

LCCI – QES Q4 2017

Methodology: ComRes interviewed 577 London business decision makers online between the 2nd November and 27th November 2017. 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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Base: All respondents	

QES Q4 2017**Total employed.**

Base: All respondents

Significance Level: 95%

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support		Public administration and defence / education / health	Arts, entertainment, recreation and other services		
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication		Professional, scientific & technical			Manufacturing	Services
	a	b	*c	d	e	f	g	h	i	j	k	l
577	410	167	14	83	99	50	93	102	49	87	53	524
577	517	60	21	80	119	77	66	137	34	43	52	525
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
302	302	-	11	46	72	42	35	65	18	14	27	275
52%	58%	-	51%	57%	60%	55%	53%	48%	53%	32%	52%	52%
	b			j	j	j	j	j	j			
32	-	32	1	5	9	1	5	5	3	1	5	27
6%	-	53%	6%	7%	8%	2%	8%	4%	9%	3%	9%	5%
	a											
16	-	16	2	3	2	2	2	2	2	1	3	13
3%	-	27%	10%	3%	2%	2%	4%	1%	5%	3%	6%	2%
	a											
6	-	6	1	1	1	*	1	1	1	*	2	4
1%	-	10%	6%	1%	1%	*	2%	1%	3%	*	4%	1%
	a											
2	-	2	-	*	1	*	1	*	1	-	*	2
*	-	4%	-	*	*	*	1%	*	2%	-	*	*
	a											
1	-	1	*	-	*	*	*	*	*	-	*	1
*	-	2%	2%	-	*	*	*	*	1%	-	1%	*
	a											
1	-	1	-	-	*	*	-	-	*	-	-	1
*	-	1%	-	-	*	*	-	-	1%	-	-	*
	a											
2	-	2	-	1	*	*	1	*	-	-	1	2
*	-	4%	-	1%	*	*	1%	*	-	-	1%	*
	a											

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

QES Q4 2017**Total employed.**

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
			Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total	0-9	10+										
	a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sole trader	215	-	5	25	34	30	21	63	9	26	14	201
	37%	-	26%	32%	28%	40%	32%	46%	28%	61%	27%	38%
	b							degi		defghi		
Total number of employees	23616	22034	301	8639	9240	643	1162	3002	471	159	8711	14905
Mean score	40.9	367.2	14.5	107.7	77.4	8.4	17.7	21.9	13.8	3.7	167.1	28.4
		a							j			
Standard deviation	1147.03	3566.78	34.38	2107.28	1781.81	45.16	87.23	459.33	39.70	7.19	2621.18	880.03
Standard error	47.75	276.01	9.19	231.30	179.08	6.39	9.04	45.48	5.67	.77	360.05	38.44

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

QES Q4 2017

Total employed.

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1-9	302	152	150	28	254	20	48	254	125	177	93	196	13
	52%	56%	49%	53%	52%	61%	55%	52%	58%	49%	58%	51%	39%
									i		l		
10-19	32	19	12	5	24	3	13	19	13	18	6	23	2
	6%	7%	4%	10%	5%	8%	14%	4%	6%	5%	4%	6%	6%
							g						
20-49	16	6	11	3	11	2	8	8	9	7	6	10	*
	3%	2%	3%	6%	2%	6%	10%	2%	4%	2%	4%	3%	1%
							g						
50-99	6	2	3	3	2	1	4	2	4	2	3	3	*
	1%	1%	1%	6%	*	2%	5%	*	2%	1%	2%	1%	1%
				d			g						
100-199	2	1	1	1	1	*	2	1	1	1	1	1	*
	*	*	*	1%	*	1%	2%	*	1%	*	1%	*	1%
							g						
200-249	1	1	*	1	*	*	1	*	*	1	1	1	-
	*	*	*	1%	*	*	1%	*	*	*	*	*	-
							g						
250-499	1	*	*	*	*	-	1	-	*	*	*	*	-
	*	*	*	1%	*	-	1%	-	*	*	*	*	-
500+	2	2	*	1	1	*	2	*	2	*	1	1	*
	*	1%	*	2%	*	1%	2%	*	1%	*	*	*	1%
				d			g						
Sole trader	215	87	128	11	196	7	9	206	61	154	50	147	18
	37%	32%	42%	21%	40%	23%	10%	42%	28%	43%	31%	38%	53%
			a		ce			f		h			j
Total number of employees	23616	21344	2272	19932	3244	440	21286	2330	21384	2232	1875	21420	321
Mean score	40.9	78.8	7.4	368.6	6.6	13.3	245.4	4.8	99.2	6.2	11.7	56.0	9.4
				d									
Standard deviation	1147.03	1674.68	35.91	3761.19	34.69	61.73	2964.13	21.07	1877.69	25.86	55.96	1408.37	58.89

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

QES Q4 2017**Total employed.**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Standard error

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

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
47.75	98.85	2.11	410.38	1.62	10.15	244.48	1.02	122.49	1.40	4.34	72.34	10.41

QES Q4 2017

S1. Which of the following responsibilities do you hold in your organisation?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	489 85%	443 86%	46 77%	17 82%	69 85%	88 73%	71 93%	52 80%	128 94%	26 77%	38 88%	42 81%	447 85%
		b			e		egi		egi		e		
Control of or having a say in operational decisions	499 86%	448 87%	51 86%	18 85%	69 87%	101 84%	62 81%	56 86%	123 90%	30 89%	40 92%	45 86%	454 87%
Recruitment (hiring new staff on a permanent or temporary basis)	249 43%	209 40%	39 66%	11 53%	37 46%	41 35%	38 49%	31 48%	55 40%	16 48%	19 45%	25 48%	224 43%
		a											
Directly managing one or more employees	256 44%	213 41%	43 72%	11 55%	39 49%	55 46%	36 47%	29 45%	55 40%	16 47%	14 33%	26 50%	230 44%
		a			j								
IT systems	310 54%	280 54%	30 51%	6 30%	38 47%	47 39%	50 65%	31 48%	96 70%	15 43%	28 64%	19 36%	292 56%
							dei		degi		degi		k
Procurement / supply chain management	282 49%	254 49%	29 48%	14 68%	39 49%	63 53%	36 46%	31 47%	65 48%	13 38%	22 51%	28 53%	255 48%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

