

LCCI – QES Q4 2015

METHODOLOGY NOTE

ComRes interviewed 511 London business decision makers online between 2nd and 19th November 2015. 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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QES Q4 2015**S1. Which of the following responsibilities do you hold in your organisation?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	437 86%	170 87%	228 87%	39 74%	16 86%	59 83%	92 87%	57 84%	50 86%	106 88%	24 79%	34 89%
Control of or having a say in operational decisions	442 87%	177 90%	221 84%	45 84%	14 76%	58 82%	88 83%	58 86%	53 91%	112 93%	28 94%	31 81%
Recruitment (hiring new staff on a permanent or temporary basis)	244 48%	65 33%	145 55%	34 63%	7 38%	41 58%	35 33%	31 45%	33 57%	65 53%	18 61%	14 37%
Directly managing one or more employees	234 46%	40 20%	154 59%	40 75%	7 40%	38 54%	42 40%	35 52%	30 51%	50 41%	18 58%	14 36%
IT systems	278 54%	129 66%	127 49%	21 40%	8 43%	32 45%	55 52%	49 72%	30 52%	73 60%	13 42%	18 47%
Procurement / supply chain management	267 52%	115 59%	128 49%	25 46%	10 56%	36 51%	71 68%	36 53%	25 43%	63 52%	11 37%	14 37%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-

QES Q4 2015**S1. Which of the following responsibilities do you hold in your organisation?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	437	38	399	214	223	40	377	21	64	373	158	279	84	341	12
	86%	92%	85%	82%	90%	74%	87%	86%	77%	87%	83%	87%	87%	86%	74%
Control of or having a say in operational decisions	442	30	413	223	219	51	375	16	65	377	161	281	78	349	15
	87%	71%	88%	85%	88%	94%	87%	67%	79%	88%	85%	87%	81%	88%	89%
Recruitment (hiring new staff on a permanent or temporary basis)	244	22	222	122	121	39	191	13	49	195	96	148	60	175	9
	48%	52%	47%	47%	49%	73%	44%	56%	59%	45%	50%	46%	62%	44%	56%
Directly managing one or more employees	234	22	212	108	126	36	183	15	57	177	101	133	54	169	10
	46%	53%	45%	41%	50%	67%	42%	62%	68%	41%	53%	41%	56%	43%	63%
IT systems	278	17	261	133	145	28	244	6	38	240	111	167	59	211	8
	54%	41%	56%	51%	58%	52%	56%	24%	46%	56%	58%	52%	61%	53%	48%
Procurement / supply chain management	267	22	246	132	135	26	231	11	39	229	95	172	60	195	12
	52%	52%	52%	50%	54%	47%	53%	46%	47%	53%	50%	54%	62%	49%	74%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

QES Q4 2015**S2. Please choose the region you currently work in.**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

QES Q4 2015**S2. Please choose the region you currently work in.**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

QES Q4 2015**D1. How many people does your company employ?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	196	196	-	-	4	21	37	26	15	60	12	21
	38%	100%	-	-	24%	29%	35%	38%	26%	50%	39%	55%
1-9	262	-	262	-	11	43	56	37	32	55	14	14
	51%	-	100%	-	60%	60%	53%	55%	55%	45%	46%	36%
10-19	28	-	-	28	1	3	8	3	6	4	2	1
	5%	-	-	53%	8%	5%	7%	4%	9%	3%	8%	3%
20-49	14	-	-	14	1	3	3	2	2	1	2	2
	3%	-	-	27%	6%	4%	3%	2%	4%	1%	5%	4%
50-99	5	-	-	5	-	1	1	-	1	1	*	1
	1%	-	-	10%	-	2%	1%	-	2%	1%	1%	1%
100-199	2	-	-	2	-	*	1	*	*	*	-	-
	*	-	-	5%	-	1%	1%	*	1%	*	-	-
200-249	1	-	-	1	-	-	-	-	*	-	*	-
	*	-	-	1%	-	-	-	-	1%	-	1%	-
250-499	1	-	-	1	-	-	*	*	-	-	-	-
	*	-	-	1%	-	-	*	*	-	-	-	-
500+	2	-	-	2	*	-	1	-	1	-	-	-
	*	-	-	4%	2%	-	1%	-	2%	-	-	-
NETS												
Net: More than 9	53	-	-	53	3	8	13	5	11	6	5	3
	10%	-	-	100%	16%	11%	12%	7%	18%	5%	15%	8%

QES Q4 2015**D1. How many people does your company employ?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
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Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
BCC NETS												
Net: 0-19	486	196	262	28	17	66	100	66	53	119	28	36
	95%	100%	100%	53%	92%	94%	95%	97%	91%	98%	93%	95%
Net: 20-199	22	-	-	22	1	5	5	2	4	2	2	2
	4%	-	-	41%	6%	6%	4%	3%	6%	2%	6%	5%
Net: 200-499	1	-	-	1	-	-	*	*	*	-	*	-
	*	-	-	2%	-	-	*	*	1%	-	1%	-
Net: 500+	2	-	-	2	*	-	1	-	1	-	-	-
	*	-	-	4%	2%	-	1%	-	2%	-	-	-
ONS NETS												
Net: 0-9	458	196	262	-	15	63	93	63	48	115	26	35
	90%	100%	100%	-	84%	89%	88%	93%	82%	95%	85%	92%
Net: 10-19	28	-	-	28	1	3	8	3	6	4	2	1
	5%	-	-	53%	8%	5%	7%	4%	9%	3%	8%	3%
Net: 20-49	14	-	-	14	1	3	3	2	2	1	2	2
	3%	-	-	27%	6%	4%	3%	2%	4%	1%	5%	4%
Net: 50-99	5	-	-	5	-	1	1	-	1	1	*	1
	1%	-	-	10%	-	2%	1%	-	2%	1%	1%	1%
Net: 100-249	3	-	-	3	-	*	1	*	1	*	*	-
	1%	-	-	6%	-	1%	1%	*	1%	*	1%	-
Net: 250+	3	-	-	3	*	-	1	*	1	-	-	-
	*	-	-	5%	2%	-	1%	*	2%	-	-	-

QES Q4 2015**D1. How many people does your company employ?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	196	11	185	99	97	8	183	5	10	186	56	140	31	161	4
	38%	26%	40%	38%	39%	16%	42%	19%	12%	43%	30%	44%	32%	41%	22%
1-9	262	25	236	127	134	32	214	16	44	218	105	157	48	203	10
	51%	60%	50%	49%	54%	59%	50%	65%	53%	51%	55%	49%	50%	51%	62%
10-19	28	1	27	19	9	6	20	2	12	16	15	14	10	17	2
	5%	3%	6%	7%	4%	11%	5%	9%	15%	4%	8%	4%	10%	4%	9%
20-49	14	3	12	11	3	3	11	1	9	6	8	6	3	10	1
	3%	6%	2%	4%	1%	5%	3%	3%	10%	1%	4%	2%	4%	3%	4%
50-99	5	1	4	3	2	3	2	*	4	1	4	2	2	3	-
	1%	3%	1%	1%	1%	5%	1%	1%	5%	*	2%	*	2%	1%	-
100-199	2	*	2	2	1	1	1	*	2	1	1	1	1	1	*
	*	1%	*	1%	*	2%	*	1%	2%	*	1%	*	1%	*	2%
200-249	1	-	1	*	*	*	-	*	*	*	*	*	*	*	-
	*	-	*	*	*	1%	-	1%	1%	*	*	*	*	*	-
250-499	1	-	1	*	*	-	1	-	*	*	*	*	-	1	-
	*	-	*	*	*	-	*	-	*	*	*	*	-	*	-
500+	2	*	2	1	1	1	1	*	2	*	1	1	*	2	-
	*	1%	*	*	*	2%	*	1%	2%	*	1%	*	*	*	-
NETS															
Net: More than 9	53	6	47	36	17	14	35	4	29	24	29	24	17	34	3
	10%	14%	10%	14%	7%	26%	8%	16%	35%	6%	15%	7%	18%	8%	15%
BCC NETS															
Net: 0-19	486	37	449	245	241	46	417	23	66	420	175	311	89	381	16
	95%	89%	96%	93%	97%	86%	96%	93%	80%	98%	92%	97%	92%	96%	94%
Net: 20-199	22	4	18	16	6	6	14	1	15	7	13	9	7	14	1
	4%	10%	4%	6%	2%	12%	3%	5%	18%	2%	7%	3%	7%	4%	6%

QES Q4 2015**D1. How many people does your company employ?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: 200-499	1	-	1	1	*	*	1	*	1	*	1	*	*	1	-
	*	-	*	*	*	1%	*	1%	1%	*	*	*	*	*	-
Net: 500+	2	*	2	1	1	1	1	*	2	*	1	1	*	2	-
	*	1%	*	*	*	2%	*	1%	2%	*	1%	*	*	*	-
ONS NETS															
Net: 0-9	458	36	422	226	232	40	397	20	54	404	161	297	80	364	14
	90%	86%	90%	86%	93%	74%	92%	84%	65%	94%	85%	93%	82%	92%	85%
Net: 10-19	28	1	27	19	9	6	20	2	12	16	15	14	10	17	2
	5%	3%	6%	7%	4%	11%	5%	9%	15%	4%	8%	4%	10%	4%	9%
Net: 20-49	14	3	12	11	3	3	11	1	9	6	8	6	3	10	1
	3%	6%	2%	4%	1%	5%	3%	3%	10%	1%	4%	2%	4%	3%	4%
Net: 50-99	5	1	4	3	2	3	2	*	4	1	4	2	2	3	-
	1%	3%	1%	1%	1%	5%	1%	1%	5%	*	2%	*	2%	1%	-
Net: 100-249	3	*	3	2	1	2	1	*	2	1	1	2	1	1	*
	1%	1%	1%	1%	*	3%	*	2%	3%	*	1%	1%	1%	*	2%
Net: 250+	3	*	2	1	1	1	1	*	2	1	1	1	*	2	-
	*	1%	*	1%	*	2%	*	1%	2%	*	1%	*	*	1%	-

QES Q4 2015**D2. Which of the following best describes your company sector?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	1	-	-	1	1	-	-	-	-	-	-	-
	*	-	-	1%	3%	-	-	-	-	-	-	-
Production	18	4	11	2	18	-	-	-	-	-	-	-
	3%	2%	4%	5%	97%	-	-	-	-	-	-	-
Construction	23	6	14	3	-	23	-	-	-	-	-	-
	5%	3%	5%	5%	-	33%	-	-	-	-	-	-
Motor trades	11	4	6	2	-	-	11	-	-	-	-	-
	2%	2%	2%	3%	-	-	10%	-	-	-	-	-
Wholesale	24	9	11	4	-	-	24	-	-	-	-	-
	5%	5%	4%	7%	-	-	23%	-	-	-	-	-
Retail	44	15	24	5	-	-	44	-	-	-	-	-
	9%	8%	9%	9%	-	-	41%	-	-	-	-	-
Transport & storage (inc. postal)	8	4	4	1	-	-	8	-	-	-	-	-
	2%	2%	1%	1%	-	-	8%	-	-	-	-	-
Accommodation & food services	19	6	11	2	-	-	19	-	-	-	-	-
	4%	3%	4%	4%	-	-	18%	-	-	-	-	-
Information & communication	68	26	37	5	-	-	-	68	-	-	-	-
	13%	13%	14%	9%	-	-	-	100%	-	-	-	-
Finance & insurance	21	3	12	5	-	-	-	-	21	-	-	-
	4%	2%	5%	10%	-	-	-	-	35%	-	-	-

QES Q4 2015**D2. Which of the following best describes your company sector?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Property	48 9%	14 7%	28 11%	5 9%	- -	48 67%	- -	- -	- -	- -	- -	- -
Professional, scientific & technical	121 24%	60 31%	55 21%	6 11%	- -	- -	- -	- -	- -	121 100%	- -	- -
Business administration and support services	38 7%	12 6%	20 8%	5 10%	- -	- -	- -	- -	38 65%	- -	- -	- -
Public administration and defence	1 *	- -	- -	1 1%	- -	- -	- -	- -	- -	- -	1 2%	- -
Education	16 3%	6 3%	7 3%	2 3%	- -	- -	- -	- -	- -	- -	16 52%	- -
Health	14 3%	5 3%	6 2%	2 4%	- -	- -	- -	- -	- -	- -	14 46%	- -
Arts, entertainment, recreation and other services	38 8%	21 11%	14 5%	3 6%	- -	- -	- -	- -	- -	- -	- -	38 100%
Other services	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
NETS												
Net: Manufacturing	42 8%	11 5%	25 10%	6 11%	18 100%	23 33%	- -	- -	- -	- -	- -	- -

