	.1	.1	.7	.1	-.7	.5	*	.3	*	.2	.1	-.6
					de	e		g		i		k		
Standard deviation		.76	.77	.75	.48	.73	.69	.64	.75	.64	.81	.77	.72	.76
Standard error		.03	.05	.05	.06	.04	.12	.06	.04	.04	.05	.06	.04	.15

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q9_2. Over the next twelve months what do you think will happen to your...

Profitability
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	146	126	20	5	21	40	15	19	30	8	9	16	129
		29%	28%	38%	25%	30%	38%	22%	33%	25%	26%	23%	35%	28%
				a			j							
Stay the same	(0)	222	200	22	4	30	39	34	30	52	15	16	17	204
		44%	44%	42%	23%	44%	38%	51%	52%	44%	52%	44%	38%	45%
Decrease	(-1)	135	124	11	9	18	25	18	9	36	7	13	12	122
		27%	28%	21%	52%	26%	24%	27%	15%	30%	22%	33%	27%	27%
										g		g		
Mean score		*	*	.2	-.3	*	.1	*	.2	*	*	-.1	.1	*
				a					hj					
Standard deviation		.75	.75	.75	.86	.76	.78	.71	.67	.75	.71	.75	.79	.74
Standard error		.03	.04	.06	.23	.09	.09	.10	.08	.07	.12	.09	.12	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q9_2. Over the next twelve months what do you think will happen to your...

Profitability
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	146	75	71	36	107	3	36	110	59	87	54	88	4
		29%	29%	29%	62%	26%	9%	51%	25%	31%	28%	35%	27%	15%
					de	e		g						
Stay the same	(0)	222	110	111	18	200	3	27	195	104	118	55	163	3
		44%	43%	45%	32%	49%	10%	38%	45%	55%	38%	36%	51%	10%
					e	ce				i			j	
Decrease	(-1)	135	71	64	3	105	26	8	127	26	109	44	70	20
		27%	28%	26%	6%	26%	80%	11%	29%	14%	35%	29%	22%	74%
						c	cd		f		h			
Mean score		*	*	*	.6	*	-.7	.4	*	.2	-.1	.1	.1	-.6
					de	e		g		i				
Standard deviation		.75	.76	.74	.61	.72	.63	.69	.74	.65	.79	.80	.70	.76
Standard error		.03	.05	.05	.07	.04	.11	.06	.04	.04	.05	.06	.04	.15

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q10. Are you operating at...
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full capacity	188	158	30	4	32	41	31	20	36	8	16	19	169
	37%	35%	58%	20%	46%	40%	46%	36%	30%	27%	42%	42%	37%
			a		h								
Below full capacity	314	292	22	14	38	63	36	37	83	22	22	27	287
	63%	65%	42%	80%	54%	60%	54%	64%	70%	73%	58%	58%	63%
		b							d				

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q10. Are you operating at...
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full capacity	188	105	83	33	149	6	44	144	188	-	64	121	3
	37%	41%	34%	58%	36%	18%	62%	33%	100%	-	42%	38%	11%
				de	e		g		i				
Below full capacity	314	150	163	24	263	27	27	287	-	314	90	200	24
	63%	59%	66%	42%	64%	82%	38%	67%	-	100%	58%	62%	89%
					c	cd		f		h			

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

Prepared by ComRes Ltd

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QES Q4 2016

Q11. Over the next three months do you expect the price of your goods/ services to:
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	153	133	20	9	32	48	14	12	18	10	11	23	130
	31%	30%	38%	50%	46%	46%	21%	21%	15%	32%	30%	50%	29%
					fgh	fgh				h	h		l
Stay the same	321	290	31	9	33	54	47	43	92	20	24	23	298
	64%	65%	59%	48%	48%	52%	70%	75%	77%	68%	63%	49%	65%
							de	de	de				k
Fall	27	26	1	*	4	2	6	2	10	-	2	*	27
	5%	6%	3%	2%	6%	2%	9%	4%	8%	-	7%	1%	6%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

Prepared by ComRes Ltd

COMRES

QES Q4 2016

Q11. Over the next three months do you expect the price of your goods/ services to:
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	153	72	82	33	110	11	36	118	64	90	153	-	-
	31%	28%	33%	57%	27%	34%	50%	27%	34%	29%	100%	-	-
				de			g				k		
Stay the same	321	169	152	23	287	11	33	288	121	200	-	321	-
	64%	66%	62%	41%	70%	34%	47%	67%	64%	64%	-	100%	-
					ce			f				j	
Fall	27	15	13	1	16	10	2	25	3	24	-	-	27
	5%	6%	5%	2%	4%	32%	3%	6%	2%	8%	-	-	100%
						cd				h			