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

QES Q4 2017

S1. Which of the following responsibilities do you hold in your organisation?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	489	230	260	46	420	23	72	417	179	310	133	329	27
	85%	85%	85%	86%	86%	69%	83%	85%	83%	86%	83%	86%	78%
				e	e								
Control of or having a say in operational decisions	499	234	265	43	429	27	65	434	180	319	134	341	24
	86%	86%	87%	79%	88%	82%	75%	89%	84%	88%	84%	89%	71%
				c	c		f	f			l	l	
Recruitment (hiring new staff on a permanent or temporary basis)	249	128	121	31	200	18	50	198	95	154	58	178	13
	43%	47%	40%	58%	41%	55%	58%	40%	44%	42%	36%	46%	37%
				d	d		g	j			j	j	
Directly managing one or more employees	256	122	134	30	209	17	49	207	108	149	79	165	13
	44%	45%	44%	56%	43%	51%	57%	42%	50%	41%	49%	43%	37%
				d	d		g	i	i				
IT systems	310	151	160	25	274	12	39	272	109	201	68	229	13
	54%	56%	52%	46%	56%	35%	44%	55%	51%	56%	43%	60%	38%
				e	e		f	f			jl	jl	
Procurement / supply chain management	282	136	146	23	246	14	27	255	91	191	88	180	15
	49%	50%	48%	42%	50%	41%	32%	52%	42%	53%	55%	47%	44%
							f	h	h				
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

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

QES Q4 2017**S2. Please choose the region you currently work in.**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
	Total	0-9	10+										
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	575	515	60	21	80	119	75	66	137	34	43	52	523
	100%	100%	100%	100%	100%	100%	98%	100%	100%	100%	100%	100%	100%
South East	2	2	-	-	-	-	2	-	-	-	-	-	2
	*	*	-	-	-	-	2%	-	-	-	-	-	*

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

QES Q4 2017**S2. Please choose the region you currently work in.**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

London

South East

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

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
575	271	304	54	488	33	87	488	216	360	160	381	34
100%	100%	99%	100%	100%	100%	100%	100%	100%	99%	100%	100%	100%
2	-	2	-	2	-	-	2	-	2	-	2	-
*	-	1%	-	*	-	-	*	-	1%	-	*	-

QES Q4 2017

D1. How many people does your company employ?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	215	215	-	5	25	34	30	21	63	9	26	14	201
	37%	42%	-	26%	32%	28%	40%	32%	46%	28%	61%	27%	38%
		b							degi		defghi		
1-9	302	302	-	11	46	72	42	35	65	18	14	27	275
	52%	58%	-	51%	57%	60%	55%	53%	48%	53%	32%	52%	52%
		b			j	j	j	j	j	j			
10-19	32	-	32	1	5	9	1	5	5	3	1	5	27
	6%	-	53%	6%	7%	8%	2%	8%	4%	9%	3%	9%	5%
			a										
20-49	16	-	16	2	3	2	2	2	2	2	1	3	13
	3%	-	27%	10%	3%	2%	2%	4%	1%	5%	3%	6%	2%
			a										
50-99	6	-	6	1	1	1	*	1	1	1	*	2	4
	1%	-	10%	6%	1%	1%	*	2%	1%	3%	*	4%	1%
			a										
100-199	2	-	2	-	*	1	*	1	*	1	-	*	2
	*	-	4%	-	*	*	*	1%	*	2%	-	*	*
			a										
200-249	1	-	1	*	-	*	*	*	*	*	-	*	1
	*	-	2%	2%	-	*	*	*	*	1%	-	1%	*
			a										
250-499	1	-	1	-	-	*	*	-	-	*	-	-	1
	*	-	1%	-	-	*	*	-	-	1%	-	-	*
			a										

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

QES Q4 2017**D1. How many people does your company employ?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
				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		
Total	0-9	10+										Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
500+	2	-	2	-	1	*	*	1	*	-	-	1	2
	*	-	4% a	-	1%	*	*	1%	*	-	-	1%	*
NETS													
Net: More than 9	60	-	60	5	9	14	4	10	8	7	3	11	49
	10%	-	100% a	23%	12%	11%	6%	15% h	6%	19% fhj	7%	21% l	9%
BCC NETS													
Net: 0-19	549	517	32	17	76	115	74	61	134	30	42	46	503
	95%	100% b	53%	83%	95%	96%	96%	92%	98% i	89%	97%	88%	96% k
Net: 20-199	24	-	24	3	4	4	2	4	3	3	1	5	19
	4%	-	40% a	16%	4%	3%	3%	6%	2%	9% h	3%	10% l	4%
Net: 200-499	2	-	2	*	-	*	*	*	*	*	-	*	2
	*	-	3% a	2%	-	*	1%	*	*	1%	-	1%	*
Net: 500+	2	-	2	-	1	*	*	1	*	-	-	1	2
	*	-	4% a	-	1%	*	*	1%	*	-	-	1%	*
ONS NETS													
Net: 0-9	517	517	-	16	71	106	72	56	129	27	40	41	476
	90%	100% b	-	77%	88%	89%	94% i	85%	94% gi	81%	93% i	79%	91% k

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

QES Q4 2017**D1. How many people does your company employ?**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: 10-19	32	-	32	1	5	9	1	5	5	3	1	5	27
	6%	-	53% a	6%	7%	8%	2%	8%	4%	9%	3%	9%	5%
Net: 20-49	16	-	16	2	3	2	2	2	2	2	1	3	13
	3%	-	27% a	10%	3%	2%	2%	4%	1%	5%	3%	6%	2%
Net: 50-99	6	-	6	1	1	1	*	1	1	1	*	2	4
	1%	-	10% a	6%	1%	1%	*	2%	1%	3%	*	4%	1%
Net: 100-249	3	-	3	*	*	1	*	1	*	1	-	1	3
	1%	-	6% a	2%	*	1%	1%	1%	*	2%	-	1%	1%
Net: 250+	3	-	3	-	1	1	*	1	*	*	-	1	2
	*	-	5% a	-	1%	*	1%	1%	*	1%	-	1%	*