QES Q4 2015**D2. Which of the following best describes your company sector?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Services	469	185	236	47	-	48	106	68	58	121	30	38
	92%	95%	90%	89%	-	67%	100%	100%	100%	100%	100%	100%
Net: Agriculture, forestry & fishing / production	18	4	11	3	18	-	-	-	-	-	-	-
	4%	2%	4%	6%	100%	-	-	-	-	-	-	-
Net: Construction / property	71	21	43	8	-	71	-	-	-	-	-	-
	14%	10%	16%	15%	-	100%	-	-	-	-	-	-
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	106	37	56	13	-	-	106	-	-	-	-	-
	21%	19%	21%	25%	-	-	100%	-	-	-	-	-
Net: Finance & insurance/ Business administration & support services	58	15	32	11	-	-	-	-	58	-	-	-
	11%	8%	12%	20%	-	-	-	-	100%	-	-	-
Net: Public administration and defence / education / health	30	12	14	5	-	-	-	-	-	-	30	-
	6%	6%	5%	8%	-	-	-	-	-	-	100%	-

QES Q4 2015**D2. Which of the following best describes your company sector?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	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	18	18	-	3	15	3	13	2	6	12	4	14	3	13	2
	3%	43%	-	1%	6%	5%	3%	9%	7%	3%	2%	4%	3%	3%	13%
Construction	23	23	-	7	16	4	18	2	5	18	10	13	12	11	*
	5%	56%	-	3%	6%	8%	4%	7%	7%	4%	5%	4%	12%	3%	2%
Motor trades	11	-	11	3	8	*	9	2	3	7	3	8	1	10	-
	2%	-	2%	1%	3%	1%	2%	8%	4%	2%	2%	2%	1%	3%	-
Wholesale	24	-	24	15	10	-	22	2	5	19	10	14	3	20	2
	5%	-	5%	6%	4%	-	5%	10%	6%	4%	5%	4%	3%	5%	11%
Retail	44	-	44	17	27	11	33	-	11	33	22	22	18	26	-
	9%	-	9%	6%	11%	20%	8%	-	13%	8%	11%	7%	18%	7%	-
Transport & storage (inc. postal)	8	-	8	3	6	-	8	*	2	6	4	4	-	8	*
	2%	-	2%	1%	2%	-	2%	1%	3%	1%	2%	1%	-	2%	2%
Accommodation & food services	19	-	19	15	4	-	17	2	3	16	8	11	4	12	4
	4%	-	4%	6%	2%	-	4%	8%	4%	4%	4%	3%	4%	3%	22%
Information & communication	68	-	68	37	31	15	53	-	9	59	21	47	10	57	*
	13%	-	14%	14%	13%	27%	12%	-	11%	14%	11%	14%	10%	14%	3%
Finance & insurance	21	-	21	16	4	3	17	*	4	17	8	12	1	18	1
	4%	-	4%	6%	2%	6%	4%	1%	4%	4%	4%	4%	2%	4%	7%
Property	48	-	48	32	15	4	44	-	3	45	21	27	10	37	*
	9%	-	10%	12%	6%	7%	10%	-	3%	11%	11%	8%	11%	9%	2%
Professional, scientific & technical	121	-	121	53	68	8	106	6	12	109	38	83	15	105	1
	24%	-	26%	20%	27%	15%	25%	26%	14%	26%	20%	26%	15%	26%	8%

QES Q4 2015**D2. Which of the following best describes your company sector?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Business administration and support services	38	-	38	22	16	1	36	1	5	33	11	27	7	29	2
	7%	-	8%	8%	6%	2%	8%	5%	6%	8%	6%	8%	7%	7%	10%
Public administration and defence	1	-	1	*	*	-	*	*	*	*	1	-	-	1	-
	*	-	*	*	*	-	*	2%	*	*	*	-	-	*	-
Education	16	-	16	11	4	2	12	2	4	12	8	8	3	11	1
	3%	-	3%	4%	2%	4%	3%	7%	4%	3%	4%	3%	3%	3%	6%
Health	14	-	14	5	9	*	11	2	4	10	7	7	5	7	1
	3%	-	3%	2%	4%	1%	3%	10%	5%	2%	4%	2%	5%	2%	9%
Arts, entertainment, recreation and other services	38	-	38	23	15	2	34	2	6	32	14	24	5	33	1
	8%	-	8%	9%	6%	4%	8%	7%	7%	8%	8%	7%	5%	8%	5%
Other services	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS															
Net: Manufacturing	42	42	-	10	32	7	31	4	12	30	15	27	15	24	3
	8%	100%	-	4%	13%	12%	7%	16%	15%	7%	8%	8%	16%	6%	15%
Net: Services	469	-	469	252	217	47	402	20	71	399	175	294	81	374	14
	92%	-	100%	96%	87%	88%	93%	84%	85%	93%	92%	92%	84%	94%	85%
Net: Agriculture, forestry & fishing / production	18	18	-	3	16	3	14	2	7	12	4	14	4	13	2
	4%	44%	-	1%	6%	5%	3%	9%	8%	3%	2%	4%	4%	3%	13%
Net: Construction / property	71	23	48	40	31	8	61	2	8	63	31	40	22	48	1
	14%	56%	10%	15%	13%	15%	14%	7%	10%	15%	16%	13%	23%	12%	4%

QES Q4 2015**D2. Which of the following best describes your company sector?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	106	-	106	52	54	11	88	6	25	81	46	59	25	75	6
	21%	-	23%	20%	22%	20%	20%	27%	30%	19%	24%	18%	26%	19%	35%
Net: Finance & insurance/ Business administration & support services	58	-	58	38	20	5	52	1	8	50	19	39	8	47	3
	11%	-	12%	15%	8%	8%	12%	6%	10%	12%	10%	12%	8%	12%	17%
Net: Public administration and defence / education / health	30	-	30	17	14	3	23	5	8	22	15	15	8	19	3
	6%	-	6%	6%	5%	5%	5%	19%	9%	5%	8%	5%	8%	5%	15%

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	4 1%	- -	2 1%	1 2%	- -	- -	3 3%	- -	- -	- -	* 1%	* 1%
Barnet	35 7%	12 6%	23 9%	1 2%	7 36%	5 7%	12 11%	2 3%	4 7%	3 2%	2 7%	1 3%
Bexley	5 1%	3 2%	2 1%	- -	- -	- -	- -	- -	2 3%	3 2%	- -	* 1%
Brent	11 2%	6 3%	3 1%	2 3%	* 2%	2 3%	2 2%	* 1%	- -	6 5%	- -	* 1%
Bromley	14 3%	7 4%	7 3%	* 1%	- -	2 2%	2 2%	3 5%	- -	6 5%	1 4%	* 1%
City of London	29 6%	7 4%	15 6%	7 14%	1 3%	3 4%	8 8%	2 3%	7 13%	5 4%	2 7%	1 4%
City of Westminster	47 9%	13 7%	23 9%	11 20%	- -	8 11%	13 12%	6 9%	9 16%	8 6%	* 1%	3 8%
Camden	31 6%	9 5%	17 6%	5 10%	2 12%	3 4%	- -	5 8%	6 10%	7 6%	4 13%	3 8%
Croydon	9 2%	5 2%	3 1%	1 1%	- -	2 2%	- -	5 8%	1 2%	* *	- -	* 1%
Ealing	8 2%	2 1%	3 1%	3 5%	- -	* 1%	2 2%	- -	- -	5 4%	- -	2 4%
Enfield	15 3%	6 3%	9 3%	- -	- -	5 7%	- -	3 5%	1 1%	4 3%	1 4%	* 1%
Greenwich	13 3%	3 2%	9 3%	1 2%	- -	2 3%	2 2%	2 3%	* *	4 3%	1 4%	2 5%

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Hackney	7 1%	2 1%	4 2%	1 2%	-	2 3%	* *	2 3%	1 1%	1 1%	-	1 3%
Hammersmith and Fulham	16 3%	9 5%	6 2%	* 1%	-	2 2%	4 4%	2 3%	2 4%	3 2%	1 4%	2 5%
Haringey	5 1%	1 *	4 2%	- -	-	2 2%	-	-	1 1%	-	1 4%	2 5%
Harrow	22 4%	9 4%	12 5%	1 2%	1 4%	4 5%	9 9%	-	3 6%	4 3%	-	1 3%
Havering	10 2%	2 1%	9 3%	- -	4 24%	-	2 2%	-	1 1%	1 1%	1 4%	1 3%
Hillingdon	11 2%	1 *	10 4%	1 1%	-	* 1%	2 2%	3 5%	2 3%	3 2%	-	1 3%
Hounslow	14 3%	7 4%	4 2%	2 4%	-	-	2 2%	2 3%	* 1%	8 6%	-	1 3%
Islington	17 3%	11 5%	4 1%	2 4%	-	3 4%	4 4%	* 1%	1 2%	6 5%	-	2 6%
Kensington and Chelsea	23 4%	6 3%	14 5%	3 6%	-	6 8%	2 2%	3 5%	4 7%	3 2%	2 7%	2 5%
Kingston upon Thames	10 2%	1 1%	9 3%	- -	-	2 2%	2 2%	-	-	6 5%	1 4%	- -
Lambeth	16 3%	10 5%	6 2%	1 1%	-	-	4 4%	3 5%	1 2%	5 4%	1 4%	2 5%
Lewisham	4 1%	* *	3 1%	* 1%	-	-	-	-	-	1 1%	1 5%	1 3%

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Merton	15	4	9	1	1	*	4	3	2	3	1	*
	3%	2%	3%	3%	4%	1%	4%	5%	4%	2%	4%	1%
Newham	5	2	3	1	-	*	4	-	1	-	-	-
	1%	1%	1%	1%	-	1%	4%	-	2%	-	-	-
Redbridge	9	6	2	1	2	2	2	2	1	-	-	-
	2%	3%	1%	1%	12%	2%	2%	3%	3%	-	-	-
Richmond upon Thames	20	11	7	1	-	3	4	2	1	6	4	*
	4%	6%	3%	3%	-	4%	4%	3%	2%	5%	12%	1%
Southwark	19	4	12	3	-	6	4	2	-	3	1	2
	4%	2%	5%	5%	-	9%	4%	3%	-	3%	3%	6%
Sutton	12	5	7	-	-	3	4	-	1	1	1	1
	2%	2%	3%	-	-	4%	4%	-	1%	1%	4%	4%
Tower Hamlets	15	5	8	2	-	3	2	3	1	3	*	2
	3%	3%	3%	3%	-	4%	2%	5%	1%	3%	1%	5%
Waltham Forest	11	7	4	1	1	-	2	2	-	6	-	1
	2%	4%	1%	1%	3%	-	2%	3%	-	5%	-	4%
Wandsworth	28	19	9	*	-	2	6	7	3	8	2	-
	5%	10%	3%	*	-	2%	5%	10%	6%	7%	7%	-
Outside London	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
NETS												
Net: Inner city	262	99	127	36	3	40	52	37	38	53	17	23
	51%	50%	49%	68%	15%	56%	49%	54%	65%	44%	55%	60%

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Outer city	249	97	134	17	16	31	54	31	20	68	14	15
	49%	50%	51%	32%	85%	44%	51%	46%	35%	56%	45%	40%

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	4	-	4	-	4	2	2	-	2	1	1	3	2	1	-
	1%	-	1%	-	1%	3%	*	-	3%	*	*	1%	3%	*	-
Barnet	35	8	27	-	35	5	27	3	9	26	10	25	12	23	-
	7%	20%	6%	-	14%	9%	6%	12%	11%	6%	5%	8%	12%	6%	-
Bexley	5	-	5	-	5	-	5	-	-	5	1	4	1	4	-
	1%	-	1%	-	2%	-	1%	-	-	1%	*	1%	1%	1%	-
Brent	11	2	9	-	11	1	10	-	1	10	6	5	2	9	*
	2%	6%	2%	-	5%	2%	2%	-	2%	2%	3%	2%	2%	2%	3%
Bromley	14	-	14	-	14	*	14	-	*	14	4	10	-	14	*
	3%	-	3%	-	6%	1%	3%	-	*	3%	2%	3%	-	3%	3%
City of London	29	2	28	29	-	4	24	1	12	18	12	17	6	21	3
	6%	4%	6%	11%	-	8%	6%	3%	14%	4%	6%	5%	6%	5%	17%
City of Westminster	47	2	46	47	-	7	38	2	9	39	19	28	10	37	1
	9%	4%	10%	18%	-	14%	9%	8%	11%	9%	10%	9%	10%	9%	7%
Camden	31	2	29	31	-	5	26	-	6	25	15	16	9	21	*
	6%	5%	6%	12%	-	9%	6%	-	7%	6%	8%	5%	10%	5%	2%
Croydon	9	2	7	-	9	2	7	-	1	8	4	5	1	8	-
	2%	4%	2%	-	4%	3%	2%	-	1%	2%	2%	1%	1%	2%	-
Ealing	8	-	8	-	8	1	7	-	2	7	3	5	1	7	-
	2%	-	2%	-	3%	2%	2%	-	2%	2%	2%	2%	1%	2%	-
Enfield	15	2	13	-	15	2	13	-	-	15	7	8	2	12	-
	3%	4%	3%	-	6%	3%	3%	-	-	3%	4%	2%	2%	3%	-
Greenwich	13	*	13	-	13	2	10	1	2	12	5	8	*	13	-
	3%	1%	3%	-	5%	3%	2%	6%	2%	3%	3%	3%	*	3%	-
Hackney	7	2	6	7	-	*	7	-	-	7	4	3	-	7	-
	1%	4%	1%	3%	-	1%	2%	-	-	2%	2%	1%	-	2%	-
Hammersmith and Fulham	16	-	16	16	-	2	14	*	3	12	5	11	1	14	-
	3%	-	3%	6%	-	3%	3%	2%	4%	3%	3%	3%	1%	4%	-