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q12. Is your business under any pressure to raise prices from any of the following?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Raw material prices	116	96	20	13	21	51	10	6	5	5	4	26	89
	23%	21%	37%	73%	31%	49%	15%	10%	4%	17%	12%	57%	20%
			a		fghj	dfghij	h			h			l
Finance costs	88	69	19	6	13	24	9	10	15	6	5	7	81
	18%	15%	36%	31%	19%	23%	14%	17%	12%	19%	14%	16%	18%
			a										
Pay settlements	41	30	11	1	7	9	2	7	7	3	5	5	36
	8%	7%	21%	4%	10%	9%	2%	12%	6%	11%	15%	11%	8%
			a					f			f		
Other overheads	183	166	18	2	29	46	21	21	35	11	17	13	170
	37%	37%	34%	11%	42%	44%	32%	37%	30%	39%	46%	28%	37%
						h					h		
None of the above	186	180	6	-	19	19	35	27	66	9	12	6	181
	37%	40%	12%	-	27%	19%	52%	47%	55%	29%	33%	12%	40%
		b					deij	de	deij		e		k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q12. Is your business under any pressure to raise prices from any of the following?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Raw material prices	116	52	64	17	89	10	32	84	46	70	68	43	5
	23%	20%	26%	29%	22%	29%	45%	19%	24%	22%	44%	13%	19%
							g				k		
Finance costs	88	48	40	18	63	7	17	71	37	51	28	52	8
	18%	19%	16%	32%	15%	21%	24%	17%	19%	16%	18%	16%	30%
				d									
Pay settlements	41	26	16	12	26	3	13	28	17	24	19	18	4
	8%	10%	6%	21%	6%	9%	19%	7%	9%	8%	13%	6%	13%
				d			g				k		
Other overheads	183	97	86	23	144	16	26	158	68	115	75	93	15
	37%	38%	35%	39%	35%	50%	36%	37%	36%	37%	49%	29%	55%
											k		
None of the above	186	92	94	9	171	6	12	174	58	128	28	152	6
	37%	36%	38%	16%	41%	19%	17%	40%	31%	41%	19%	47%	21%
					ce			f		h		j	

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q13_SUM. Please indicate the extent to which the following have varied in the past 3 months.

SUMMARY TABLE
Base: All respondents

	Total	Increased significantly	Increased slightly	Stayed the same	Decreased slightly	Decreased significantly	Net: Increased	Net: Decreased	Mean
Cost of fuel	502	33	198	259	9	2	231	11	.5
	100%	7%	39%	52%	2%	*	46%	2%	
Cost of my business's energy	502	21	125	340	14	2	146	16	.3
	100%	4%	25%	68%	3%	*	29%	3%	
Cost of raw materials (sourced internationally)	502	50	88	354	6	3	138	10	.3
	100%	10%	18%	71%	1%	1%	28%	2%	
Cost of raw materials (sourced domestically)	502	18	118	362	5	-	135	5	.3
	100%	3%	23%	72%	1%	-	27%	1%	
Pressure from employees to increase wages	502	15	93	382	11	-	109	11	.2
	100%	3%	19%	76%	2%	-	22%	2%	
Cost of borrowing	502	6	57	408	27	4	63	31	.1
	100%	1%	11%	81%	5%	1%	13%	6%	

QES Q4 2016

Q13_1. Please indicate the extent to which the following have varied in the past 3 months.

Pressure from employees to increase wages
Base: All respondents

			BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	15	11	4	-	5	1	2	2	3	2	1	3	12
		3%	2%	8% a	-	7%	1%	3%	3%	3%	5%	3%	6%	3%
Increased slightly	(1)	93	75	18	2	14	27	7	11	20	8	6	7	86
		19%	17%	35% a	11%	20%	26% f	10%	20%	16%	27% f	15%	16%	19%
Stayed the same	(0)	382	354	29	13	51	72	57	44	96	20	29	33	349
		76%	79% b	55%	74%	73%	69%	85% e	76%	81%	68%	78%	72%	77%
Decreased slightly	(-1)	11	10	1	3	-	4	1	1	-	-	2	3	8
		2%	2%	2%	16%	-	4% h	2%	1%	-	-	4% h	6%	2%
Decreased significantly	(-2)	-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
NETS														
Net: Increased		109	86	22	2	19	28	9	13	23	9	7	10	98
		22%	19%	43% a	11%	27%	27%	13%	22%	19%	32% f	18%	22%	22%
Net: Decreased		11	10	1	3	-	4	1	1	-	-	2	3	8
		2%	2%	2%	16%	-	4% h	2%	1%	-	-	4% h	6%	2%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_1. Please indicate the extent to which the following have varied in the past 3 months.

Pressure from employees to increase wages
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.2	.2	.5	-.1	.3	.2	.1	.2	.2	.4	.2	.2	.2
			a		f					f			
Standard deviation	.53	.50	.68	.53	.60	.54	.47	.52	.48	.59	.55	.66	.51
Standard error	.02	.03	.06	.14	.07	.06	.06	.06	.05	.10	.07	.10	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_1. Please indicate the extent to which the following have varied in the past 3 months.

Pressure from employees to increase wages
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	15	6	9	7	8	-	9	6	9	6	9	4	1
		3%	2%	4%	12%	2%	-	13%	1%	5%	2%	6%	1%	5%
					de			g				k		
Increased slightly	(1)	93	55	38	19	60	14	27	67	39	54	42	44	8
		19%	22%	15%	34%	14%	44%	37%	16%	21%	17%	27%	14%	28%
					d		d	g				k		
Stayed the same	(0)	382	186	197	26	338	18	32	350	132	251	97	267	18
		76%	73%	80%	46%	82%	55%	45%	81%	70%	80%	63%	83%	65%
						ce			f		h		j	
Decreased slightly	(-1)	11	9	2	5	6	*	3	8	8	3	5	6	1
		2%	3%	1%	8%	1%	1%	4%	2%	4%	1%	3%	2%	2%
					d					i				
Decreased significantly	(-2)	-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
NETS														
Net: Increased		109	61	48	26	68	14	36	73	48	60	51	48	9
		22%	24%	19%	45%	17%	44%	51%	17%	26%	19%	33%	15%	33%
					d		d	g				k		
Net: Decreased		11	9	2	5	6	*	3	8	8	3	5	6	1
		2%	3%	1%	8%	1%	1%	4%	2%	4%	1%	3%	2%	2%
					d					i				
Mean score		.2	.2	.2	.5	.2	.4	.6	.2	.3	.2	.4	.1	.4
					d		d	g				k		
Standard deviation		.53	.54	.52	.82	.46	.52	.77	.45	.62	.47	.65	.43	.63
Standard error		.02	.03	.03	.09	.02	.09	.07	.02	.04	.03	.05	.02	.13