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

QES Q4 2017**D1. How many people does your company employ?**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

0 sole trader

1-9

10-19

20-49

50-99

100-199

200-249

250-499

500+

NETS

Net: More than 9

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

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
215	87	128	11	196	7	9	206	61	154	50	147	18
37%	32%	42%	21%	40%	23%	10%	42%	28%	43%	31%	38%	53%
		a		ce			f		h			j
302	152	150	28	254	20	48	254	125	177	93	196	13
52%	56%	49%	53%	52%	61%	55%	52%	58%	49%	58%	51%	39%
								i		l		
32	19	12	5	24	3	13	19	13	18	6	23	2
6%	7%	4%	10%	5%	8%	14%	4%	6%	5%	4%	6%	6%
						g						
16	6	11	3	11	2	8	8	9	7	6	10	*
3%	2%	3%	6%	2%	6%	10%	2%	4%	2%	4%	3%	1%
						g						
6	2	3	3	2	1	4	2	4	2	3	3	*
1%	1%	1%	6%	*	2%	5%	*	2%	1%	2%	1%	1%
			d			g						
2	1	1	1	1	*	2	1	1	1	1	1	*
*	*	*	1%	*	1%	2%	*	1%	*	1%	*	1%
						g						
1	1	*	1	*	*	1	*	*	1	1	1	-
*	*	*	1%	*	*	1%	*	*	*	*	*	-
						g						
1	*	*	*	*	-	1	-	*	*	*	*	-
*	*	*	1%	*	-	1%	-	*	*	*	*	-
2	2	*	1	1	*	2	*	2	*	1	1	*
*	1%	*	2%	*	1%	2%	*	1%	*	*	*	1%
			d			g						
60	32	28	15	40	5	30	30	30	30	18	39	3
10%	12%	9%	27%	8%	17%	35%	6%	14%	8%	11%	10%	9%
			d			g		i				

QES Q4 2017**D1. How many people does your company employ?**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

BCC NETS

Net: 0-19

Net: 20-199

Net: 200-499

Net: 500+

ONS NETS

Net: 0-9

Net: 10-19

Net: 20-49

Net: 50-99

Net: 100-249

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

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
549	259	290	45	474	30	69	480	199	350	149	367	33
95%	96%	95%	83%	97% c	91%	80%	98% f	92%	97% h	93%	96%	97%
24	9	15	7	15	3	14	10	14	10	10	14	1
4%	3%	5%	13% d	3%	8%	16% g	2%	6% i	3%	6%	4%	3%
2	1	1	1	1	*	2	*	1	1	1	1	-
*	*	*	2% d	*	*	2% g	*	*	*	1%	*	-
2	2	*	1	1	*	2	*	2	*	1	1	*
*	1%	*	2% d	*	1%	2% g	*	1%	*	*	*	1%
517	239	278	40	450	27	57	460	186	331	143	343	31
90%	88%	91%	73%	92% c	83%	65%	94% f	86%	92% h	89%	90%	91%
32	19	12	5	24	3	13	19	13	18	6	23	2
6%	7%	4%	10%	5%	8%	14% g	4%	6% i	5%	4%	6%	6%
16	6	11	3	11	2	8	8	9	7	6	10	*
3%	2%	3%	6% d	2%	6%	10% g	2%	4% i	2%	4%	3%	1%
6	2	3	3	2	1	4	2	4	2	3	3	*
1%	1%	1%	6% d	*	2%	5% g	*	2% i	1%	2%	1%	1%
3	2	1	1	2	*	3	1	2	2	2	1	*
1%	1%	*	2%	*	1%	3% g	*	1% i	*	1%	*	1%

QES Q4 2017

D1. How many people does your company employ?

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Net: 250+

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
3	2	1	2	1	*	3	*	2	1	1	2	*
*	1%	*	3%	*	1%	3%	*	1%	*	1%	*	1%
			d			g						

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

QES Q4 2017

D2. Which of the following best describes your company sector?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	*	-	*	*	-	-	-	-	-	-	-	*	-
	*	-	1%	2%	-	-	-	-	-	-	-	1%	-
Production	20	16	4	20	-	-	-	-	-	-	-	20	-
	4%	3%	7%	98%	-	-	-	-	-	-	-	39%	-
			a									l	
Construction	31	25	6	-	31	-	-	-	-	-	-	31	-
	5%	5%	10%	-	39%	-	-	-	-	-	-	60%	-
			a		efghij							l	
Motor trades	9	8	1	-	-	9	-	-	-	-	-	-	9
	1%	2%	1%	-	-	7%	-	-	-	-	-	-	2%
						dghj							
Wholesale	24	21	4	-	-	24	-	-	-	-	-	-	24
	4%	4%	6%	-	-	20%	-	-	-	-	-	-	5%
						dghij							
Retail	54	50	4	-	-	54	-	-	-	-	-	-	54
	9%	10%	7%	-	-	45%	-	-	-	-	-	-	10%
						dghij							k
Transport & storage (inc. postal)	11	8	3	-	-	11	-	-	-	-	-	-	11
	2%	2%	5%	-	-	9%	-	-	-	-	-	-	2%
			a			dghij							
Accommodation & food services	22	19	3	-	-	22	-	-	-	-	-	-	22
	4%	4%	4%	-	-	18%	-	-	-	-	-	-	4%
						dghij							

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

QES Q4 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Information & communication	77	72	4	-	-	-	77	-	-	-	-	-	77
	13%	14%	7%	-	-	-	100%	-	-	-	-	-	15%
		b					deg hij						k
Finance & insurance	17	10	6	-	-	-	-	17	-	-	-	-	17
	3%	2%	11%	-	-	-	-	26%	-	-	-	-	3%
		a						def hij					
Property	49	46	3	-	49	-	-	-	-	-	-	-	49
	8%	9%	6%	-	61%	-	-	-	-	-	-	-	9%
					efgh ij								k
Professional, scientific & technical	137	129	8	-	-	-	-	-	137	-	-	-	137
	24%	25%	14%	-	-	-	-	-	100%	-	-	-	26%
		b							defg ij				k
Business administration and support services	49	45	4	-	-	-	-	49	-	-	-	-	49
	8%	9%	6%	-	-	-	-	74%	-	-	-	-	9%
								def hij					k
Public administration and defence	*	-	*	-	-	-	-	-	-	*	-	-	*
	*	-	*	-	-	-	-	-	-	*	-	-	*
Education	16	13	3	-	-	-	-	-	-	16	-	-	16
	3%	2%	6%	-	-	-	-	-	-	47%	-	-	3%
										defgh j			
Health	18	15	3	-	-	-	-	-	-	18	-	-	18
	3%	3%	5%	-	-	-	-	-	-	53%	-	-	3%
										defgh j			