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Haringey	5 1%	- -	5 1%	5 2%	- -	- -	5 1%	* 2%	1 1%	4 1%	3 2%	2 1%	2 2%	4 1%	- -
Harrow	22 4%	2 6%	20 4%	- -	22 9%	- -	22 5%	- -	4 5%	18 4%	11 6%	11 3%	4 4%	15 4%	3 16%
Havering	10 2%	4 11%	6 1%	- -	10 4%	- -	10 2%	- -	1 1%	10 2%	5 3%	6 2%	2 3%	6 1%	2 13%
Hillingdon	11 2%	* 1%	11 2%	- -	11 5%	* 1%	11 3%	- -	* *	11 3%	2 1%	9 3%	* *	11 3%	- -
Hounslow	14 3%	- -	14 3%	- -	14 5%	* 1%	10 2%	3 13%	2 2%	12 3%	4 2%	10 3%	1 1%	13 3%	- -
Islington	17 3%	- -	17 4%	17 6%	- -	1 2%	15 4%	* 1%	3 4%	14 3%	4 2%	12 4%	* *	16 4%	- -
Kensington and Chelsea	23 4%	- -	23 5%	23 9%	- -	4 8%	18 4%	- -	3 4%	19 4%	6 3%	17 5%	4 4%	18 5%	* 2%
Kingston upon Thames	10 2%	2 4%	9 2%	- -	10 4%	- -	10 2%	- -	1 2%	9 2%	1 1%	9 3%	2 2%	7 2%	1 8%
Lambeth	16 3%	- -	16 3%	16 6%	- -	* 1%	13 3%	3 12%	4 4%	12 3%	4 2%	12 4%	3 3%	12 3%	1 6%
Lewisham	4 1%	- -	4 1%	4 1%	- -	- -	3 1%	1 4%	1 1%	3 1%	1 1%	2 1%	* *	3 1%	- -
Merton	15 3%	1 3%	14 3%	- -	15 6%	2 3%	13 3%	- -	1 2%	13 3%	2 1%	13 4%	3 3%	12 3%	* 2%
Newham	5 1%	- -	5 1%	5 2%	- -	- -	3 1%	2 8%	- -	5 1%	4 2%	1 *	- -	3 1%	2 11%
Redbridge	9 2%	4 9%	5 1%	- -	9 4%	2 3%	7 2%	- -	* *	8 2%	4 2%	5 1%	2 2%	7 2%	- -
Richmond upon Thames	20 4%	3 8%	17 4%	- -	20 8%	* *	18 4%	1 6%	5 6%	15 4%	11 6%	9 3%	5 5%	15 4%	1 6%

QES Q4 2015**D3. Which London borough is your business based in?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Southwark	19	3	16	19	-	6	10	2	4	15	7	13	8	11	-
	4%	8%	3%	7%	-	12%	2%	10%	5%	4%	4%	4%	9%	3%	-
Sutton	12	-	12	-	12	-	10	1	-	12	3	8	-	12	-
	2%	-	2%	-	5%	-	2%	6%	-	3%	2%	3%	-	3%	-
Tower Hamlets	15	-	15	15	-	-	14	1	2	13	3	12	2	13	*
	3%	-	3%	6%	-	-	3%	6%	2%	3%	2%	4%	2%	3%	2%
Waltham Forest	11	1	11	-	11	2	9	-	1	10	5	6	6	5	-
	2%	1%	2%	-	5%	4%	2%	-	1%	2%	3%	2%	6%	1%	-
Wandsworth	28	-	28	28	-	2	26	-	3	25	11	17	5	23	-
	5%	-	6%	11%	-	4%	6%	-	4%	6%	6%	5%	5%	6%	-
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS															
Net: Inner city	262	10	252	262	-	33	216	14	50	212	99	163	50	204	8
	51%	24%	54%	100%	-	61%	50%	57%	60%	50%	52%	51%	52%	51%	48%
Net: Outer city	249	32	217	-	249	21	217	11	33	216	91	158	46	194	9
	49%	76%	46%	-	100%	39%	50%	43%	40%	50%	48%	49%	48%	49%	52%

QES Q4 2015

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
Domestic sales	511	121	312	78	.1
	100%	24%	61%	15%	
Cashflow	511	121	300	90	.1
	100%	24%	59%	18%	
Business domestic orders	511	109	324	78	.1
	100%	21%	63%	15%	
Employment	511	51	425	35	*
	100%	10%	83%	7%	

QES Q4 2015**Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Domestic sales**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	121	34	70	17	3	16	33	18	10	22	6	11
		24%	17%	27%	33%	15%	23%	31%	27%	17%	19%	20%	30%
Same	(0)	312	128	153	31	13	46	50	43	42	80	15	22
		61%	65%	59%	59%	73%	65%	48%	63%	73%	66%	49%	57%
Down	(-1)	78	35	39	4	2	8	22	7	6	18	9	5
		15%	18%	15%	8%	12%	12%	21%	10%	10%	15%	31%	13%
Mean score		.1	*	.1	.2	*	.1	.1	.2	.1	*	-.1	.2
Standard deviation		.62	.59	.63	.60	.53	.58	.72	.59	.52	.58	.72	.64
Standard error		.03	.05	.04	.05	.15	.08	.08	.08	.05	.06	.12	.07

QES Q4 2015**Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Domestic sales**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	121	8	113	57	64	27	87	6	28	93	55	66	35	83	3
		24%	20%	24%	22%	26%	50%	20%	26%	33%	22%	29%	21%	36%	21%	16%
Same	(0)	312	27	286	167	146	20	283	10	45	267	124	189	45	259	8
		61%	64%	61%	64%	59%	36%	65%	40%	55%	62%	65%	59%	47%	65%	48%
Down	(-1)	78	7	71	39	39	8	62	8	10	68	11	67	17	55	6
		15%	17%	15%	15%	16%	14%	14%	34%	12%	16%	6%	21%	17%	14%	36%
Mean score		.1	*	.1	.1	.1	.4	.1	-.1	.2	.1	.2	*	.2	.1	-.2
Standard deviation		.62	.61	.62	.60	.64	.72	.59	.79	.64	.61	.55	.64	.71	.59	.72
Standard error		.03	.11	.03	.04	.04	.09	.03	.15	.06	.03	.04	.04	.07	.03	.17

QES Q4 2015

Q1. 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								
	Total	0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	109	32	62	14	3	18	24	19	9	22	6	9
		21%	17%	24%	27%	16%	25%	22%	27%	15%	19%	19%	24%
Same	(0)	324	130	160	34	13	42	61	44	45	77	17	24
		63%	66%	61%	63%	72%	60%	58%	65%	78%	63%	57%	62%
Down	(-1)	78	34	39	5	2	11	21	5	4	22	7	5
		15%	17%	15%	10%	12%	16%	20%	8%	7%	18%	24%	14%
Mean score		.1	*	.1	.2	*	.1	*	.2	.1	*	*	.1
Standard deviation		.60	.58	.62	.59	.54	.63	.65	.57	.47	.61	.66	.61
Standard error		.03	.05	.04	.05	.16	.08	.07	.08	.05	.06	.11	.07

QES Q4 2015

Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business domestic orders

Base: All respondents

	Total	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	109	10	99	48	61	26	79	4	22	86	45	64	29	77	3
		21%	24%	21%	18%	25%	48%	18%	17%	27%	20%	24%	20%	30%	19%	16%
Same	(0)	324	23	301	178	146	24	289	11	48	276	132	192	52	263	9
		63%	56%	64%	68%	59%	44%	67%	47%	57%	65%	70%	60%	54%	66%	52%
Down	(-1)	78	9	70	36	42	4	66	9	13	65	13	66	15	58	5
		15%	20%	15%	14%	17%	8%	15%	36%	15%	15%	7%	20%	16%	14%	33%
Mean score	.1	*	.1	*	.1	.4	*	-.2	.1	*	.2	*	.1	*	-.2	
Standard deviation	.60	.67	.60	.57	.64	.63	.58	.72	.65	.59	.52	.64	.66	.58	.70	
Standard error	.03	.12	.03	.03	.04	.08	.03	.14	.06	.03	.04	.04	.07	.03	.16	

QES Q4 2015**Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Employment**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	51	11	26	14	2	4	13	5	4	9	7	6
		10%	5%	10%	26%	12%	6%	12%	8%	7%	8%	23%	15%
Same	(0)	425	170	219	36	16	65	84	57	48	106	19	29
		83%	87%	84%	68%	88%	91%	80%	84%	83%	87%	65%	77%
Down	(-1)	35	15	16	3	-	2	8	6	6	6	4	3
		7%	8%	6%	6%	-	3%	8%	8%	10%	5%	13%	9%
Mean score	*	*	*	.2	.1	*	*	*	*	*	*	.1	.1
Standard deviation	.41	.36	.40	.53	.33	.30	.45	.40	.42	.36	.60	.49	
Standard error	.02	.03	.03	.05	.10	.04	.05	.06	.04	.04	.10	.05	

QES Q4 2015

Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Employment

Base: All respondents

	Total	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1) 51	6	45	27	23	19	30	1	27	24	23	28	16	33	2
	10%	14%	10%	10%	9%	35%	7%	6%	33%	6%	12%	9%	16%	8%	13%
Same	(0) 425	34	391	218	208	32	379	14	44	382	157	268	73	344	9
	83%	82%	83%	83%	84%	59%	88%	58%	53%	89%	83%	83%	76%	86%	51%
Down	(-1) 35	2	34	17	18	3	23	9	12	23	10	25	8	21	6
	7%	4%	7%	7%	7%	6%	5%	36%	14%	5%	5%	8%	8%	5%	35%
Mean score	*	.1	*	*	*	.3	*	-.3	.2	*	.1	*	.1	*	-.2
Standard deviation	.41	.41	.41	.41	.41	.58	.35	.59	.67	.33	.41	.41	.49	.37	.68
Standard error	.02	.07	.02	.02	.03	.07	.02	.11	.06	.02	.03	.02	.05	.02	.16

QES Q4 2015**Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Cashflow**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	121	40	65	16	5	18	24	20	14	23	6	10
		24%	21%	25%	29%	28%	25%	23%	29%	25%	19%	20%	26%
Same	(0)	300	117	151	31	11	40	59	32	37	82	16	22
		59%	60%	58%	59%	60%	56%	56%	48%	64%	68%	53%	58%
Down	(-1)	90	39	46	6	2	13	22	16	7	16	8	6
		18%	20%	17%	11%	12%	19%	21%	23%	11%	13%	27%	16%
Mean score		.1	*	.1	.2	.2	.1	*	.1	.1	.1	-.1	.1
Standard deviation		.64	.64	.65	.62	.63	.67	.67	.73	.59	.57	.70	.65
Standard error		.03	.05	.05	.05	.18	.09	.08	.10	.06	.06	.11	.07

QES Q4 2015

Q1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	121	12	108	55	66	28	88	5	30	91	51	69	33	85	3
		24%	30%	23%	21%	26%	52%	20%	20%	36%	21%	27%	22%	34%	21%	18%
Same	(0)	300	21	279	164	136	21	270	9	42	258	118	182	44	251	5
		59%	50%	59%	63%	55%	39%	62%	37%	50%	60%	62%	57%	45%	63%	30%
Down	(-1)	90	9	82	43	47	5	75	10	12	79	21	70	20	62	9
		18%	20%	17%	16%	19%	9%	17%	43%	14%	18%	11%	22%	21%	15%	52%
Mean score		.1	.1	.1	*	.1	.4	*	-.2	.2	*	.2	*	.1	.1	-.3
Standard deviation		.64	.71	.63	.61	.67	.65	.61	.77	.68	.63	.60	.66	.73	.60	.79
Standard error		.03	.12	.03	.04	.05	.08	.03	.15	.06	.03	.04	.04	.07	.03	.19

QES Q4 2015

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	511 100%	42 8%	137 27%	21 4%	311 61%	.1
Business export orders	511 100%	42 8%	131 26%	25 5%	313 61%	.1

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	42	19	18	6	-	2	15	9	5	6	2	3
		8%	9%	7%	11%	-	2%	15%	13%	8%	5%	7%	9%
Same	(0)	137	47	69	22	9	11	29	17	13	41	6	11
		27%	24%	26%	41%	51%	16%	27%	24%	23%	34%	21%	28%
Down	(-1)	21	4	12	5	1	2	4	3	2	4	1	3
		4%	2%	4%	10%	6%	3%	4%	4%	4%	3%	5%	8%
My business does not export outside the UK		311	127	164	20	8	56	57	40	38	70	20	21
		61%	65%	62%	38%	43%	79%	54%	58%	66%	58%	67%	56%
Mean score		.1	.2	.1	*	-.1	*	.2	.2	.1	.1	.1	*
Standard deviation		.55	.53	.55	.59	.32	.51	.60	.62	.59	.44	.63	.63
Standard error		.04	.07	.06	.06	.12	.12	.09	.12	.10	.07	.18	.10