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

Prepared by ComRes Ltd

COMRES

QES Q4 2016

Q13_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	6	4	2	-	*	*	*	1	3	1	-	*	6
		1%	1%	4%	-	1%	*	1%	1%	3%	4%	-	1%	1%
				a										
Increased slightly	(1)	57	48	9	4	11	14	4	6	8	5	5	8	49
		11%	11%	17%	20%	16%	14%	7%	10%	7%	17%	13%	17%	11%
				a										
Stayed the same	(0)	408	371	37	14	52	80	58	47	104	21	31	36	372
		81%	83%	71%	80%	74%	77%	87%	83%	87%	72%	82%	79%	82%
			b							di				
Decreased slightly	(-1)	27	23	4	-	7	7	4	2	4	2	1	1	26
		5%	5%	8%	-	9%	7%	6%	4%	3%	7%	3%	3%	6%
Decreased significantly	(-2)	4	3	*	-	*	2	-	1	-	-	1	*	3
		1%	1%	*	-	*	2%	-	1%	-	-	2%	*	1%
NETS														
Net: Increased		63	52	11	4	12	15	5	6	11	6	5	8	55
		13%	12%	21%	20%	17%	14%	7%	11%	9%	21%	13%	18%	12%
				a										
Net: Decreased		31	26	4	-	7	9	4	3	4	2	2	2	29
		6%	6%	8%	-	10%	9%	6%	6%	3%	7%	5%	3%	6%
Mean score		.1	.1	.2	.2	.1	*	*	*	.1	.2	.1	.2	.1
				a										
Standard deviation		.49	.47	.63	.41	.53	.54	.38	.49	.45	.61	.48	.48	.49

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Standard error	.02	.02	.05	.11	.06	.06	.05	.06	.04	.10	.06	.07	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	6	4	2	4	1	1	2	4	5	1	3	3	-
		1%	1%	1%	7%	*	2%	3%	1%	3%	*	2%	1%	-
					d			g		i				
Increased slightly	(1)	57	31	26	12	39	6	10	47	26	31	31	23	3
		11%	12%	11%	21%	10%	18%	15%	11%	14%	10%	20%	7%	13%
					d							k		
Stayed the same	(0)	408	203	205	36	347	25	53	355	144	264	112	275	21
		81%	79%	83%	62%	84%	78%	75%	82%	77%	84%	73%	86%	78%
						c					h		j	
Decreased slightly	(-1)	27	15	12	5	21	-	5	22	12	15	7	18	2
		5%	6%	5%	10%	5%	-	7%	5%	7%	5%	5%	6%	7%
Decreased significantly	(-2)	4	2	1	*	3	1	*	3	1	3	*	3	1
		1%	1%	1%	*	1%	3%	*	1%	*	1%	*	1%	3%
NETS														
Net: Increased		63	35	28	16	41	6	13	50	31	32	34	26	3
		13%	14%	11%	28%	10%	20%	18%	12%	17%	10%	22%	8%	13%
					d					i		k		
Net: Decreased		31	17	13	6	24	1	5	26	13	18	8	20	3
		6%	7%	5%	10%	6%	3%	7%	6%	7%	6%	5%	6%	10%
Mean score		.1	.1	.1	.2	*	.2	.1	.1	.1	*	.2	*	*
					d							k		
Standard deviation		.49	.52	.46	.73	.43	.59	.58	.47	.56	.44	.55	.44	.57
Standard error		.02	.03	.03	.08	.02	.10	.05	.02	.04	.03	.04	.02	.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q13_3. Please indicate the extent to which the following have varied in the past 3 months.

Cost of my business's energy
Base: All respondents

			BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	21	16	5	-	2	3	2	2	7	2	2	*	21
		4%	4%	9%	-	3%	3%	3%	4%	6%	8%	6%	*	5%
				a										
Increased slightly	(1)	125	109	16	4	20	29	15	11	24	8	15	11	114
		25%	24%	30%	20%	29%	28%	22%	18%	20%	26%	40%	24%	25%
												fgh		
Stayed the same	(0)	340	308	32	12	47	64	47	43	87	20	20	32	308
		68%	69%	61%	66%	68%	62%	70%	76%	73%	66%	52%	70%	68%
							j		j	j				
Decreased slightly	(-1)	14	14	-	2	-	6	3	1	1	-	1	2	12
		3%	3%	-	14%	-	6%	4%	1%	1%	-	2%	5%	3%
			b				d							
Decreased significantly	(-2)	2	2	-	-	-	2	-	-	-	-	-	-	2
		*	*	-	-	-	2%	-	-	-	-	-	-	*
NETS														
Net: Increased		146	125	20	4	22	32	17	13	30	10	17	11	134
		29%	28%	39%	20%	32%	31%	25%	23%	25%	34%	46%	25%	29%
				a								fgh		
Net: Decreased		16	16	-	2	-	8	3	1	1	-	1	2	14
		3%	4%	-	14%	-	8%	4%	1%	1%	-	2%	5%	3%
			b				dh							

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_3. Please indicate the extent to which the following have varied in the past 3 months.