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

QES Q4 2017**D2. Which of the following best describes your company sector?**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Arts, entertainment, recreation and other services	43 8%	40 8%	3 5%	- -	- -	- -	- -	- -	- -	- -	43 100% defghi	- -	43 8% k
Other services	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
NETS													
Net: Manufacturing	52 9%	41 8%	11 18% a	21 100%	31 39% efghij	- -	- -	- -	- -	- -	- -	52 100% l	- -
Net: Services	525 91%	476 92% b	49 82%	- -	49 61%	119 100% d	77 100% d	66 100% d	137 100% d	34 100% d	43 100% d	- -	525 100% k
Net: Agriculture, forestry & fishing / production	21 4%	16 3%	5 8% a	21 100%	- -	- -	- -	- -	- -	- -	- -	21 40% l	- -
Net: Construction / property	80 14%	71 14%	9 16%	- -	80 100% efghij	- -	- -	- -	- -	- -	- -	31 60% l	49 9%

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

QES Q4 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	119	106	14	-	-	119	-	-	-	-	-	-	119
	21%	20%	23%	-	-	100%	-	-	-	-	-	-	23%
						dfghij							k
Net: Finance & insurance/ Business administration & support services	66	56	10	-	-	-	-	66	-	-	-	-	66
	11%	11%	17%	-	-	-	-	100%	-	-	-	-	13%
								defhij					k
Net: Public administration and defence / education / health	34	27	7	-	-	-	-	-	-	34	-	-	34
	6%	5%	11%	-	-	-	-	-	-	100%	-	-	6%
			a							defghj			

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

QES Q4 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	*	-	*	*	-	-	-	*	*	-	*	-	-
	*	-	*	1%	-	-	-	*	*	-	*	-	-
Production	20	6	15	3	12	5	4	16	5	15	13	5	3
	4%	2%	5%	6%	2%	16%	5%	3%	2%	4%	8%	1%	8%
					d						k		k
Construction	31	12	19	5	23	3	8	23	17	14	14	14	3
	5%	4%	6%	10%	5%	8%	9%	5%	8%	4%	9%	4%	9%
									i		k		
Motor trades	9	1	8	2	7	-	2	6	4	5	6	1	2
	1%	*	3%	3%	1%	-	3%	1%	2%	1%	4%	*	5%
			a								k		k
Wholesale	24	9	15	3	21	-	6	18	5	19	6	18	-
	4%	4%	5%	6%	4%	-	7%	4%	2%	5%	4%	5%	-
Retail	54	28	26	4	49	1	7	47	19	35	26	20	9
	9%	10%	9%	7%	10%	3%	8%	10%	9%	10%	16%	5%	25%
											k		k
Transport & storage (inc. postal)	11	3	8	1	9	2	2	9	5	6	5	5	-
	2%	1%	3%	1%	2%	5%	2%	2%	2%	2%	3%	1%	-
Accommodation & food services	22	12	9	2	16	3	4	18	9	13	6	14	2
	4%	5%	3%	4%	3%	10%	4%	4%	4%	4%	3%	4%	7%
Information & communication	77	37	40	6	71	*	10	67	34	43	11	60	6
	13%	13%	13%	10%	14%	1%	11%	14%	16%	12%	7%	16%	18%
					e							j	
Finance & insurance	17	10	6	3	14	*	6	10	5	12	4	13	*
	3%	4%	2%	6%	3%	*	7%	2%	2%	3%	2%	3%	*
							g						

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

QES Q4 2017**D2. Which of the following best describes your company sector?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Property	49	28	20	*	44	4	1	47	29	20	10	35	4
	8%	10%	7%	1%	9%	13%	2%	10%	13%	6%	6%	9%	11%
					c	c		f	i				
Professional, scientific & technical	137	60	77	9	121	7	10	127	45	92	26	109	2
	24%	22%	25%	16%	25%	22%	12%	26%	21%	25%	16%	28%	5%
								f				jl	
Business administration and support services	49	26	23	3	43	3	6	43	12	37	11	37	1
	8%	10%	7%	6%	9%	9%	7%	9%	6%	10%	7%	10%	3%
Public administration and defence	*	*	-	-	*	-	*	-	*	-	-	*	-
	*	*	-	-	*	-	*	-	*	-	-	*	-
Education	16	8	8	4	11	1	7	9	5	11	3	13	-
	3%	3%	3%	8%	2%	2%	8%	2%	2%	3%	2%	3%	-
				d			g						
Health	18	9	9	3	14	2	8	10	7	11	7	11	1
	3%	3%	3%	5%	3%	5%	9%	2%	3%	3%	4%	3%	1%
							g						
Arts, entertainment, recreation and other services	43	23	21	5	36	2	6	37	15	28	10	30	3
	8%	8%	7%	9%	7%	7%	7%	8%	7%	8%	6%	8%	9%
Other services	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Manufacturing	52	18	34	9	35	8	12	40	23	29	28	19	6
	9%	7%	11%	17%	7%	24%	14%	8%	11%	8%	17%	5%	17%
				d		d	g				k		k