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All respondents

	Total	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1) 42	-	42	22	20	11	30	2	10	33	19	24	9	30	4
	8%	-	9%	9%	8%	20%	7%	8%	12%	8%	10%	7%	9%	7%	22%
Same	(0) 137	12	126	80	58	13	114	10	25	112	58	79	21	111	5
	27%	28%	27%	30%	23%	25%	26%	41%	30%	26%	31%	25%	22%	28%	29%
Down	(-1) 21	3	18	9	11	2	16	3	8	12	6	15	6	14	1
	4%	6%	4%	4%	5%	3%	4%	12%	10%	3%	3%	5%	7%	3%	4%
My business does not export outside the UK	311	28	283	151	160	29	273	9	40	271	107	204	60	243	7
	61%	66%	60%	58%	64%	53%	63%	39%	48%	63%	57%	63%	62%	61%	45%
Mean score	.1	-.2	.1	.1	.1	.4	.1	-.1	*	.1	.2	.1	.1	.1	.3
Standard deviation	.55	.40	.56	.52	.59	.60	.53	.59	.66	.52	.52	.57	.65	.52	.63
Standard error	.04	.11	.04	.04	.07	.10	.04	.15	.08	.04	.05	.05	.09	.04	.22

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	42	9	26	7	2	1	12	8	4	10	3	2
		8%	5%	10%	13%	12%	1%	11%	11%	7%	8%	11%	5%
Same	(0)	131	51	58	23	6	11	29	18	14	38	4	12
		26%	26%	22%	43%	31%	15%	27%	27%	24%	31%	14%	31%
Down	(-1)	25	7	16	3	3	2	8	3	2	5	1	2
		5%	3%	6%	6%	14%	2%	8%	4%	3%	4%	5%	6%
My business does not export outside the UK		313	130	163	20	8	58	57	40	38	69	21	22
		61%	66%	62%	38%	43%	81%	54%	58%	66%	57%	71%	58%
Mean score		.1	*	.1	.1	*	*	.1	.2	.1	.1	.2	*
Standard deviation		.58	.48	.64	.55	.71	.45	.64	.58	.56	.52	.74	.53
Standard error		.04	.06	.07	.06	.27	.11	.10	.12	.09	.08	.22	.09

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All respondents

	Total	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	42	39	22	19	12	27	3	12	30	16	25	9	29	4
		8%	8%	9%	8%	22%	6%	12%	14%	7%	9%	8%	10%	7%	22%
Same	(0)	131	123	78	53	11	113	7	26	105	61	70	18	109	4
		26%	26%	30%	21%	21%	26%	30%	31%	25%	32%	22%	19%	27%	25%
Down	(-1)	25	21	6	19	1	20	4	5	20	5	20	6	16	3
		5%	4%	2%	8%	2%	5%	18%	6%	5%	3%	6%	6%	4%	17%
My business does not export outside the UK		313	285	156	157	29	274	9	40	272	108	205	63	244	6
		61%	61%	59%	63%	54%	63%	39%	49%	64%	57%	64%	65%	61%	36%
Mean score		.1	.1	.2	*	.4	*	-.1	.2	.1	.1	*	.1	.1	.1
Standard deviation		.58	.57	.50	.65	.60	.54	.73	.61	.57	.49	.63	.68	.54	.82
Standard error		.04	.04	.04	.07	.10	.04	.18	.07	.05	.05	.06	.10	.04	.27

QES Q4 2015

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	200	42	137	21	-	.1
	100%	21%	69%	10%	-	
Business export orders	198	42	131	25	-	.1
	100%	21%	66%	13%	-	

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All exporters

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	223	61	76	86	7	17	42	25	38	45	12	37	
Weighted Total	200	69	98	33	10	15	49	28	20	51	10	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	42	19	18	6	-	2	15	9	5	6	2	3
		21%	27%	18%	18%	-	11%	32%	31%	23%	13%	22%	20%
Same	(0)	137	47	69	22	9	11	29	17	13	41	6	11
		69%	68%	70%	66%	90%	76%	59%	59%	66%	80%	64%	62%
Down	(-1)	21	4	12	5	1	2	4	3	2	4	1	3
		10%	5%	12%	16%	10%	14%	9%	10%	11%	7%	14%	17%
My business does not export outside the UK	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score	.1	.2	.1	*	-.1	*	.2	.2	.1	.1	.1	*	
Standard deviation	.55	.53	.55	.59	.32	.51	.60	.62	.59	.44	.63	.63	
Standard error	.04	.07	.06	.06	.12	.12	.09	.12	.10	.07	.18	.10	

QES Q4 2015

Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales

Base: All exporters

	Total	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Manufacturing	Services	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
Unweighted Total	223	14	209	144	79	38	169	16	71	152	99	124	49	166	8
Weighted Total	200	14	186	111	89	25	160	15	43	157	82	118	36	155	9
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1) 42	-	42	22	20	11	30	2	10	33	19	24	9	30	4
	21%	-	23%	20%	22%	41%	19%	13%	23%	21%	23%	20%	25%	19%	40%
Same	(0) 137	12	126	80	58	13	114	10	25	112	58	79	21	111	5
	69%	81%	68%	71%	65%	53%	71%	67%	58%	71%	71%	67%	58%	72%	53%
Down	(-1) 21	3	18	9	11	2	16	3	8	12	6	15	6	14	1
	10%	19%	10%	8%	13%	6%	10%	20%	20%	8%	7%	13%	17%	9%	7%
My business does not export outside the UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score	.1	-.2	.1	.1	.1	.4	.1	-.1	*	.1	.2	.1	.1	.1	.3
Standard deviation	.55	.40	.56	.52	.59	.60	.53	.59	.66	.52	.52	.57	.65	.52	.63
Standard error	.04	.11	.04	.04	.07	.10	.04	.15	.08	.04	.05	.05	.09	.04	.22

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All exporters

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	220	59	76	85	7	16	42	25	38	46	11	35	
Weighted Total	198	66	99	33	10	13	49	28	20	52	9	16	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	42	9	26	7	2	1	12	8	4	10	3	2
		21%	13%	26%	22%	21%	7%	24%	27%	21%	19%	37%	12%
Same	(0)	131	51	58	23	6	11	29	18	14	38	4	12
		66%	77%	58%	69%	55%	81%	59%	64%	69%	73%	47%	73%
Down	(-1)	25	7	16	3	3	2	8	3	2	5	1	2
		13%	10%	16%	9%	24%	12%	17%	9%	10%	9%	16%	15%
My business does not export outside the UK	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score	.1	*	.1	.1	*	*	.1	.2	.1	.1	.2	*	
Standard deviation	.58	.48	.64	.55	.71	.45	.64	.58	.56	.52	.74	.53	
Standard error	.04	.06	.07	.06	.27	.11	.10	.12	.09	.08	.22	.09	

QES Q4 2015**Q2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All exporters

	Total	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Manufacturing	Services	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	
Unweighted Total	220	14	206	139	81	36	168	16	69	151	98	122	47	164	9	
Weighted Total	198	14	184	107	92	25	159	15	42	156	82	116	34	154	11	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Up	(1)	42	2	39	22	19	12	27	3	12	30	16	25	9	29	4
		21%	15%	21%	21%	21%	49%	17%	20%	27%	19%	20%	22%	28%	19%	35%
Same	(0)	131	8	123	78	53	11	113	7	26	105	61	70	18	109	4
		66%	56%	67%	73%	58%	46%	71%	50%	61%	68%	74%	61%	54%	71%	39%
Down	(-1)	25	4	21	6	19	1	20	4	5	20	5	20	6	16	3
		13%	29%	11%	6%	21%	5%	12%	30%	11%	13%	6%	18%	18%	11%	27%
My business does not export outside the UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score	.1	-.1	.1	.2	*	.4	*	-.1	.2	.1	.1	*	.1	.1	.1	
Standard deviation	.58	.68	.57	.50	.65	.60	.54	.73	.61	.57	.49	.63	.68	.54	.82	
Standard error	.04	.18	.04	.04	.07	.10	.04	.18	.07	.05	.05	.06	.10	.04	.27	

QES Q4 2015**Q3. How do you expect your workforce size to change over the next three months?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	54	8	32	14	3	8	11	15	5	8	3	2
	11%	4%	12%	26%	14%	11%	10%	22%	8%	7%	8%	6%
Stay the same	433	183	214	35	14	61	88	53	52	106	23	34
	85%	93%	82%	67%	74%	86%	84%	78%	90%	88%	77%	90%
Fall	24	5	16	4	2	2	6	-	1	6	5	2
	5%	2%	6%	7%	12%	2%	6%	-	2%	5%	15%	5%

QES Q4 2015**Q3. How do you expect your workforce size to change over the next three months?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	54	7	47	33	21	54	-	-	29	25	23	31	20	35	-
	11%	16%	10%	12%	9%	100%	-	-	35%	6%	12%	10%	20%	9%	-
Stay the same	433	31	402	216	217	-	433	-	48	385	160	273	75	345	13
	85%	75%	86%	82%	87%	-	100%	-	58%	90%	84%	85%	77%	87%	79%
Fall	24	4	20	14	11	-	-	24	6	18	7	17	2	18	3
	5%	9%	4%	5%	4%	-	-	100%	7%	4%	4%	5%	2%	5%	21%

QES Q4 2015**Q4. Have you tried to recruit in the past three months?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	83	10	44	29	7	8	25	9	8	12	8	6
	16%	5%	17%	54%	36%	11%	23%	14%	14%	10%	26%	16%
No	428	186	218	24	12	63	81	59	50	109	22	32
	84%	95%	83%	46%	64%	89%	77%	86%	86%	90%	74%	84%

QES Q4 2015**Q4. Have you tried to recruit in the past three months?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	83	12	71	50	33	29	48	6	83	-	33	50	25	54	4
	16%	29%	15%	19%	13%	54%	11%	25%	100%	-	17%	16%	26%	14%	25%
No	428	30	399	212	216	25	385	18	-	428	157	271	72	344	13
	84%	71%	85%	81%	87%	46%	89%	75%	-	100%	83%	84%	74%	86%	75%

QES Q4 2015**Q5. Were the jobs...**

Base: All who have tried to recruit in past three months

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	119	6	36	77	6	12	26	11	21	15	12	16
Weighted Total	83	10	44	29	7	8	25	9	8	12	8	6
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full-time	45	2	21	22	1	6	13	4	7	7	4	3
	54%	17%	47%	78%	14%	71%	55%	41%	83%	64%	45%	49%
Part-time	36	5	22	9	5	5	11	3	2	3	4	2
	44%	52%	51%	30%	75%	69%	45%	36%	20%	27%	50%	40%
Permanent	21	5	10	6	-	2	7	4	2	4	1	2
	25%	48%	23%	20%	-	25%	27%	44%	21%	31%	9%	33%
Temporary	18	4	7	7	3	1	5	3	2	2	*	2
	21%	36%	16%	24%	44%	9%	22%	30%	22%	15%	5%	28%

QES Q4 2015**Q5. Were the jobs...**

Base: All who have tried to recruit in past three months

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	119	14	105	79	40	44	66	9	119	-	57	62	39	74	6
Weighted Total	83	12	71	50	33	29	48	6	83	-	33	50	25	54	4
	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Full-time	45	5	40	31	13	20	23	2	45	-	19	26	15	27	2
	54%	40%	57%	63%	41%	69%	47%	38%	54%	-	58%	52%	62%	50%	56%
Part-time	36	8	28	15	21	9	24	4	36	-	12	24	10	25	2
	44%	67%	40%	31%	63%	30%	50%	62%	44%	-	38%	48%	39%	46%	44%
Permanent	21	*	20	11	10	9	11	*	21	-	9	12	5	16	*
	25%	3%	29%	22%	29%	32%	23%	6%	25%	-	28%	23%	19%	29%	9%
Temporary	18	3	14	9	8	5	10	2	18	-	7	11	7	11	*
	21%	27%	20%	18%	26%	17%	22%	35%	21%	-	21%	21%	28%	20%	7%

QES Q4 2015**Q6. Did you meet any difficulties in recruiting?**

Base: All who have tried to recruit in past three months

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	119	6	36	77	6	12	26	11	21	15	12	16
Weighted Total	83	10	44	29	7	8	25	9	8	12	8	6
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	43	8	18	16	3	5	14	7	3	4	4	3
	51%	83%	42%	55%	44%	66%	55%	73%	37%	33%	56%	44%
No	40	2	26	13	4	3	11	3	5	8	3	3
	49%	17%	58%	45%	56%	34%	45%	27%	63%	67%	44%	56%