Cost of my business's energy
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.3	.3	.5	.1	.3	.2	.2	.3	.3	.4	.5	.2	.3
			a								efgh		
Standard deviation	.61	.60	.66	.60	.54	.69	.57	.56	.59	.65	.64	.53	.62
Standard error	.03	.03	.06	.16	.07	.08	.08	.06	.06	.11	.08	.08	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_3. Please indicate the extent to which the following have varied in the past 3 months.

Cost of my business's energy
Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly (2)	21	12	9	6	13	2	6	14	12	9	11	6	4
	4%	5%	4%	10%	3%	6%	9%	3%	6%	3%	7%	2%	15%
				d			g				k		
Increased slightly (1)	125	64	60	13	99	13	20	105	48	77	57	62	6
	25%	25%	24%	23%	24%	38%	28%	24%	26%	24%	37%	19%	20%
											k		
Stayed the same (0)	340	166	174	34	288	18	44	296	120	220	76	248	16
	68%	65%	71%	59%	70%	56%	62%	69%	64%	70%	49%	77%	59%
												j	
Decreased slightly (-1)	14	11	3	2	12	-	1	14	6	8	10	3	1
	3%	4%	1%	4%	3%	-	1%	3%	3%	3%	6%	1%	5%
		b									k		
Decreased significantly (-2)	2	2	-	2	-	-	-	2	2	-	-	2	-
	*	1%	-	3%	-	-	-	*	1%	-	-	1%	-
				d									
NETS													
Net: Increased	146	76	69	19	112	15	26	119	60	86	68	68	10
	29%	30%	28%	33%	27%	44%	37%	28%	32%	27%	44%	21%	35%
						d	g				k		
Net: Decreased	16	13	3	4	12	-	1	16	8	8	10	5	1
	3%	5%	1%	8%	3%	-	1%	4%	4%	3%	6%	1%	5%
		b		d							k		
Mean score	.3	.3	.3	.3	.3	.5	.5	.3	.3	.3	.4	.2	.5
						d	g				k		
Standard deviation	.61	.66	.55	.84	.57	.62	.67	.60	.69	.56	.72	.51	.83
Standard error	.03	.04	.04	.10	.03	.11	.06	.03	.05	.03	.06	.03	.17

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

COMRES

QES Q4 2016

Q13_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel
Base: All respondents

			BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	33	26	7	-	6	12	-	3	7	4	2	4	29
		7%	6%	13%	-	9%	11%	-	6%	6%	12%	4%	9%	6%
				a		f	f				f			
Increased slightly	(1)	198	179	19	13	37	34	25	22	40	11	17	26	172
		39%	40%	37%	73%	53%	33%	37%	38%	33%	38%	45%	55%	38%
						eh								l
Stayed the same	(0)	259	235	24	4	25	54	42	31	71	14	18	14	245
		52%	52%	47%	23%	36%	52%	63%	55%	59%	46%	48%	30%	54%
								d	d	d				k
Decreased slightly	(-1)	9	8	1	1	2	4	-	1	-	1	1	2	7
		2%	2%	2%	4%	2%	4%	-	1%	-	5%	2%	5%	1%
							h				h			
Decreased significantly	(-2)	2	2	*	-	-	-	-	-	2	-	1	-	2
		*	*	1%	-	-	-	-	-	1%	-	2%	-	1%
NETS														
Net: Increased		231	205	26	13	43	46	25	25	47	15	18	30	201
		46%	46%	50%	73%	62%	44%	37%	44%	39%	50%	49%	65%	44%
						efgh								l
Net: Decreased		11	10	2	1	2	4	-	1	2	1	1	2	9
		2%	2%	3%	4%	2%	4%	-	1%	1%	5%	3%	5%	2%
Mean score		.5	.5	.6	.7	.7	.5	.4	.5	.4	.6	.5	.7	.5
						fh								l

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

COMRES

QES Q4 2016

Q13_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Standard deviation	.67	.66	.78	.57	.67	.75	.49	.63	.67	.77	.69	.71	.66
Standard error	.03	.03	.07	.15	.08	.08	.07	.07	.07	.13	.08	.10	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	33	16	17	4	27	3	8	26	14	20	15	16	3
		7%	6%	7%	7%	6%	8%	11%	6%	7%	6%	10%	5%	10%
Increased slightly	(1)	198	93	105	19	164	15	30	168	68	130	72	115	11
		39%	36%	43%	34%	40%	46%	42%	39%	36%	42%	47%	36%	39%
												k		
Stayed the same	(0)	259	141	118	32	213	15	31	229	104	155	61	184	14
		52%	55%	48%	55%	52%	46%	43%	53%	55%	50%	40%	57%	51%
													j	
Decreased slightly	(-1)	9	5	4	2	7	-	3	6	3	6	4	5	-
		2%	2%	2%	4%	2%	-	4%	1%	2%	2%	3%	2%	-
Decreased significantly	(-2)	2	*	2	-	2	-	-	2	-	2	1	1	-
		*	*	1%	-	1%	-	-	1%	-	1%	1%	*	-
NETS														
Net: Increased		231	109	122	24	190	18	37	194	81	150	87	131	13
		46%	43%	49%	41%	46%	54%	53%	45%	43%	48%	57%	41%	49%
												k		
Net: Decreased		11	5	7	2	9	-	3	9	3	9	5	7	-
		2%	2%	3%	4%	2%	-	4%	2%	2%	3%	3%	2%	-
Mean score		.5	.5	.5	.4	.5	.6	.6	.5	.5	.5	.6	.4	.6
												k		
Standard deviation		.67	.65	.69	.69	.67	.64	.74	.66	.66	.68	.72	.64	.68
Standard error		.03	.04	.05	.08	.03	.11	.07	.03	.05	.04	.06	.04	.14