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

QES Q4 2017**D2. Which of the following best describes your company sector?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Services	525	253	272	45	455	25	75	450	193	332	133	364	28
	91%	93%	89%	83%	93%	76%	86%	92%	89%	92%	83%	95%	83%
					ce			f				jl	
Net: Agriculture, forestry & fishing / production	21	6	15	4	12	5	4	17	5	15	13	5	3
	4%	2%	5%	7%	2%	16%	5%	3%	2%	4%	8%	1%	8%
				d	d	d					k		k
Net: Construction / property	80	40	40	6	67	7	9	71	46	34	25	49	7
	14%	15%	13%	11%	14%	21%	11%	14%	21%	9%	15%	13%	20%
									i				
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	119	53	67	11	102	6	21	99	41	78	50	58	12
	21%	20%	22%	21%	21%	18%	24%	20%	19%	22%	31%	15%	36%
											k		k
Net: Finance & insurance/ Business administration & support services	66	36	29	7	56	3	12	53	17	49	15	50	1
	11%	13%	10%	12%	11%	9%	14%	11%	8%	14%	9%	13%	3%
										h			
Net: Public administration and defence / education / health	34	17	17	7	25	2	14	20	12	22	10	23	1
	6%	6%	6%	13%	5%	6%	17%	4%	6%	6%	6%	6%	1%
				d			g						

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	10	9	1	-	3	5	2	-	1	*	-	3	8
	2%	2%	2%	-	3%	4%	2%	-	1%	1%	-	5%	1%
Barnet	54	50	5	5	11	10	4	3	15	2	3	9	45
	9%	10%	8%	26%	14%	9%	5%	5%	11%	5%	7%	17%	9%
					g							l	
Bexley	5	4	*	-	-	-	-	1	2	1	1	-	5
	1%	1%	1%	-	-	-	-	2%	1%	3%	1%	-	1%
Brent	16	12	4	1	3	2	2	1	4	2	1	3	13
	3%	2%	7%	5%	4%	2%	2%	1%	3%	5%	2%	6%	2%
			a										
Bromley	6	6	-	-	-	2	2	-	2	1	-	-	6
	1%	1%	-	-	-	1%	2%	-	1%	3%	-	-	1%
City of London	32	20	12	*	1	9	7	6	6	2	1	1	31
	6%	4%	20%	2%	1%	7%	9%	9%	4%	6%	2%	2%	6%
			a			d	d	d					
City of Westminster	42	36	5	-	8	10	2	7	12	-	3	-	42
	7%	7%	9%	-	11%	9%	2%	10%	9%	-	6%	-	8%
					i	i		i	i				k
Camden	34	32	2	3	3	6	8	5	7	1	2	3	31
	6%	6%	3%	13%	4%	5%	10%	7%	5%	1%	6%	6%	6%
Croydon	21	21	*	-	4	7	10	-	-	-	1	1	20
	4%	4%	*	-	5%	5%	12%	-	-	-	2%	3%	4%
		b			gh	gh	ghij						

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Ealing	16 3%	13 2%	3 5%	* 2%	2 3%	3 2%	2 2%	5 7% h	2 1%	1 3%	1 2%	1 1%	15 3%
Enfield	21 4%	20 4%	1 2%	6 27%	* *	3 3%	4 5%	2 3%	3 2%	1 2%	3 6% d	6 11% l	16 3%
Greenwich	15 3%	13 3%	2 4%	- -	2 2%	* *	3 4%	2 3%	6 5% e	* *	2 4%	* 1%	15 3%
Hackney	8 1%	5 1%	3 4% a	- -	1 2%	1 1%	- -	1 1%	4 3%	- -	1 2%	- -	8 2%
Hammersmith and Fulham	27 5%	26 5% b	1 1%	- -	3 3%	5 4%	6 8%	3 5%	6 5%	2 6%	2 4%	1 2%	25 5%
Haringey	11 2%	10 2%	* 1%	- -	1 2%	* *	- -	3 4%	2 1%	1 3%	4 8% defh	- -	11 2%
Harrow	21 4%	18 3%	3 5%	1 6%	2 3%	6 5%	- -	2 3%	7 5%	- -	2 5%	2 3%	19 4%
Havering	3 1%	2 *	1 2%	- -	2 2%	- -	- -	1 1%	* *	- -	* 1%	* 1%	3 1%
Hillingdon	17 3%	16 3%	1 1%	* 1%	- -	3 3%	2 2%	1 2%	8 6% d	1 3%	1 2%	* *	17 3%

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Hounslow	15 3%	12 2%	3 4%	1 5%	3 3%	2 2%	- -	2 3%	4 3%	2 6%	1 2%	1 2%	14 3%
Islington	20 3%	18 3%	2 3%	- -	6 8% fgh	5 5%	- -	1 1%	2 2%	2 6%	2 6%	1 2%	18 3%
Kensington and Chelsea	20 3%	18 3%	1 2%	3 14%	3 4%	3 3%	- -	3 4%	6 5%	1 2%	1 2%	3 5%	17 3%
Kingston upon Thames	14 2%	14 3%	* 1%	- -	3 3%	- -	* *	- -	10 7% eg	1 4%	1 1%	3 5%	12 2%
Lambeth	10 2%	10 2%	- -	- -	6 8% efgh	- -	- -	1 1%	- -	1 3%	2 4%	4 7% l	6 1%
Lewisham	7 1%	7 1%	- -	- -	- -	- -	- -	2 3%	2 1%	2 6% de	2 4%	- -	7 1%
Merton	17 3%	16 3%	1 1%	- -	- -	4 3%	4 5% d	4 6% d	5 3%	- -	1 1%	- -	17 3%
Newham	5 1%	4 1%	1 2%	- -	1 1%	- -	2 2%	2 3%	- -	- -	- -	1 2%	4 1%
Redbridge	13 2%	12 2%	1 1%	- -	* *	6 5% dh	2 2%	* 1%	- -	2 6%	2 4%	- -	13 2%