QES Q4 2015**Q6. Did you meet any difficulties in recruiting?**

Base: All who have tried to recruit in past three months

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	119	14	105	79	40	44	66	9	119	-	57	62	39	74	6
Weighted Total	83	12	71	50	33	29	48	6	83	-	33	50	25	54	4
	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Yes	43	6	37	23	20	16	21	5	43	-	18	25	16	25	2
	51%	50%	52%	45%	61%	56%	44%	90%	51%	-	54%	50%	64%	46%	49%
No	40	6	34	27	13	13	27	1	40	-	15	25	9	29	2
	49%	50%	48%	55%	39%	44%	56%	10%	49%	-	46%	50%	36%	54%	51%

QES Q4 2015**Q7. In which category did you have difficulties?**

Base: All who had difficulties in recruiting

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	60	5	15	40	2	8	16	8	8	5	6	7
Weighted Total	43	8	18	16	3	5	14	7	3	4	4	3
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Professional/ managerial	17	5	6	6	-	2	2	4	2	3	3	1
	40%	58%	30%	41%	-	41%	13%	55%	64%	89%	58%	47%
Skilled manual/ technical	16	2	7	7	-	1	7	3	1	*	2	2
	38%	22%	39%	44%	-	14%	51%	50%	24%	11%	49%	62%
Un/ semi-skilled	12	2	6	4	3	2	6	*	-	-	*	-
	27%	19%	32%	26%	100%	44%	42%	4%	-	-	9%	-
Clerical	4	-	2	2	-	*	1	-	1	-	1	*
	10%	-	10%	14%	-	7%	6%	-	36%	-	33%	9%

QES Q4 2015**Q7. In which category did you have difficulties?**

Base: All who had difficulties in recruiting

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	60	7	53	37	23	24	29	7	60	-	30	30	23	33	4
Weighted Total	43	6	37	23	20	16	21	5	43	-	18	25	16	25	2
	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Professional/ managerial	17	*	17	10	7	8	7	1	17	-	8	9	6	11	-
	40%	6%	45%	42%	37%	52%	34%	26%	40%	-	43%	38%	38%	44%	-
Skilled manual/ technical	16	1	15	9	7	4	8	4	16	-	6	10	4	11	1
	38%	13%	42%	39%	36%	27%	38%	67%	38%	-	35%	40%	28%	45%	30%
Un/ semi-skilled	12	5	7	4	8	5	7	-	12	-	3	8	8	4	*
	27%	81%	18%	18%	38%	31%	32%	-	27%	-	18%	34%	48%	15%	19%
Clerical	4	*	4	2	2	*	2	1	4	-	3	1	1	2	1
	10%	6%	10%	9%	10%	2%	11%	27%	10%	-	18%	4%	4%	10%	51%

QES Q4 2015**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	511	53	410	49	*
	100%	10%	80%	9%	
Training	511	52	418	42	*
	100%	10%	82%	8%	

QES Q4 2015**Q8. How have your investment plans changed over the past three months?****Plant and equipment**

Base: All respondents

	BUSINESS SIZE				INDUSTRY							
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased	(1) 53	13	27	12	2	6	12	12	8	5	3	5
	10%	7%	10%	23%	9%	9%	12%	18%	13%	4%	9%	12%
Same	(0) 410	162	209	39	12	58	80	56	44	108	21	30
	80%	83%	80%	72%	67%	82%	76%	82%	75%	89%	70%	78%
Decreased	(-1) 49	21	25	2	4	6	14	-	7	7	6	4
	9%	11%	10%	4%	24%	9%	13%	-	11%	6%	21%	10%
Mean score	*	*	*	.2	-.1	*	*	.2	*	*	-.1	*
Standard deviation	.45	.42	.45	.50	.57	.43	.50	.38	.50	.33	.55	.47
Standard error	.02	.03	.03	.04	.16	.05	.06	.05	.05	.03	.09	.05

QES Q4 2015**Q8. How have your investment plans changed over the past three months?****Plant and equipment**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased	(1) 53	6	47	27	26	20	33	-	19	34	25	28	22	30	1
	10%	14%	10%	10%	10%	38%	8%	-	22%	8%	13%	9%	23%	8%	5%
Same	(0) 410	28	381	219	191	34	363	13	52	357	154	256	60	337	12
	80%	68%	81%	83%	77%	62%	84%	54%	63%	83%	81%	80%	63%	85%	71%
Decreased	(-1) 49	8	41	17	32	-	37	11	12	37	11	37	14	30	4
	9%	18%	9%	6%	13%	-	9%	46%	14%	9%	6%	12%	15%	8%	24%
Mean score	*	*	*	*	*	.4	*	-5	.1	*	.1	*	.1	*	-.2
Standard deviation	.45	.57	.43	.41	.48	.49	.40	.51	.60	.41	.43	.45	.61	.39	.52
Standard error	.02	.10	.02	.02	.03	.06	.02	.10	.06	.02	.03	.03	.06	.02	.12

QES Q4 2015**Q8. How have your investment plans changed over the past three months?****Training**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased	(1)	52	10	28	13	-	7	11	11	5	10	5	1
		10%	5%	11%	24%	-	10%	11%	16%	9%	9%	15%	4%
Same	(0)	418	171	210	37	16	60	84	57	46	103	19	32
		82%	87%	80%	69%	88%	85%	79%	83%	80%	85%	62%	84%
Decreased	(-1)	42	15	23	4	2	3	10	*	7	7	7	5
		8%	7%	9%	7%	12%	4%	10%	*	11%	6%	23%	12%
Mean score		*	*	*	.2	-.1	.1	*	.2	*	*	-.1	-.1
Standard deviation		.43	.36	.45	.54	.33	.38	.46	.38	.45	.38	.62	.39
Standard error		.02	.03	.03	.05	.10	.05	.05	.05	.05	.04	.10	.04

QES Q4 2015**Q8. How have your investment plans changed over the past three months?****Training**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased	(1)	52	*	51	23	29	16	35	*	20	32	30	22	17	35	*
		10%	1%	11%	9%	12%	30%	8%	2%	24%	7%	16%	7%	17%	9%	2%
Same	(0)	418	38	380	221	197	37	369	12	58	360	151	267	69	338	10
		82%	90%	81%	84%	79%	69%	85%	48%	70%	84%	80%	83%	71%	85%	62%
Decreased	(-1)	42	4	38	19	23	*	29	12	5	37	9	32	11	25	6
		8%	9%	8%	7%	9%	*	7%	50%	6%	9%	5%	10%	11%	6%	35%
Mean score		*	-.1	*	*	*	.3	*	-.5	.2	*	.1	*	.1	*	-.3
Standard deviation		.43	.31	.44	.40	.46	.47	.38	.55	.52	.40	.44	.41	.53	.39	.53
Standard error		.02	.05	.02	.02	.03	.06	.02	.11	.05	.02	.03	.02	.05	.02	.13

QES Q4 2015**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	511	211	237	63	.3
	100%	41%	46%	12%	
Profitability	511	197	237	77	.2
	100%	38%	46%	15%	

QES Q4 2015**Q9. Over the next twelve months what do you think will happen to your...****Turnover**

Base: All respondents

	BUSINESS SIZE				INDUSTRY							
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1) 211	77	110	24	8	32	42	36	19	49	9	16
	41%	39%	42%	46%	42%	45%	40%	52%	33%	41%	28%	42%
Stay the same	(0) 237	87	128	22	9	31	47	28	31	58	15	18
	46%	44%	49%	42%	46%	44%	45%	42%	52%	48%	50%	47%
Decrease	(-1) 63	33	24	7	2	8	16	4	9	14	7	4
	12%	17%	9%	13%	12%	12%	15%	6%	15%	11%	22%	11%
Mean score	.3	.2	.3	.3	.3	.3	.2	.5	.2	.3	.1	.3
Standard deviation	.67	.71	.64	.70	.69	.68	.70	.61	.67	.66	.72	.67
Standard error	.03	.06	.04	.06	.20	.09	.08	.09	.07	.07	.12	.07

QES Q4 2015**Q9. Over the next twelve months what do you think will happen to your...****Turnover**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1) 211	18	192	96	115	35	174	1	44	167	73	138	60	143	8
	41%	44%	41%	36%	46%	65%	40%	4%	53%	39%	38%	43%	62%	36%	45%
Stay the same	(0) 237	17	220	135	102	18	210	9	29	208	107	130	23	209	5
	46%	40%	47%	52%	41%	34%	48%	37%	35%	49%	56%	40%	24%	53%	28%
Decrease	(-1) 63	7	57	31	32	1	49	14	10	53	10	53	14	45	4
	12%	17%	12%	12%	13%	1%	11%	59%	12%	12%	5%	17%	14%	11%	27%
Mean score	.3	.3	.3	.2	.3	.6	.3	-.5	.4	.3	.3	.3	.5	.2	.2
Standard deviation	.67	.74	.67	.65	.69	.51	.66	.59	.70	.67	.57	.73	.73	.64	.85
Standard error	.03	.13	.03	.04	.05	.06	.03	.11	.06	.03	.04	.04	.07	.03	.20

QES Q4 2015**Q9. Over the next twelve months what do you think will happen to your...****Profitability**

Base: All respondents

	BUSINESS SIZE				INDUSTRY								
	Total	0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increase	(1)	197	73	103	20	5	38	38	31	19	46	7	13
		38%	37%	39%	38%	26%	53%	36%	46%	32%	38%	24%	35%
Stay the same	(0)	237	91	122	25	11	21	52	31	32	55	15	19
		46%	46%	46%	47%	58%	30%	49%	46%	55%	46%	51%	50%
Decrease	(-1)	77	32	37	8	3	12	16	6	7	20	8	6
		15%	16%	14%	14%	16%	17%	15%	8%	13%	16%	25%	16%
Mean score		.2	.2	.3	.2	.1	.4	.2	.4	.2	.2	*	.2
Standard deviation		.69	.70	.69	.69	.66	.76	.69	.64	.64	.71	.71	.69
Standard error		.03	.05	.05	.06	.19	.10	.08	.09	.07	.07	.12	.08

QES Q4 2015**Q9. Over the next twelve months what do you think will happen to your...****Profitability**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1) 197	20	177	92	105	36	159	2	39	158	71	125	53	138	6
	38%	48%	38%	35%	42%	66%	37%	9%	47%	37%	38%	39%	55%	35%	34%
Stay the same	(0) 237	14	223	138	99	18	213	7	34	204	98	139	28	206	4
	46%	34%	48%	53%	40%	33%	49%	29%	40%	48%	52%	43%	29%	52%	23%
Decrease	(-1) 77	8	69	32	45	1	61	15	10	67	20	57	16	54	7
	15%	18%	15%	12%	18%	1%	14%	61%	13%	16%	11%	18%	16%	14%	42%
Mean score	.2	.3	.2	.2	.2	.6	.2	-.5	.3	.2	.3	.2	.4	.2	-.1
Standard deviation	.69	.77	.69	.65	.74	.51	.68	.67	.70	.69	.64	.72	.75	.66	.90
Standard error	.03	.13	.03	.04	.05	.06	.03	.13	.06	.03	.04	.04	.07	.03	.21

QES Q4 2015**Q10. Are you operating at...**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full capacity	190	56	105	29	4	31	46	21	19	38	15	14
	37%	29%	40%	55%	24%	43%	44%	32%	33%	31%	50%	38%
Below full capacity	321	140	157	24	14	40	59	47	39	83	15	24
	63%	71%	60%	45%	76%	57%	56%	68%	67%	69%	50%	62%

QES Q4 2015**Q10. Are you operating at...**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full capacity	190	15	175	99	91	23	160	7	33	157	190	-	36	148	6
	37%	35%	37%	38%	36%	43%	37%	28%	40%	37%	100%	-	37%	37%	39%
Below full capacity	321	27	294	163	158	31	273	17	50	271	-	321	61	250	10
	63%	65%	63%	62%	64%	57%	63%	72%	60%	63%	-	100%	63%	63%	61%

QES Q4 2015**Q11. Over the next three months do you expect the price of your goods/ services to:**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	97	31	48	17	4	22	25	10	8	15	8	5
	19%	16%	19%	32%	19%	31%	24%	15%	14%	12%	27%	13%
Stay the same	398	161	203	34	13	48	75	57	47	105	19	33
	78%	82%	78%	63%	69%	68%	71%	84%	81%	87%	65%	85%
Fall	17	4	10	3	2	1	6	*	3	1	3	1
	3%	2%	4%	5%	12%	1%	6%	1%	5%	1%	8%	2%

QES Q4 2015**Q11. Over the next three months do you expect the price of your goods/ services to:**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	97	15	81	50	46	20	75	2	25	72	36	61	97	-	-
	19%	37%	17%	19%	19%	36%	17%	9%	30%	17%	19%	19%	100%	-	-
Stay the same	398	24	374	204	194	35	345	18	54	344	148	250	-	398	-
	78%	57%	80%	78%	78%	64%	80%	76%	65%	80%	78%	78%	-	100%	-
Fall	17	3	14	8	9	-	13	3	4	13	6	10	-	-	17
	3%	6%	3%	3%	3%	-	3%	14%	5%	3%	3%	3%	-	-	100%