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q13_5. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced domestically)
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	18	14	3	-	3	5	1	*	4	3	-	1	17
		3%	3%	6%	-	4%	5%	2%	*	4%	11%	-	2%	4%
											gj			
Increased slightly	(1)	118	103	15	10	24	42	8	8	9	4	13	26	92
		23%	23%	29%	57%	34%	41%	12%	15%	8%	12%	34%	56%	20%
						fghi	fghi					fghi	l	
Stayed the same	(0)	362	330	32	7	43	56	57	48	104	23	24	19	343
		72%	73%	62%	39%	62%	54%	86%	83%	87%	76%	64%	41%	75%
			b					dej	dej	dej	e			k
Decreased slightly	(-1)	5	3	2	1	*	-	-	1	2	*	1	1	4
		1%	1%	4%	4%	1%	-	-	1%	1%	1%	2%	2%	1%
				a										
Decreased significantly	(-2)	-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
NETS														
Net: Increased		135	117	18	10	26	48	10	9	14	7	13	27	109
		27%	26%	35%	57%	38%	46%	14%	15%	11%	23%	34%	58%	24%
				a		fgh	fghi					fgh	l	
Net: Decreased		5	3	2	1	*	-	-	1	2	*	1	1	4
		1%	1%	4%	4%	1%	-	-	1%	1%	1%	2%	2%	1%
				a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q13_5. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced domestically)
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.3	.3	.4	.5	.4	.5	.2	.1	.1	.3	.3	.6	.3
					fgh	fghj					gh	l	
Standard deviation	.55	.53	.67	.60	.58	.60	.43	.40	.47	.69	.51	.57	.53
Standard error	.02	.03	.06	.16	.07	.07	.06	.05	.05	.12	.06	.08	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_5. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced domestically)
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	18	9	8	6	10	2	3	14	10	8	12	6	-
		3%	4%	3%	10%	2%	5%	5%	3%	5%	3%	8%	2%	-
					d							k		
Increased slightly	(1)	118	57	61	17	89	11	27	91	46	72	62	51	5
		23%	22%	25%	30%	22%	34%	38%	21%	24%	23%	40%	16%	19%
								g				k		
Stayed the same	(0)	362	188	174	34	309	19	40	322	130	232	79	261	22
		72%	74%	71%	60%	75%	58%	56%	75%	69%	74%	51%	81%	81%
						ce			f				j	
Decreased slightly	(-1)	5	2	3	-	4	1	1	4	3	2	1	3	-
		1%	1%	1%	-	1%	2%	1%	1%	1%	1%	1%	1%	-
Decreased significantly	(-2)	-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
NETS														
Net: Increased		135	66	70	23	99	13	30	105	56	80	74	57	5
		27%	26%	28%	40%	24%	40%	43%	24%	30%	25%	48%	18%	19%
					d			g				k		
Net: Decreased		5	2	3	-	4	1	1	4	3	2	1	3	-
		1%	1%	1%	-	1%	2%	1%	1%	1%	1%	1%	1%	-
Mean score		.3	.3	.3	.5	.3	.4	.5	.3	.3	.3	.5	.2	.2
					d			g				k		
Standard deviation		.55	.54	.55	.68	.51	.64	.61	.53	.59	.51	.65	.46	.40
Standard error		.02	.03	.04	.08	.03	.11	.06	.03	.04	.03	.05	.03	.08

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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QES Q4 2016

Q13_6. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced internationally)
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	50	42	8	3	3	23	6	2	9	1	2	6	45
		10%	9%	15%	18%	4%	22%	9%	4%	8%	4%	6%	12%	10%
							dghij							
Increased slightly	(1)	88	73	15	7	18	31	5	4	9	6	7	16	72
		18%	16%	28%	38%	26%	30%	8%	7%	8%	20%	19%	34%	16%
				a		fgh	fgh				gh	gh	l	
Stayed the same	(0)	354	327	27	5	48	49	55	49	99	22	27	22	333
		71%	73%	52%	25%	69%	47%	82%	85%	83%	75%	71%	47%	73%
			b			e		e	dej	de	e	e		k
Decreased slightly	(-1)	6	4	2	3	*	1	*	1	-	*	1	3	3
		1%	1%	5%	18%	1%	1%	1%	1%	-	1%	2%	7%	1%
				a									l	
Decreased significantly	(-2)	3	3	*	-	-	-	-	1	2	-	1	-	3
		1%	1%	1%	-	-	-	-	1%	1%	-	2%	-	1%
NETS														
Net: Increased		138	116	23	10	21	54	11	7	18	7	9	21	117
		28%	26%	43%	56%	30%	52%	17%	12%	15%	24%	25%	46%	26%
				a		gh	dfghij					g	l	
Net: Decreased		10	7	3	3	*	1	*	2	2	*	1	3	6
		2%	2%	5%	18%	1%	1%	1%	3%	1%	1%	3%	7%	1%
				a									l	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