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Richmond upon Thames	27	26	1	-	3	10	2	4	7	2	-	3	25
	5%	5%	2%	-	3%	8%	3%	6%	5%	6%	-	5%	5%
						j		j	j	j			
Southwark	21	19	3	-	3	7	2	1	3	3	2	2	19
	4%	4%	4%	-	4%	6%	2%	1%	2%	9%	4%	4%	4%
										g			
Sutton	7	6	1	-	1	2	-	-	2	1	2	1	5
	1%	1%	1%	-	2%	1%	-	-	1%	2%	4%	2%	1%
Tower Hamlets	12	12	1	-	-	3	4	*	5	-	-	-	12
	2%	2%	1%	-	-	3%	5%	1%	4%	-	-	-	2%
							dj						
Waltham Forest	8	8	1	-	1	2	2	*	2	*	2	1	7
	1%	2%	1%	-	2%	1%	2%	1%	1%	1%	4%	2%	1%
Wandsworth	22	21	1	-	3	2	6	2	5	2	3	1	21
	4%	4%	2%	-	3%	1%	8%	3%	3%	6%	6%	3%	4%
							e						
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Inner city	271	239	32	6	40	53	37	36	60	17	23	18	253
	47%	46%	53%	28%	50%	44%	48%	55%	43%	49%	52%	34%	48%
Net: Outer city	306	278	28	15	40	67	40	29	77	17	21	34	272
	53%	54%	47%	72%	50%	56%	52%	45%	57%	51%	48%	66%	52%

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	10	-	10	3	7	*	3	7	4	6	1	7	2
	2%	-	3%	6%	1%	1%	4%	1%	2%	2%	1%	2%	5%
			a	d									
Barnet	54	-	54	1	50	3	2	53	26	28	15	36	4
	9%	-	18%	3%	10%	8%	2%	11%	12%	8%	9%	9%	12%
			a	c				f					
Bexley	5	-	5	2	2	-	1	3	3	2	1	3	-
	1%	-	1%	5%	*	-	2%	1%	1%	*	1%	1%	-
			a	d									
Brent	16	-	16	2	13	1	7	9	3	13	7	9	-
	3%	-	5%	4%	3%	2%	8%	2%	1%	4%	4%	2%	-
			a	g									
Bromley	6	-	6	-	6	-	-	6	3	3	-	6	-
	1%	-	2%	-	1%	-	-	1%	1%	1%	-	2%	-
			a										
City of London	32	32	-	4	25	3	10	23	14	18	7	24	2
	6%	12%	-	8%	5%	9%	11%	5%	7%	5%	4%	6%	5%
			b				g						
City of Westminster	42	42	-	5	34	3	7	35	19	23	10	29	3
	7%	16%	-	9%	7%	9%	8%	7%	9%	6%	6%	8%	7%
			b										
Camden	34	34	-	-	33	1	2	32	12	22	6	27	2
	6%	13%	-	-	7%	4%	2%	7%	6%	6%	4%	7%	5%
			b		c								
Croydon	21	-	21	2	19	-	2	19	2	19	8	12	1
	4%	-	7%	3%	4%	-	3%	4%	1%	5%	5%	3%	4%
			a							h			
Ealing	16	-	16	2	14	*	3	13	7	8	5	11	*
	3%	-	5%	3%	3%	1%	4%	3%	3%	2%	3%	3%	1%
			a										

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Enfield	21	-	21	5	10	6	4	17	10	11	3	15	4
	4%	-	7%	10%	2%	18%	5%	4%	5%	3%	2%	4%	11%
			a	d		d							j
Greenwich	15	-	15	4	8	3	1	15	4	11	3	12	-
	3%	-	5%	7%	2%	10%	1%	3%	2%	3%	2%	3%	-
			a	d		d							
Hackney	8	8	-	1	7	-	1	7	6	2	1	7	1
	1%	3%	-	1%	2%	-	2%	1%	3%	*	*	2%	2%
		b							i				
Hammersmith and Fulham	27	27	-	-	24	2	4	23	5	22	4	20	3
	5%	10%	-	-	5%	7%	5%	5%	2%	6%	2%	5%	9%
		b			c	c				h			
Haringey	11	11	-	1	10	-	2	9	3	8	3	7	1
	2%	4%	-	2%	2%	-	2%	2%	1%	2%	2%	2%	2%
		b											
Harrow	21	-	21	-	21	-	3	18	9	12	6	14	1
	4%	-	7%	-	4%	-	3%	4%	4%	3%	4%	4%	4%
			a										
Havering	3	-	3	1	3	-	1	2	1	2	2	1	-
	1%	-	1%	1%	1%	-	1%	*	1%	*	1%	*	-
Hillingdon	17	-	17	1	15	1	3	14	-	17	4	12	-
	3%	-	5%	1%	3%	3%	3%	3%	-	5%	3%	3%	-
			a							h			
Hounslow	15	-	15	-	15	-	1	14	7	8	8	7	-
	3%	-	5%	-	3%	-	1%	3%	3%	2%	5%	2%	-
			a								k		
Islington	20	20	-	1	19	-	3	16	11	8	5	15	*
	3%	7%	-	1%	4%	-	4%	3%	5%	2%	3%	4%	1%
		b											

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

QES Q4 2017

D3. Which London borough is your business based in?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Kensington and Chelsea	20	20	-	4	14	2	4	15	6	13	5	15	-
	3%	7%	-	7%	3%	5%	5%	3%	3%	4%	3%	4%	-
		b		d									
Kingston upon Thames	14	-	14	4	10	-	2	13	4	10	8	6	-
	2%	-	5%	8%	2%	-	2%	3%	2%	3%	5%	2%	-
			a	d							k		
Lambeth	10	10	-	1	9	-	-	10	3	7	3	6	1
	2%	4%	-	2%	2%	-	-	2%	1%	2%	2%	2%	4%
		b											
Lewisham	7	7	-	1	6	1	2	5	-	7	-	5	2
	1%	3%	-	2%	1%	2%	2%	1%	-	2%	-	1%	6%
		b								h			jk
Merton	17	-	17	-	15	2	-	17	4	13	7	8	2
	3%	-	5%	-	3%	5%	-	3%	2%	4%	4%	2%	5%
			a			c		f					
Newham	5	5	-	-	3	2	-	5	-	5	-	4	*
	1%	2%	-	-	1%	6%	-	1%	-	1%	-	1%	1%
		b				cd							
Redbridge	13	-	13	*	12	*	*	12	4	8	5	4	3
	2%	-	4%	1%	2%	1%	*	2%	2%	2%	3%	1%	9%
			a										k
Richmond upon Thames	27	-	27	2	25	*	4	23	7	20	11	16	-
	5%	-	9%	4%	5%	1%	5%	5%	3%	6%	7%	4%	-
			a										
Southwark	21	21	-	3	18	1	8	13	15	6	12	9	1
	4%	8%	-	5%	4%	2%	9%	3%	7%	2%	7%	2%	1%
		b					g		i		k		
Sutton	7	-	7	-	7	-	*	6	2	4	4	2	-
	1%	-	2%	-	1%	-	*	1%	1%	1%	3%	1%	-
			a								k		