QES Q4 2015**Q12. Is your business under any pressure to raise prices from any of the following?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Finance costs	84	26	45	13	1	19	14	13	10	11	10	8
	16%	13%	17%	25%	3%	27%	13%	19%	17%	9%	32%	20%
Raw material prices	81	29	41	12	9	11	37	4	3	10	2	4
	16%	15%	16%	22%	48%	16%	35%	6%	5%	8%	8%	11%
Pay settlements	54	13	27	14	4	10	13	8	5	8	2	4
	11%	7%	10%	26%	19%	14%	12%	12%	9%	7%	7%	10%
Other overheads	155	53	82	19	10	25	32	22	16	36	6	8
	30%	27%	31%	37%	55%	35%	30%	32%	27%	29%	20%	21%
None of the above	222	94	116	13	2	27	31	31	33	65	12	20
	44%	48%	44%	24%	12%	38%	30%	46%	56%	54%	41%	52%

QES Q4 2015**Q12. Is your business under any pressure to raise prices from any of the following?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Finance costs	84	11	73	41	42	14	59	11	19	65	35	49	32	49	3
	16%	27%	15%	16%	17%	26%	14%	44%	23%	15%	18%	15%	33%	12%	16%
Raw material prices	81	18	63	32	49	17	64	1	24	57	28	53	37	40	4
	16%	43%	13%	12%	20%	31%	15%	3%	29%	13%	15%	17%	38%	10%	24%
Pay settlements	54	9	45	24	30	13	37	5	18	36	23	31	16	37	1
	11%	22%	10%	9%	12%	23%	8%	19%	22%	8%	12%	10%	16%	9%	4%
Other overheads	155	18	137	81	73	19	123	13	23	132	54	100	36	110	8
	30%	42%	29%	31%	30%	35%	28%	52%	28%	31%	29%	31%	38%	28%	48%
None of the above	222	5	217	119	103	14	203	5	24	199	79	144	25	191	6
	44%	13%	46%	46%	41%	26%	47%	22%	28%	46%	41%	45%	26%	48%	38%

QES Q4 2015**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 my business's energy	511 100%	15 3%	105 21%	346 68%	45 9%	* *	120 24%	45 9%	.2
Pressure from employees to increase wages	511 100%	17 3%	81 16%	405 79%	4 1%	4 1%	98 19%	8 2%	.2
Cost of raw materials (sourced domestically)	511 100%	15 3%	78 15%	401 78%	14 3%	3 1%	93 18%	17 3%	.2
Cost of raw materials (sourced internationally)	511 100%	13 3%	75 15%	398 78%	21 4%	3 1%	88 17%	24 5%	.1
Cost of fuel	511 100%	10 2%	75 15%	296 58%	127 25%	4 1%	85 17%	130 25%	-.1
Cost of borrowing	511 100%	9 2%	50 10%	437 85%	13 3%	3 1%	59 11%	16 3%	.1

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Pressure from employees to increase wages**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY							
		0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2) 17 3%	2 1%	10 4%	6 11%	3 16%	5 7%	2 2%	* *	2 3%	2 2%	2 6%	1 3%
Increased slightly	(1) 81 16%	13 7%	54 21%	14 25%	- -	20 29%	15 14%	11 17%	9 15%	15 13%	5 17%	5 13%
Stayed the same	(0) 405 79%	180 91%	195 74%	31 58%	13 72%	46 65%	88 83%	54 80%	47 81%	102 84%	23 76%	32 83%
Decreased slightly	(-1) 4 1%	2 1%	1 1%	1 2%	- -	- -	1 1%	2 3%	* 1%	1 1%	- -	* 1%
Decreased significantly	(-2) 4 1%	- -	2 1%	2 3%	2 12%	- -	1 1%	* 1%	* 1%	* *	- -	- -
NETS												
Net: Increased	98 19%	15 8%	63 24%	19 36%	3 16%	25 35%	17 16%	12 17%	11 18%	17 14%	7 24%	6 16%
Net: Decreased	8 2%	2 1%	4 1%	3 6%	2 12%	- -	1 1%	2 3%	1 1%	2 2%	- -	* 1%
Mean score	.2	.1	.3	.4	.1	.4	.2	.1	.2	.1	.3	.2
Standard deviation	.54	.32	.57	.85	1.08	.62	.48	.47	.53	.44	.59	.47
Standard error	.02	.02	.04	.07	.31	.08	.05	.07	.05	.04	.10	.05

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Pressure from employees to increase wages**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	17	6	11	9	8	5	8	4	10	7	6	11	7	9	*
		3%	15%	2%	3%	3%	9%	2%	18%	12%	2%	3%	3%	8%	2%	2%
Increased slightly	(1)	81	7	73	44	36	16	59	5	24	56	31	49	25	51	4
		16%	18%	16%	17%	15%	30%	14%	22%	29%	13%	17%	15%	26%	13%	25%
Stayed the same	(0)	405	26	379	205	200	31	360	14	43	362	148	257	62	331	12
		79%	63%	81%	78%	80%	58%	83%	58%	52%	85%	78%	80%	64%	83%	71%
Decreased slightly	(-1)	4	-	4	4	*	2	2	*	2	2	2	2	-	4	*
		1%	-	1%	2%	*	3%	1%	1%	3%	*	1%	1%	-	1%	2%
Decreased significantly	(-2)	4	2	2	1	3	-	4	-	3	1	1	3	2	2	-
		1%	5%	*	*	1%	-	1%	-	4%	*	1%	1%	2%	*	-
NETS																
Net: Increased		98	13	84	53	45	21	67	10	34	64	38	60	33	61	5
		19%	32%	18%	20%	18%	39%	15%	40%	41%	15%	20%	19%	34%	15%	27%
Net: Decreased		8	2	6	5	4	2	6	*	6	3	4	5	2	6	*
		2%	5%	1%	2%	2%	3%	1%	1%	7%	1%	2%	1%	2%	1%	2%
Mean score		.2	.4	.2	.2	.2	.4	.1	.6	.4	.2	.2	.2	.4	.2	.3
Standard deviation		.54	.93	.49	.53	.55	.70	.48	.81	.88	.43	.55	.54	.73	.48	.53
Standard error		.02	.16	.02	.03	.04	.09	.02	.16	.08	.02	.04	.03	.07	.02	.12

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of borrowing**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	9	4	3	2	-	-	1	3	1	*	2	1
		2%	2%	1%	4%	-	-	1%	5%	1%	*	8%	3%
Increased slightly	(1)	50	15	27	8	-	9	16	6	3	10	4	2
		10%	8%	10%	16%	-	13%	16%	8%	5%	9%	12%	5%
Stayed the same	(0)	437	171	225	41	18	60	86	57	54	102	24	35
		85%	87%	86%	77%	100%	85%	81%	84%	93%	84%	79%	92%
Decreased slightly	(-1)	13	6	5	2	-	2	2	2	1	6	*	-
		3%	3%	2%	4%	-	2%	2%	3%	2%	5%	1%	-
Decreased significantly	(-2)	3	-	3	-	-	-	-	-	-	3	-	-
		1%	-	1%	-	-	-	-	-	-	2%	-	-
NETS													
Net: Increased	59	19	29	10	-	9	17	9	3	11	6	3	
	11%	10%	11%	19%	-	13%	16%	13%	6%	9%	20%	8%	
Net: Decreased	16	6	7	2	-	2	2	2	1	8	*	-	
	3%	3%	3%	4%	-	2%	2%	3%	2%	7%	1%	-	
Mean score	.1	.1	.1	.2	-	.1	.1	.2	.1	*	.3	.1	
Standard deviation	.45	.43	.44	.56	-	.38	.43	.54	.32	.49	.63	.38	
Standard error	.02	.03	.03	.05	-	.05	.05	.08	.03	.05	.10	.04	

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of borrowing**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	9	-	9	3	6	3	4	2	6	2	3	6	5	3	1
		2%	-	2%	1%	2%	5%	1%	7%	7%	1%	1%	2%	5%	1%	4%
Increased slightly	(1)	50	5	45	21	29	9	40	2	11	39	23	27	20	28	1
		10%	13%	9%	8%	12%	16%	9%	7%	13%	9%	12%	8%	21%	7%	9%
Stayed the same	(0)	437	36	401	231	206	42	374	21	65	372	155	282	71	351	15
		85%	87%	85%	88%	83%	78%	86%	86%	78%	87%	82%	88%	73%	88%	88%
Decreased slightly	(-1)	13	-	13	6	7	*	12	-	1	11	6	7	*	13	-
		3%	-	3%	2%	3%	1%	3%	-	2%	3%	3%	2%	*	3%	-
Decreased significantly	(-2)	3	-	3	1	1	-	3	-	-	3	3	-	-	3	-
		1%	-	1%	1%	1%	-	1%	-	-	1%	1%	-	-	1%	-
NETS																
Net: Increased		59	5	53	24	35	11	44	3	17	42	26	33	25	31	2
		11%	13%	11%	9%	14%	21%	10%	14%	20%	10%	14%	10%	26%	8%	12%
Net: Decreased		16	-	16	8	8	*	15	-	1	14	9	7	*	15	-
		3%	-	3%	3%	3%	1%	4%	-	2%	3%	5%	2%	*	4%	-
Mean score		.1	.1	.1	.1	.1	.3	.1	.2	.3	.1	.1	.1	.3	*	.2
Standard deviation		.45	.34	.46	.40	.50	.56	.42	.56	.62	.40	.51	.41	.58	.40	.47
Standard error		.02	.06	.02	.02	.03	.07	.02	.11	.06	.02	.04	.02	.06	.02	.11

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of my business's energy**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY							
		0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2) 15 3%	9 4%	5 2%	2 3%	2 12%	* 1%	4 4%	3 5%	1 1%	2 1%	2 8%	* 1%
Increased slightly	(1) 105 21%	34 17%	55 21%	17 32%	4 22%	18 25%	24 23%	15 22%	11 19%	18 15%	7 22%	8 21%
Stayed the same	(0) 346 68%	143 73%	174 67%	29 54%	12 66%	45 64%	65 61%	46 68%	43 74%	89 73%	18 61%	27 71%
Decreased slightly	(-1) 45 9%	11 6%	28 11%	6 11%	- -	7 10%	13 12%	4 5%	4 6%	12 10%	3 8%	2 5%
Decreased significantly	(-2) * *	- -	* *	- -	- -	- -	- -	- -	- -	- -	- -	* 1%
NETS												
Net: Increased	120 24%	43 22%	59 23%	19 35%	6 34%	18 26%	28 27%	18 27%	11 20%	20 17%	9 31%	8 22%
Net: Decreased	45 9%	11 6%	28 11%	6 11%	- -	7 10%	13 12%	4 5%	4 6%	12 10%	3 8%	3 7%
Mean score	.2	.2	.1	.3	.5	.2	.2	.3	.1	.1	.3	.2
Standard deviation	.62	.60	.61	.70	.72	.60	.69	.64	.53	.55	.75	.59
Standard error	.03	.05	.04	.06	.21	.08	.08	.09	.05	.06	.12	.06

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of my business's energy**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly (2)	15 3%	2 5%	13 3%	3 1%	12 5%	2 4%	9 2%	4 15%	5 6%	10 2%	5 3%	10 3%	5 5%	10 2%	* 2%
Increased slightly (1)	105 21%	10 24%	95 20%	58 22%	47 19%	16 30%	82 19%	7 29%	29 35%	76 18%	45 24%	60 19%	33 35%	67 17%	4 27%
Stayed the same (0)	346 68%	27 63%	319 68%	175 67%	170 68%	31 58%	302 70%	13 53%	42 51%	304 71%	124 65%	222 69%	47 48%	288 73%	11 63%
Decreased slightly (-1)	45 9%	3 8%	41 9%	25 10%	19 8%	4 8%	39 9%	1 3%	7 8%	38 9%	17 9%	28 9%	11 12%	32 8%	1 9%
Decreased significantly (-2)	* *	- -	* *	- -	* *	- -	* *	- -	- -	* *	- -	* *	- -	* *	- -
NETS															
Net: Increased	120 24%	12 29%	108 23%	62 24%	59 24%	19 34%	91 21%	11 44%	34 41%	86 20%	50 26%	71 22%	38 40%	77 19%	5 28%
Net: Decreased	45 9%	3 8%	42 9%	25 10%	20 8%	4 8%	40 9%	1 3%	7 8%	38 9%	17 9%	28 9%	11 12%	32 8%	1 9%
Mean score	.2	.3	.2	.2	.2	.3	.1	.6	.4	.1	.2	.2	.3	.1	.2
Standard deviation	.62	.68	.61	.59	.65	.68	.59	.79	.73	.59	.62	.62	.75	.58	.63
Standard error	.03	.12	.03	.03	.04	.08	.03	.15	.07	.03	.04	.04	.07	.03	.15