Prepared by ComRes Ltd

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QES Q4 2016

Q13_6. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced internationally)
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.3	.3	.5	.6	.3	.7	.3	.1	.2	.3	.3	.5	.3
			a		g	dfghij							
Standard deviation	.70	.68	.83	1.01	.56	.81	.63	.56	.63	.55	.67	.80	.69
Standard error	.03	.04	.07	.27	.07	.09	.09	.06	.06	.09	.08	.12	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q13_6. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced internationally)
Base: All respondents

		Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
			Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	50	26	24	9	36	5	9	41	17	33	34	11	5
		10%	10%	10%	16%	9%	16%	13%	9%	9%	11%	22%	3%	18%
												k		
Increased slightly	(1)	88	48	40	14	62	12	24	64	42	46	42	43	2
		18%	19%	16%	24%	15%	37%	34%	15%	22%	15%	28%	13%	9%
					d		d	g		i		k		
Stayed the same	(0)	354	174	180	31	308	15	35	319	125	230	72	262	20
		71%	68%	73%	54%	75%	45%	50%	74%	66%	73%	47%	81%	74%
						ce			f				j	
Decreased slightly	(-1)	6	6	*	3	2	1	2	4	3	3	4	2	-
		1%	2%	*	6%	1%	2%	3%	1%	2%	1%	3%	1%	-
			b		d									
Decreased significantly	(-2)	3	1	2	-	3	-	-	3	1	2	*	3	-
		1%	*	1%	-	1%	-	-	1%	1%	1%	*	1%	-
NETS														
Net: Increased		138	74	64	23	98	17	34	104	59	79	77	54	7
		28%	29%	26%	40%	24%	52%	48%	24%	31%	25%	50%	17%	26%
					d		d	g				k		
Net: Decreased		10	7	2	3	5	1	2	8	5	5	4	5	-
		2%	3%	1%	6%	1%	2%	3%	2%	2%	2%	3%	2%	-
					d									
Mean score		.3	.4	.3	.5	.3	.7	.6	.3	.4	.3	.7	.2	.4
					d		d	g				k		
Standard deviation		.70	.72	.69	.83	.67	.78	.76	.69	.71	.70	.86	.53	.79
Standard error		.03	.04	.05	.10	.03	.14	.07	.03	.05	.04	.07	.03	.16

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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QES Q4 2016

Q14. Which of the following are more of a concern to your business than they were three months ago?
Base: All respondents

		BUSINESS SIZE		INDUSTRY									MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Exchange rates	204	177	27	14	19	50	25	22	43	13	17	20	185
	41%	39%	52%	80%	28%	48%	38%	38%	36%	45%	44%	43%	40%
			a			d					d		
Inflation	163	146	17	3	28	23	26	22	34	10	16	16	147
	32%	32%	33%	19%	41%	22%	38%	39%	28%	35%	42%	35%	32%
					e		e	e			e		
Competition	146	131	15	3	18	40	23	13	29	8	13	11	135
	29%	29%	29%	16%	26%	38%	34%	22%	24%	28%	33%	24%	30%
						gh							
Business rates	97	79	17	2	16	27	8	6	24	8	6	7	90
	19%	18%	33%	9%	23%	26%	11%	11%	20%	27%	17%	16%	20%
			a		g	fg				g			
Interest rates	85	74	11	4	16	11	10	12	18	7	8	9	76
	17%	17%	21%	20%	23%	10%	15%	21%	15%	24%	20%	19%	17%
					e								
Corporate Taxation	74	64	10	4	12	16	9	10	18	3	2	11	63
	15%	14%	19%	25%	17%	15%	13%	18%	15%	11%	6%	24%	14%
					j			j					
None of the above	66	64	1	-	10	8	10	7	25	1	4	4	61
	13%	14%	3%	-	14%	8%	16%	12%	21%	4%	11%	9%	13%
		b							ei				

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q14. Which of the following are more of a concern to your business than they were three months ago?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502 100%	255 100%	246 100%	57 100%	412 100%	33 100%	71 100%	431 100%	188 100%	314 100%	153 100%	321 100%	27 100%
Exchange rates	204 41%	115 45% b	89 36%	26 45%	161 39%	18 54%	30 42%	174 40%	62 33%	142 45% h	73 47% k	115 36%	16 60%
Inflation	163 32%	81 32%	82 33%	18 32%	127 31%	17 53% cd	29 41%	134 31%	65 34%	98 31%	56 36%	94 29%	13 48%
Competition	146 29%	58 23%	88 36% a	25 44% d	106 26%	15 46% d	28 40% g	118 27%	59 31%	87 28%	52 34%	83 26%	10 38%
Business rates	97 19%	56 22%	41 17%	16 27% d	72 17%	9 29%	15 21%	82 19%	40 21%	57 18%	42 27% k	54 17%	1 4%
Interest rates	85 17%	46 18%	39 16%	8 14%	71 17%	6 20%	8 12%	77 18%	33 18%	52 17%	27 18%	50 16%	8 29%
Corporate Taxation	74 15%	33 13%	41 17%	10 17%	54 13%	11 34% d	11 15%	64 15%	29 15%	45 14%	31 20% k	38 12%	5 20%
None of the above	66 13%	28 11%	38 15%	3 6%	62 15% ce	- -	4 5%	62 14% f	23 12%	43 14%	10 6%	55 17% j	1 5%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q15_SUM. What do you expect to happen to the following economic indicators over the next twelve months?