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

QES Q4 2017**D3. Which London borough is your business based in?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Tower Hamlets	12	12	-	*	12	-	1	12	4	9	2	11	-
	2%	5%	-	*	2%	-	1%	2%	2%	2%	1%	3%	-
		b											
Waltham Forest	8	-	8	*	8	1	-	8	4	5	3	5	-
	1%	-	3%	1%	2%	2%	-	2%	2%	1%	2%	1%	-
		a											
Wandsworth	22	22	-	3	17	2	6	16	12	11	3	17	2
	4%	8%	-	6%	4%	5%	7%	3%	5%	3%	2%	5%	6%
		b					g						
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Inner city	271	271	-	24	231	16	49	221	110	161	58	196	17
	47%	100%	-	45%	47%	49%	57%	45%	51%	44%	36%	51%	49%
		b					g					j	
Net: Outer city	306	-	306	30	259	17	37	269	105	201	102	186	18
	53%	-	100%	55%	53%	51%	43%	55%	49%	56%	64%	49%	51%
			a				f				k		

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

QES Q4 2017

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	577	101	345	131	-.1
	100%	17%	60%	23%	
Cashflow	577	92	343	141	-.1
	100%	16%	59%	25%	
Business domestic orders	577	86	363	128	-.1
	100%	15%	63%	22%	
Employment	577	46	481	50	*
	100%	8%	83%	9%	

QES Q4 2017**Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Domestic sales**

Base: All respondents

			BUSINESS SIZE		INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	101	82	19	13	8	26	9	14	15	7	9	19	82
		17%	16%	32%	61%	10%	22%	12%	21%	11%	20%	20%	36%	16%
			a			dh							l	
Same	(0)	345	312	33	2	52	55	54	41	96	23	21	16	329
		60%	60%	55%	9%	65%	46%	70%	62%	70%	68%	49%	30%	63%
						ej		ej	e	ej	ej			k
Down	(-1)	131	124	8	6	19	38	14	11	25	4	13	18	114
		23%	24%	13%	31%	24%	32%	18%	17%	19%	11%	31%	34%	22%
			b			ghi						gi	l	
Mean score		-.1	-.1	.2	.3	-.1	-.1	-.1	*	-.1	.1	-.1	*	-.1
				a						d				
Standard deviation		.63	.63	.65	.93	.58	.73	.54	.62	.54	.56	.71	.84	.61
Standard error		.03	.03	.05	.25	.06	.07	.08	.06	.05	.08	.08	.12	.03

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

QES Q4 2017**Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Domestic sales**

Base: All respondents

		LOCATION			EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	101	39	62	33	64	4	36	65	45	56	52	48	2
		17%	14%	20%	61%	13%	11%	41%	13%	21%	15%	32%	12%	5%
					de			g				kl		
Same	(0)	345	167	178	17	323	5	42	302	147	198	75	261	8
		60%	62%	58%	32%	66%	14%	49%	62%	68%	55%	47%	68%	24%
					e	ce		f		i		l	jl	
Down	(-1)	131	65	66	4	103	25	9	122	24	108	33	74	24
		23%	24%	22%	7%	21%	75%	10%	25%	11%	30%	21%	19%	71%
					c	cd		f		h				jk
Mean score		-.1	-.1	*	.5	-.1	-.6	.3	-.1	.1	-.1	.1	-.1	-.7
					de	e		g		i		kl	l	
Standard deviation		.63	.61	.65	.63	.58	.69	.65	.61	.56	.66	.72	.56	.57
Standard error		.03	.04	.04	.07	.03	.11	.05	.03	.04	.04	.06	.03	.10

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

QES Q4 2017**Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business domestic orders**

Base: All respondents

			BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	86	67	20	12	11	17	11	10	12	5	7	19	68
		15%	13%	33%	59%	14%	14%	15%	16%	9%	15%	17%	36%	13%
			a										l	
Same	(0)	363	331	31	2	53	70	48	44	95	25	24	18	345
		63%	64%	52%	10%	66%	59%	63%	67%	70%	74%	56%	35%	66%
			b							j	j		k	
Down	(-1)	128	119	9	6	16	33	17	11	29	4	12	15	112
		22%	23%	15%	31%	20%	27%	23%	17%	21%	11%	27%	30%	21%
			b				i					i		
Mean score		-.1	-.1	.2	.3	-.1	-.1	-.1	*	-.1	*	-.1	.1	-.1
			a											
Standard deviation		.61	.59	.68	.93	.58	.63	.61	.57	.54	.52	.67	.81	.58
Standard error		.03	.03	.05	.25	.06	.06	.09	.06	.05	.07	.07	.11	.03

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

QES Q4 2017**Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business domestic orders**

Base: All respondents

		LOCATION			EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	86	33	54	27	56	4	36	50	44	43	41	43	2
		15%	12%	18%	49%	11%	11%	41%	10%	20%	12%	26%	11%	5%
					de			g		i		kl		
Same	(0)	363	168	194	26	332	5	46	317	148	214	91	262	10
		63%	62%	63%	47%	68%	15%	53%	65%	69%	59%	57%	68%	28%
					e	ce		f	i		l	jl		
Down	(-1)	128	70	58	2	102	24	5	123	24	104	28	78	23
		22%	26%	19%	3%	21%	73%	5%	25%	11%	29%	17%	20%	66%
			b			c	cd		f		h			jk
Mean score		-.1	-.1	*	.5	-.1	-.6	.4	-.1	.1	-.2	.1	-.1	-.6
				a	de	e		g		i		kl	l	
Standard deviation		.61	.60	.61	.57	.56	.69	.59	.58	.55	.62	.65	.56	.60
Standard error		.03	.04	.04	.06	.03	.11	.05	.03	.04	.03	.05	.03	.11