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of fuel**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	10	4	3	3	-	4	1	2	1	*	3	*
		2%	2%	1%	5%	-	5%	1%	3%	1%	*	9%	1%
Increased slightly	(1)	75	24	42	10	-	8	21	11	7	15	6	8
		15%	12%	16%	19%	-	11%	20%	16%	13%	12%	19%	21%
Stayed the same	(0)	296	118	150	28	13	37	57	39	35	71	19	26
		58%	60%	57%	53%	72%	52%	54%	57%	60%	58%	62%	67%
Decreased slightly	(-1)	127	48	67	12	5	22	27	17	16	33	3	4
		25%	24%	25%	23%	28%	31%	26%	25%	27%	27%	10%	10%
Decreased significantly	(-2)	4	2	1	*	-	*	-	-	-	3	-	*
		1%	1%	1%	*	-	*	-	-	-	2%	-	1%
NETS													
Net: Increased	85	28	44	13	-	11	22	12	8	15	9	8	
	17%	15%	17%	24%	-	16%	20%	18%	14%	13%	28%	22%	
Net: Decreased	130	50	68	12	5	23	27	17	16	35	3	4	
	25%	25%	26%	23%	28%	32%	26%	25%	27%	29%	10%	11%	
Mean score	-.1	-.1	-.1	.1	-.3	-.1	*	*	-.1	-.2	.3	.1	
Standard deviation	.70	.70	.68	.81	.46	.79	.69	.72	.65	.68	.77	.63	
Standard error	.03	.05	.05	.07	.13	.10	.08	.10	.07	.07	.13	.07	

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of fuel**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	10	2	8	4	6	3	6	2	5	5	2	8	9	1	*
		2%	4%	2%	2%	2%	5%	1%	7%	6%	1%	1%	2%	9%	*	2%
Increased slightly	(1)	75	2	73	34	41	9	64	3	14	61	37	38	21	53	2
		15%	6%	16%	13%	17%	17%	15%	11%	17%	14%	20%	12%	22%	13%	11%
Stayed the same	(0)	296	23	273	163	133	30	251	15	43	253	115	181	42	246	7
		58%	54%	58%	62%	53%	56%	58%	62%	52%	59%	61%	56%	43%	62%	44%
Decreased slightly	(-1)	127	15	112	60	67	12	110	5	21	106	33	94	24	95	7
		25%	36%	24%	23%	27%	22%	25%	21%	26%	25%	17%	29%	25%	24%	44%
Decreased significantly	(-2)	4	*	3	1	2	*	3	-	-	4	3	1	*	3	-
		1%	1%	1%	1%	1%	*	1%	-	-	1%	1%	*	*	1%	-
NETS																
Net: Increased	85	4	81	38	47	12	69	4	19	66	39	46	30	53	2	
	17%	9%	17%	15%	19%	22%	16%	17%	23%	16%	21%	14%	31%	13%	12%	
Net: Decreased	130	15	115	61	69	12	113	5	21	109	36	94	25	98	7	
	25%	36%	24%	23%	28%	22%	26%	21%	26%	25%	19%	29%	25%	25%	44%	
Mean score	-.1	-.2	-.1	-.1	-.1	*	-.1	*	*	-.1	*	-.1	.1	-.1	-.3	
Standard deviation	.70	.74	.70	.66	.75	.78	.69	.78	.81	.68	.69	.71	.92	.63	.74	
Standard error	.03	.13	.03	.04	.05	.10	.03	.15	.07	.03	.05	.04	.09	.03	.18	

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced domestically)**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	15	4	8	2	-	3	7	-	-	*	4	1
		3%	2%	3%	5%	-	4%	7%	-	-	*	12%	3%
Increased slightly	(1)	78	32	31	15	5	16	26	8	5	8	4	6
		15%	16%	12%	27%	27%	23%	24%	12%	9%	6%	13%	15%
Stayed the same	(0)	401	154	214	33	9	49	70	58	51	110	23	31
		78%	79%	82%	62%	49%	69%	67%	85%	88%	91%	75%	81%
Decreased slightly	(-1)	14	6	7	2	4	3	2	2	1	1	-	*
		3%	3%	3%	4%	24%	4%	2%	3%	2%	1%	-	1%
Decreased significantly	(-2)	3	-	1	1	-	-	1	-	*	2	-	-
		1%	-	1%	2%	-	-	*	-	1%	2%	-	-
NETS													
Net: Increased	93	36	40	17	5	20	33	8	5	8	7	7	
	18%	18%	15%	32%	27%	28%	31%	12%	9%	7%	25%	18%	
Net: Decreased	17	6	8	3	4	3	2	2	2	3	-	*	
	3%	3%	3%	6%	24%	4%	2%	3%	3%	3%	-	1%	
Mean score	.2	.2	.1	.3	*	.3	.4	.1	.1	*	.4	.2	
Standard deviation	.54	.50	.52	.73	.73	.61	.66	.38	.37	.39	.69	.49	
Standard error	.02	.04	.04	.06	.21	.08	.08	.05	.04	.04	.11	.05	

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced domestically)**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	15	3	12	6	10	3	11	2	6	9	6	9	12	3	*
		3%	8%	3%	2%	4%	5%	3%	7%	7%	2%	3%	3%	13%	1%	2%
Increased slightly	(1)	78	16	62	33	45	15	57	6	22	55	35	42	28	48	2
		15%	37%	13%	12%	18%	28%	13%	24%	27%	13%	19%	13%	29%	12%	11%
Stayed the same	(0)	401	16	385	213	188	32	352	17	49	352	142	259	53	334	14
		78%	39%	82%	81%	75%	60%	81%	69%	60%	82%	75%	81%	55%	84%	85%
Decreased slightly	(-1)	14	7	8	9	5	3	11	-	4	10	4	10	3	11	*
		3%	16%	2%	4%	2%	6%	3%	-	5%	2%	2%	3%	3%	3%	2%
Decreased significantly	(-2)	3	-	3	1	1	1	2	-	1	1	2	1	-	3	-
		1%	-	1%	1%	1%	1%	1%	-	2%	*	1%	*	-	1%	-
NETS																
Net: Increased		93	19	74	38	55	18	68	8	28	65	42	52	40	51	2
		18%	45%	16%	15%	22%	33%	16%	31%	34%	15%	22%	16%	42%	13%	13%
Net: Decreased		17	7	10	11	6	4	13	-	5	12	6	11	3	13	*
		3%	16%	2%	4%	2%	7%	3%	-	6%	3%	3%	3%	3%	3%	2%
Mean score		.2	.4	.2	.1	.2	.3	.1	.4	.3	.1	.2	.2	.5	.1	.1
Standard deviation		.54	.85	.50	.50	.57	.70	.51	.62	.75	.49	.58	.51	.76	.44	.44
Standard error		.02	.15	.02	.03	.04	.09	.02	.12	.07	.02	.04	.03	.07	.02	.10

QES Q4 2015**Q13. 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	BUSINESS SIZE			INDUSTRY								
		0	1-9	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	
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85	
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	13	6	5	2	-	-	5	2	-	3	2	*
		3%	3%	2%	4%	-	-	5%	3%	-	3%	8%	1%
Increased slightly	(1)	75	24	39	12	8	12	25	9	3	10	5	4
		15%	12%	15%	23%	45%	17%	24%	13%	5%	8%	15%	11%
Stayed the same	(0)	398	161	204	34	8	55	68	53	53	105	23	33
		78%	82%	78%	63%	43%	78%	64%	78%	91%	87%	76%	86%
Decreased slightly	(-1)	21	5	12	4	2	3	7	3	2	3	-	1
		4%	3%	5%	7%	12%	4%	7%	5%	3%	3%	-	2%
Decreased significantly	(-2)	3	-	2	1	-	2	*	*	*	-	-	-
		1%	-	1%	2%	-	2%	*	1%	1%	-	-	-
NETS													
Net: Increased	88	30	44	14	8	12	30	11	3	13	7	5	
	17%	15%	17%	27%	45%	17%	28%	16%	5%	11%	24%	12%	
Net: Decreased	24	5	14	5	2	4	8	4	2	3	-	1	
	5%	3%	5%	10%	12%	6%	7%	6%	4%	3%	-	2%	
Mean score	.1	.2	.1	.2	.3	.1	.3	.1	*	.1	.3	.1	
Standard deviation	.54	.50	.53	.74	.70	.54	.68	.56	.33	.45	.63	.41	
Standard error	.02	.04	.04	.06	.20	.07	.08	.08	.03	.05	.10	.04	

QES Q4 2015**Q13. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced internationally)**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	13	-	13	4	10	5	7	2	7	6	4	9	8	5	*
		3%	-	3%	1%	4%	9%	2%	7%	9%	1%	2%	3%	9%	1%	2%
Increased slightly	(1)	75	17	58	36	40	7	64	4	20	55	32	43	28	46	1
		15%	41%	12%	14%	16%	14%	15%	17%	24%	13%	17%	13%	29%	12%	6%
Stayed the same	(0)	398	19	380	213	186	38	346	15	53	346	142	257	60	327	11
		78%	44%	81%	81%	75%	70%	80%	62%	64%	81%	75%	80%	62%	82%	66%
Decreased slightly	(-1)	21	4	17	9	13	3	16	2	3	19	12	10	*	17	4
		4%	10%	4%	3%	5%	6%	4%	8%	3%	4%	6%	3%	*	4%	26%
Decreased significantly	(-2)	3	2	1	2	1	*	1	2	*	3	-	3	-	3	-
		1%	4%	*	1%	*	1%	*	7%	*	1%	-	1%	-	1%	-
NETS																
Net: Increased		88	17	71	39	49	12	70	6	27	61	37	52	36	51	1
		17%	41%	15%	15%	20%	23%	16%	24%	33%	14%	19%	16%	37%	13%	8%
Net: Decreased		24	6	18	11	14	4	17	4	3	21	12	13	*	20	4
		5%	14%	4%	4%	5%	7%	4%	15%	4%	5%	6%	4%	*	5%	26%
Mean score		.1	.2	.1	.1	.2	.2	.1	.1	.4	.1	.2	.1	.5	.1	-.2
Standard deviation		.54	.79	.51	.49	.59	.74	.48	.90	.71	.49	.55	.54	.65	.48	.62
Standard error		.02	.14	.02	.03	.04	.09	.02	.17	.07	.02	.04	.03	.06	.02	.15

QES Q4 2015**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								
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Competition	197	76	96	25	5	27	48	32	19	39	11	15
	39%	39%	37%	47%	30%	37%	46%	47%	33%	32%	37%	40%
Business rates	98	20	61	18	8	16	22	16	9	13	7	7
	19%	10%	23%	33%	43%	22%	21%	23%	16%	11%	22%	18%
Exchange rates	93	36	44	13	7	6	25	20	9	15	5	6
	18%	18%	17%	24%	36%	8%	23%	29%	15%	13%	17%	17%
Corporate Taxation	92	29	54	9	1	17	17	11	9	29	4	5
	18%	15%	21%	17%	7%	24%	16%	17%	16%	24%	12%	12%
Interest rates	85	31	44	11	1	16	13	8	10	24	7	6
	17%	16%	17%	21%	3%	23%	13%	11%	17%	20%	24%	16%
Inflation	82	24	45	13	1	13	25	8	8	18	3	7
	16%	12%	17%	24%	7%	18%	24%	11%	14%	14%	9%	18%
None of the above	95	46	45	4	-	13	13	12	15	33	2	8
	19%	23%	17%	7%	-	18%	12%	18%	25%	27%	6%	21%

QES Q4 2015**Q14. Which of the following are more of a concern to your business than they were three months ago?**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Competition	197	20	177	102	95	25	162	10	39	158	68	129	41	142	15
	39%	48%	38%	39%	38%	46%	38%	40%	47%	37%	36%	40%	42%	36%	88%
Business rates	98	11	87	55	43	21	66	11	30	69	39	59	30	65	3
	19%	27%	19%	21%	17%	39%	15%	44%	36%	16%	21%	18%	31%	16%	16%
Exchange rates	93	10	82	49	43	18	69	6	23	70	26	66	23	68	2
	18%	24%	18%	19%	17%	33%	16%	25%	27%	16%	14%	21%	23%	17%	13%
Corporate Taxation	92	5	87	55	37	13	72	8	21	71	35	57	28	61	3
	18%	13%	19%	21%	15%	23%	17%	32%	25%	17%	18%	18%	29%	15%	19%
Interest rates	85	5	81	38	48	12	70	3	18	67	32	53	19	64	2
	17%	12%	17%	14%	19%	22%	16%	14%	22%	16%	17%	17%	20%	16%	11%
Inflation	82	7	75	39	43	10	68	4	15	67	35	47	30	50	3
	16%	17%	16%	15%	17%	19%	16%	16%	18%	16%	18%	15%	31%	12%	15%
None of the above	95	3	92	51	44	5	90	*	4	91	39	57	9	86	-
	19%	8%	20%	19%	18%	10%	21%	2%	5%	21%	20%	18%	9%	22%	-

QES Q4 2015**Q15_SUM. What do you expect to happen to the following UK economic indicators over the next twelve months?****SUMMARY TABLE**