SUMMARY TABLE
Base: All respondents

	Total	Improve	Stay the same	Worsen	Mean
UK economic growth	502 100%	130 26%	133 27%	239 48%	-.2
Economic prospects for your company	502 100%	122 24%	236 47%	144 29%	*
Economic prospects for London	502 100%	116 23%	193 38%	194 39%	-.2

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QES Q4 2016

Q15_1. What do you expect to happen to the following economic indicators over the next twelve months?

UK economic growth
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	130	120	9	6	22	33	17	17	24	6	4	20	110
		26%	27%	18%	32%	32%	32%	26%	29%	20%	21%	12%	43%	24%
			b				j	j	j	j				l
Stay the same	(0)	133	113	20	4	21	27	16	20	31	9	6	11	123
		27%	25%	39%	20%	30%	26%	24%	35%	26%	30%	17%	24%	27%
				a					j					
Worsen	(-1)	239	216	23	9	27	44	33	20	64	14	27	15	223
		48%	48%	43%	48%	39%	42%	50%	36%	54%	49%	71%	34%	49%
										g		defghi		k
Mean score		-.2	-.2	-.3	-.2	-.1	-.1	-.2	-.1	-.3	-.3	-.6	.1	-.2
						hj	j	j	hj	j	j		l	
Standard deviation		.83	.84	.75	.90	.84	.86	.84	.81	.79	.80	.70	.88	.82
Standard error		.04	.04	.06	.24	.10	.10	.12	.09	.08	.14	.08	.13	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q15_1. What do you expect to happen to the following economic indicators over the next twelve months?

UK economic growth
Base: All respondents

		Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
			Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	130	60	70	20	108	2	19	110	52	78	49	80	1
		26%	23%	28%	36%	26%	5%	27%	26%	27%	25%	32%	25%	5%
					e	e								
Stay the same	(0)	133	64	69	18	111	5	25	108	69	64	31	100	2
		27%	25%	28%	31%	27%	14%	35%	25%	37%	21%	21%	31%	6%
								g		i			j	
Worsen	(-1)	239	132	107	19	193	27	26	212	67	171	73	141	24
		48%	52%	43%	33%	47%	81%	37%	49%	36%	55%	48%	44%	88%
						c	cd		f		h			
Mean score		-.2	-.3	-.1	*	-.2	-.8	-.1	-.2	-.1	-.3	-.2	-.2	-.8
					de	e				i				
Standard deviation		.83	.82	.84	.84	.83	.53	.80	.83	.79	.84	.88	.81	.50
Standard error		.04	.05	.06	.10	.04	.09	.07	.04	.05	.05	.07	.04	.10

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q15_5. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for London
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve (1)	116	106	10	1	22	32	16	14	19	7	4	14	102
	23%	24%	18%	7%	32%	31%	23%	24%	16%	25%	12%	29%	22%
					hj	hj							
Stay the same (0)	193	165	27	6	25	39	29	28	45	12	10	14	179
	38%	37%	52%	31%	35%	37%	43%	48%	38%	40%	27%	31%	39%
			a					j					
Worsen (-1)	194	178	15	11	23	33	23	16	55	10	23	18	175
	39%	40%	29%	62%	33%	32%	34%	27%	46%	35%	61%	40%	38%
		b							eg		defgi		
Mean score	-.2	-.2	-.1	-.5	*	*	-.1	*	-.3	-.1	-.5	-.1	-.2
					hj	hj	j	hj			j		
Standard deviation	.77	.78	.69	.64	.81	.80	.75	.72	.73	.78	.71	.83	.76
Standard error	.03	.04	.06	.17	.10	.09	.10	.08	.07	.13	.09	.12	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q15_5. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for London
Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve (1)	116	52	64	17	98	1	16	99	53	63	45	71	-
	23%	20%	26%	29%	24%	4%	23%	23%	28%	20%	29%	22%	-
				e	e				i				
Stay the same (0)	193	97	96	20	166	7	31	162	80	112	52	138	2
	38%	38%	39%	35%	40%	23%	44%	38%	43%	36%	34%	43%	9%
					e								
Worsen (-1)	194	107	87	21	149	24	24	170	55	138	57	112	25
	39%	42%	35%	36%	36%	74%	34%	39%	29%	44%	37%	35%	91%
						cd				h			
Mean score	-.2	-.2	-.1	-.1	-.1	-.7	-.1	-.2	*	-.2	-.1	-.1	-.9
				e	e				i				
Standard deviation	.77	.76	.78	.81	.76	.54	.75	.77	.76	.77	.81	.74	.29
Standard error	.03	.05	.05	.09	.04	.09	.07	.04	.05	.04	.07	.04	.06

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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QES Q4 2016

Q15_6. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for your company
Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total		502	450	52	18	70	104	67	57	119	30	38	46	456
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	122	106	16	5	17	36	12	14	24	7	7	16	106
		24%	24%	31%	27%	24%	34%	19%	24%	20%	25%	19%	34%	23%
							hj							
Stay the same	(0)	236	211	24	5	35	45	33	34	51	17	15	18	217
		47%	47%	47%	30%	50%	43%	50%	59%	43%	56%	41%	40%	48%
									ehj					
Worsen	(-1)	144	132	12	8	18	23	21	10	43	6	15	12	132
		29%	29%	23%	43%	26%	22%	31%	17%	37%	19%	40%	26%	29%
										eg		egi		
Mean score		*	-.1	.1	-.2	*	.1	-.1	.1	-.2	.1	-.2	.1	-.1
							hj		hj					
Standard deviation		.73	.73	.73	.84	.71	.75	.70	.64	.74	.67	.75	.78	.72
Standard error		.03	.04	.06	.23	.09	.08	.10	.07	.07	.11	.09	.11	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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QES Q4 2016

Q15_6. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for your company
Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total		502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total		502	255	246	57	412	33	71	431	188	314	153	321	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	122	61	61	32	88	1	26	96	59	63	49	73	-
		24%	24%	25%	57%	21%	4%	36%	22%	31%	20%	32%	23%	-
					de	e		g			i	k		
Stay the same	(0)	236	115	121	23	208	5	30	205	100	135	69	162	4
		47%	45%	49%	39%	50%	16%	43%	48%	53%	43%	45%	50%	16%
					e	e				i				
Worsen	(-1)	144	80	65	2	116	26	15	130	29	115	35	86	23
		29%	31%	26%	4%	28%	81%	21%	30%	15%	37%	23%	27%	84%
						c	cd		f		h			
Mean score		*	-.1	*	.5	-.1	-.8	.2	-.1	.2	-.2	.1	*	-.8
					de	e		g		i				
Standard deviation		.73	.74	.71	.58	.70	.51	.74	.72	.67	.74	.74	.70	.37
Standard error		.03	.04	.05	.07	.04	.09	.07	.04	.05	.04	.06	.04	.07

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

QES Q4 2016

Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Training existing staff	120	98	23	7	12	19	17	19	23	10	12	15	105
	24%	22%	44%	41%	17%	19%	26%	34%	20%	33%	32%	33%	23%
			a					deh			d		
Employing new staff from the UK workforce	54	33	21	2	10	17	6	5	6	2	6	9	46
	11%	7%	40%	13%	15%	16%	8%	8%	5%	8%	16%	19%	10%
			a		h	h					h		
Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway)	17	8	10	1	4	3	*	4	2	1	3	5	13
	3%	2%	19%	4%	6%	3%	1%	6%	2%	5%	7%	10%	3%
			a									l	
Employing new staff from outside the UK / EU / EEA (e.g. America, China)	14	9	6	2	1	2	3	1	1	1	2	4	11
	3%	2%	11%	14%	2%	2%	5%	2%	1%	4%	5%	8%	2%
			a									l	
Employing apprentice(s)	16	11	5	-	4	4	3	3	2	-	1	3	14
	3%	3%	9%	-	6%	4%	4%	4%	1%	-	3%	6%	3%
			a										
Employing work experience students or interns	28	19	10	1	4	4	5	2	6	4	2	4	24
	6%	4%	19%	6%	6%	4%	7%	4%	5%	14%	6%	9%	5%
			a							eg			

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

Prepared by ComRes Ltd

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QES Q4 2016

Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?
Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	502	359	143	14	68	79	53	80	105	35	68	47	455
Weighted Total	502	450	52	18	70	104	67	57	119	30	38	46	456
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
None of the above	332	317	15	6	51	74	45	34	84	16	22	20	311
	66%	70%	28%	32%	73%	71%	67%	60%	71%	53%	59%	44%	68%
		b				i				i			k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

QES Q4 2016

Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?
Base: All respondents

	Total	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	*l
Unweighted Total	502	271	231	75	394	33	116	386	212	290	153	324	25
Weighted Total	502	255	246	57	412	33	71	431	188	314	153	321	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Training existing staff	120	65	56	23	87	10	33	87	55	65	53	62	5
	24%	25%	23%	41%	21%	31%	47%	20%	29%	21%	35%	19%	19%
				d			g			i	k		
Employing new staff from the UK workforce	54	31	23	23	25	6	38	16	28	26	21	29	4
	11%	12%	9%	39%	6%	20%	54%	4%	15%	8%	14%	9%	15%
				de		d	g			i			
Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway)	17	10	7	8	8	2	12	5	13	5	9	7	1
	3%	4%	3%	14%	2%	5%	18%	1%	7%	2%	6%	2%	2%
				d			g			i	k		
Employing new staff from outside the UK / EU / EEA (e.g. America, China)	14	11	3	6	8	*	7	8	9	5	8	5	1
	3%	4%	1%	11%	2%	1%	9%	2%	5%	2%	6%	2%	2%
				d			g			i	k		
Employing apprentice(s)	16	8	8	7	9	-	9	7	12	4	10	6	1
	3%	3%	3%	12%	2%	-	13%	2%	6%	1%	6%	2%	2%
				de			g			i	k		
Employing work experience students or interns	28	19	10	13	15	*	17	11	20	8	14	13	1
	6%	7%	4%	23%	4%	1%	25%	3%	11%	3%	9%	4%	3%
				de			g			i	k		
None of the above	332	163	168	13	301	18	9	322	104	227	81	232	19
	66%	64%	68%	22%	73%	54%	13%	75%	55%	72%	53%	72%	69%
					ce	c		f		h		j	

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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