Base: All respondents

	Total	Improve	Stay the same	Worsen	Mean
Economic growth	511 100%	174 34%	259 51%	79 15%	.2
Unemployment	511 100%	153 30%	269 53%	89 17%	.1
Inflation	511 100%	30 6%	331 65%	150 29%	-.2
Interest rates	511 100%	30 6%	312 61%	169 33%	-.3

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Economic growth**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY							
		0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 174	61	95	18	8	19	30	23	23	50	7	13
	34%	31%	36%	33%	42%	27%	28%	34%	39%	42%	25%	35%
Stay the same	(0) 259	98	133	27	10	41	63	37	27	55	11	14
	51%	50%	51%	51%	54%	58%	60%	55%	46%	45%	36%	38%
Worsen	(-1) 79	37	33	8	1	11	13	8	9	16	12	10
	15%	19%	13%	15%	4%	15%	12%	11%	15%	13%	39%	27%
Mean score	.2	.1	.2	.2	.4	.1	.2	.2	.2	.3	-.1	.1
Standard deviation	.68	.70	.66	.68	.58	.64	.62	.64	.70	.69	.80	.80
Standard error	.03	.05	.05	.06	.17	.08	.07	.09	.07	.07	.13	.09

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Economic growth**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Improve	(1)	174	15	159	76	97	18	152	4	26	148	65	109	33	137	4
		34%	35%	34%	29%	39%	33%	35%	18%	31%	35%	34%	34%	34%	34%	26%
Stay the same	(0)	259	20	239	149	109	32	213	14	46	212	101	158	46	204	8
		51%	47%	51%	57%	44%	59%	49%	57%	56%	50%	53%	49%	48%	51%	50%
Worsen	(-1)	79	7	71	37	42	4	68	6	11	68	24	55	18	57	4
		15%	18%	15%	14%	17%	8%	16%	25%	13%	16%	13%	17%	18%	14%	24%
Mean score		.2	.2	.2	.2	.2	-.1	-.1	.2	.2	.2	.2	.2	.2	.2	*
Standard deviation		.68	.71	.68	.64	.72	.60	.69	.67	.64	.69	.65	.69	.71	.67	.73
Standard error		.03	.12	.03	.04	.05	.07	.03	.13	.06	.03	.05	.04	.07	.03	.17

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Inflation**

Base: All respondents

	BUSINESS SIZE				INDUSTRY							
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 30	10	14	6	-	1	6	4	4	10	-	5
	6%	5%	5%	12%	-	2%	6%	6%	7%	8%	-	13%
Stay the same	(0) 331	127	171	33	12	46	73	50	39	74	17	20
	65%	65%	65%	62%	65%	64%	69%	74%	68%	61%	56%	53%
Worsen	(-1) 150	60	77	14	6	24	27	14	15	37	13	13
	29%	30%	29%	26%	35%	34%	26%	21%	26%	31%	44%	35%
Mean score	-2	-3	-2	-1	-4	-3	-2	-2	-2	-2	-4	-2
Standard deviation	.55	.54	.54	.61	.49	.51	.53	.49	.54	.58	.51	.66
Standard error	.02	.04	.04	.05	.14	.07	.06	.07	.06	.06	.08	.07

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Inflation**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
	Total	Manufacturing	Services	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	
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18	
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Improve	(1)	30	-	30	11	19	2	27	*	4	26	17	13	6	24	1
		6%	-	6%	4%	8%	4%	6%	1%	5%	6%	9%	4%	6%	6%	5%
Stay the same	(0)	331	24	307	177	154	30	280	21	52	279	129	202	51	270	10
		65%	57%	65%	67%	62%	56%	65%	86%	62%	65%	68%	63%	53%	68%	59%
Worsen	(-1)	150	18	132	74	76	21	126	3	27	124	44	106	40	104	6
		29%	43%	28%	28%	31%	39%	29%	13%	32%	29%	23%	33%	42%	26%	36%
Mean score		-.2	-.4	-.2	-.2	-.2	-.3	-.2	-.1	-.3	-.2	-.1	-.3	-.4	-.2	-.3
Standard deviation		.55	.50	.55	.52	.57	.57	.55	.37	.55	.54	.55	.54	.59	.53	.58
Standard error		.02	.09	.03	.03	.04	.07	.03	.07	.05	.03	.04	.03	.06	.03	.14

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Interest rates**

Base: All respondents

	BUSINESS SIZE				INDUSTRY							
	Total	0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 30	16	8	6	-	2	8	-	3	13	*	4
	6%	8%	3%	12%	-	2%	8%	-	5%	10%	1%	10%
Stay the same	(0) 312	115	167	31	8	43	66	46	39	70	15	25
	61%	58%	64%	58%	41%	60%	63%	68%	67%	58%	51%	66%
Worsen	(-1) 169	66	87	16	11	27	31	22	16	39	14	9
	33%	33%	33%	31%	59%	38%	29%	32%	28%	32%	48%	24%
Mean score	-.3	-.3	-.3	-.2	-.6	-.4	-.2	-.3	-.2	-.2	-.5	-.1
Standard deviation	.56	.59	.52	.63	.51	.53	.57	.47	.54	.62	.53	.58
Standard error	.02	.05	.04	.05	.15	.07	.07	.07	.06	.06	.09	.06

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Interest rates**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 30	2	28	14	16	4	24	1	7	23	16	14	8	19	3
	6%	4%	6%	5%	6%	8%	6%	6%	9%	5%	8%	4%	8%	5%	16%
Stay the same	(0) 312	16	296	161	151	22	275	14	47	265	121	191	46	257	9
	61%	39%	63%	61%	61%	41%	64%	60%	57%	62%	64%	59%	48%	65%	53%
Worsen	(-1) 169	24	145	87	82	28	133	8	29	141	53	116	42	122	5
	33%	57%	31%	33%	33%	52%	31%	35%	35%	33%	28%	36%	44%	31%	31%
Mean score	-.3	-.5	-.2	-.3	-.3	-.4	-.3	-.3	-.3	-.3	-.2	-.3	-.4	-.3	-.1
Standard deviation	.56	.58	.56	.56	.57	.64	.55	.58	.61	.55	.57	.55	.63	.54	.69
Standard error	.02	.10	.03	.03	.04	.08	.03	.11	.06	.03	.04	.03	.06	.03	.16

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Unemployment**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY							
		0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 153	46	90	17	5	20	28	25	22	38	4	12
	30%	24%	34%	33%	28%	28%	27%	37%	38%	31%	13%	31%
Stay the same	(0) 269	111	132	26	10	37	63	31	32	67	15	15
	53%	57%	50%	48%	55%	52%	59%	46%	54%	55%	50%	39%
Worsen	(-1) 89	39	40	10	3	15	15	11	5	17	11	12
	17%	20%	15%	19%	17%	21%	14%	17%	8%	14%	38%	30%
Mean score	.1	*	.2	.1	.1	.1	.1	.2	.3	.2	-.3	*
Standard deviation	.68	.66	.68	.71	.68	.70	.63	.71	.61	.65	.67	.79
Standard error	.03	.05	.05	.06	.20	.09	.07	.10	.06	.07	.11	.09

QES Q4 2015**Q15. What do you expect to happen to the following UK economic indicators over the next twelve months?****Unemployment**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 153	9	144	71	83	21	130	3	24	130	54	99	36	113	4
	30%	22%	31%	27%	33%	39%	30%	11%	29%	30%	29%	31%	38%	29%	22%
Stay the same	(0) 269	21	248	147	122	23	234	12	44	225	107	163	34	225	10
	53%	50%	53%	56%	49%	43%	54%	49%	53%	53%	56%	51%	35%	57%	58%
Worsen	(-1) 89	11	77	45	44	10	69	10	15	73	29	60	26	59	3
	17%	27%	16%	17%	18%	19%	16%	40%	18%	17%	15%	19%	27%	15%	19%
Mean score	.1	-.1	.1	.1	.2	.2	.1	-.3	.1	.1	.1	.1	.1	.1	*
Standard deviation	.68	.71	.67	.66	.70	.74	.66	.67	.68	.68	.65	.69	.80	.64	.66
Standard error	.03	.12	.03	.04	.05	.09	.03	.13	.06	.03	.05	.04	.08	.03	.16

QES Q4 2015**Q16_SUM. Over the next twelve months what do you expect to happen to the economic prospects for London and your company?****SUMMARY TABLE**

Base: All respondents

	Total	Improve	Stay the same	Worsen	Mean
London	511 100%	168 33%	288 56%	55 11%	.2
Company	511 100%	168 33%	295 58%	48 9%	.2

QES Q4 2015**Q16. Over the next twelve months what do you expect to happen to the economic prospects for London and your company?****London**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY							
		0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 168	62	89	18	3	25	25	25	21	53	5	10
	33%	32%	34%	33%	16%	35%	24%	37%	36%	44%	18%	26%
Stay the same	(0) 288	112	146	30	15	36	72	39	35	55	14	22
	56%	57%	56%	56%	84%	50%	68%	57%	59%	45%	48%	59%
Worsen	(-1) 55	22	27	6	-	10	9	4	3	13	10	6
	11%	11%	10%	11%	-	15%	8%	5%	5%	11%	34%	15%
Mean score	.2	.2	.2	.2	.2	.2	.2	.3	.3	.3	-.2	.1
Standard deviation	.62	.62	.62	.64	.38	.68	.55	.57	.56	.67	.72	.64
Standard error	.03	.05	.04	.05	.11	.09	.06	.08	.06	.07	.12	.07

QES Q4 2015**Q16. Over the next twelve months what do you expect to happen to the economic prospects for London and your company?****London**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 168	10	158	77	92	18	144	6	31	138	67	101	43	122	3
	33%	25%	34%	29%	37%	34%	33%	24%	37%	32%	35%	31%	44%	31%	20%
Stay the same	(0) 288	28	260	159	128	31	244	13	42	246	105	183	36	241	11
	56%	68%	55%	61%	52%	57%	56%	56%	51%	57%	55%	57%	37%	61%	64%
Worsen	(-1) 55	3	52	26	29	5	45	5	10	45	17	38	18	34	3
	11%	8%	11%	10%	12%	9%	10%	20%	12%	11%	9%	12%	18%	9%	17%
Mean score	.2	.2	.2	.2	.3	.2	.2	*	.2	.2	.3	.2	.3	.2	*
Standard deviation	.62	.55	.63	.60	.65	.61	.62	.68	.66	.62	.62	.63	.75	.59	.62
Standard error	.03	.10	.03	.04	.04	.08	.03	.13	.06	.03	.04	.04	.07	.03	.15

QES Q4 2015**Q16. Over the next twelve months what do you expect to happen to the economic prospects for London and your company?****Company**

Base: All respondents

	Total	BUSINESS SIZE			INDUSTRY							
		0	1-9	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
Unweighted Total	511	167	205	139	12	60	77	49	93	98	37	85
Weighted Total	511	196	262	53	18	71	106	68	58	121	30	38
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 168	59	90	19	3	25	33	26	21	44	5	11
	33%	30%	34%	35%	16%	35%	31%	38%	35%	36%	18%	30%
Stay the same	(0) 295	114	152	28	15	41	58	38	32	69	18	22
	58%	58%	58%	53%	84%	58%	55%	56%	56%	57%	59%	58%
Worsen	(-1) 48	22	20	6	-	5	14	4	5	8	7	5
	9%	11%	8%	12%	-	7%	14%	6%	9%	6%	24%	12%
Mean score	.2	.2	.3	.2	.2	.3	.2	.3	.3	.3	-.1	.2
Standard deviation	.61	.62	.59	.65	.38	.59	.65	.58	.62	.58	.65	.63
Standard error	.03	.05	.04	.06	.11	.08	.07	.08	.06	.06	.11	.07

QES Q4 2015**Q16. Over the next twelve months what do you expect to happen to the economic prospects for London and your company?****Company**

Base: All respondents

	MANUFACTURING/SERVICES		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
	Total	Manufacturing	Services	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
Unweighted Total	511	33	478	290	221	66	418	27	119	392	205	306	103	390	18
Weighted Total	511	42	469	262	249	54	433	24	83	428	190	321	97	398	17
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1) 168	11	156	87	81	30	138	*	34	134	59	108	43	120	5
	33%	27%	33%	33%	33%	55%	32%	2%	41%	31%	31%	34%	45%	30%	29%
Stay the same	(0) 295	29	266	151	144	23	257	15	41	254	115	180	38	251	7
	58%	69%	57%	58%	58%	42%	59%	64%	50%	59%	61%	56%	39%	63%	42%
Worsen	(-1) 48	2	47	25	24	2	38	8	8	40	15	33	16	28	5
	9%	4%	10%	9%	10%	3%	9%	35%	10%	9%	8%	10%	16%	7%	29%
Mean score	.2	.2	.2	.2	.2	.5	.2	-.3	.3	.2	.2	.2	.3	.2	*
Standard deviation	.61	.51	.62	.61	.61	.56	.60	.51	.64	.60	.58	.62	.73	.56	.79
Standard error	.03	.09	.03	.04	.04	.07	.03	.10	.06	.03	.04	.04	.07	.03	.19