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

QES Q4 2017**Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Employment**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	46	34	12	6	5	13	5	6	2	4	5	11	36
		8%	7%	21%	27%	7%	11%	6%	9%	1%	11%	12%	20%	7%
			a			h		h		h	h	h	l	
Same	(0)	481	440	41	11	64	98	64	57	131	26	30	29	453
		83%	85%	68%	55%	80%	82%	83%	86%	95%	77%	69%	55%	86%
			b			j	j		j	defgij			k	
Down	(-1)	50	43	7	4	11	8	8	3	4	4	8	13	37
		9%	8%	11%	18%	14%	7%	10%	4%	3%	12%	19%	25%	7%
					gh					h	egh	l		
Mean score		*	*	.1	.1	-.1	*	*	*	*	*	-.1	*	*
			a											
Standard deviation		.41	.39	.56	.68	.45	.42	.41	.37	.21	.48	.55	.68	.37
Standard error		.02	.02	.04	.18	.05	.04	.06	.04	.02	.07	.06	.09	.02

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

QES Q4 2017**Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Employment**

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	46	21	25	23	21	3	36	11	26	20	16	27	3
		8%	8%	8%	42%	4%	8%	41%	2%	12%	5%	10%	7%	10%
					de			g		i				
Same	(0)	481	229	252	30	436	15	46	435	181	300	130	336	15
		83%	85%	82%	55%	89%	46%	53%	89%	84%	83%	81%	88%	43%
						ce			f			l	jl	
Down	(-1)	50	20	29	2	33	15	5	45	8	42	14	20	16
		9%	8%	10%	3%	7%	46%	6%	9%	4%	11%	9%	5%	47%
						cd					h			jk
Mean score		*	*	*	.4	*	-.4	.4	-.1	.1	-.1	*	*	-.4
					de	e		g		i		l	l	
Standard deviation		.41	.39	.42	.55	.33	.64	.59	.33	.39	.41	.43	.35	.67
Standard error		.02	.02	.02	.06	.02	.11	.05	.02	.03	.02	.03	.02	.12

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

QES Q4 2017**Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Cashflow**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		Total	0-9	10+										
			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	92	76	16	12	11	17	4	10	21	7	11	18	74
		16%	15%	27%	57%	14%	14%	5%	15%	15%	19%	26%	35%	14%
				a						f	ef	l		
Same	(0)	343	309	34	3	49	64	57	46	83	22	19	17	326
		59%	60%	57%	13%	61%	54%	75%	70%	61%	65%	43%	33%	62%
						j		ej	ej	j	j			k
Down	(-1)	141	131	10	6	20	38	15	10	33	5	14	17	125
		25%	25%	17%	31%	25%	32%	20%	15%	24%	16%	31%	32%	24%
			b				gi				gi			
Mean score		-.1	-.1	.1	.3	-.1	-.2	-.1	*	-.1	*	-.1	*	-.1
				a				e						
Standard deviation		.63	.63	.66	.92	.62	.66	.49	.55	.62	.60	.76	.83	.61
Standard error		.03	.03	.05	.25	.07	.07	.07	.06	.06	.09	.08	.11	.03

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

QES Q4 2017**Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Cashflow**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	92	42	51	26	63	3	35	58	47	46	46	45	2
		16%	15%	17%	49%	13%	8%	40%	12%	22%	13%	28%	12%	5%
					de			g		i		kl		
Same	(0)	343	168	175	22	315	6	40	303	143	200	82	254	8
		59%	62%	57%	41%	64%	17%	46%	62%	66%	55%	51%	66%	22%
					e	ce		f		i		l	jl	
Down	(-1)	141	61	80	5	112	24	12	129	26	115	33	84	25
		25%	23%	26%	10%	23%	74%	14%	26%	12%	32%	21%	22%	73%
					c	cd		f		h				jk
Mean score		-.1	-.1	-.1	.4	-.1	-.7	.3	-.1	.1	-.2	.1	-.1	-.7
					de	e		g		i		kl	l	
Standard deviation		.63	.61	.65	.67	.59	.64	.69	.60	.57	.64	.70	.57	.57
Standard error		.03	.04	.04	.07	.03	.10	.06	.03	.04	.03	.05	.03	.10

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

QES Q4 2017**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	577 100%	52 9%	135 23%	43 7%	347 60%	*
Business export orders	577 100%	39 7%	149 26%	45 8%	344 60%	*

QES Q4 2017**Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52 9%	38 7%	14 23% a	4 20%	3 3%	18 15% di	6 8%	7 10% i	10 8%	* 1%	5 11% i	6 12%	46 9%
Same	(0)	135 23%	115 22%	19 32% a	10 47%	10 13%	27 22%	26 34% di	14 22%	32 24%	5 15%	10 22%	14 28%	120 23%
Down	(-1)	43 7%	39 8%	4 6%	3 13%	3 3%	13 11% dg	2 3%	2 3%	13 10%	1 4%	6 13% dfg	5 9%	38 7%
My business does not export outside the UK		347 60%	324 63% b	23 39%	4 21%	64 80% efghj	62 52%	42 55%	43 65%	81 59%	27 81% efhj	23 53%	26 51%	321 61%
Mean score		*	*	.3 a	.1	*	.1	.1	.2	-.1	-.2	*	.1	*
Standard deviation		.64	.64	.64	.65	.61	.74	.48	.59	.65	.50	.74	.67	.64
Standard error		.04	.05	.06	.20	.12	.10	.09	.09	.10	.13	.12	.13	.04

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

QES Q4 2017**Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52	24	28	14	36	1	21	31	19	33	17	35	-
		9%	9%	9%	26% de	7%	4%	24% g	6%	9%	9%	11%	9%	-
Same	(0)	135	67	67	12	115	7	23	112	60	75	38	91	5
		23%	25%	22%	22%	24%	22%	26%	23%	28%	21%	24%	24%	16%
Down	(-1)	43	17	26	3	32	8	6	37	7	36	7	24	13
		7%	6%	9%	6%	7%	23% cd	7%	8%	3%	10% h	4%	6%	37% jk
My business does not export outside the UK		347	163	184	25	306	17	37	311	130	217	99	232	16
		60%	60%	60%	46%	62% c	50%	42%	63% f	60%	60%	62%	61%	47%
Mean score		*	.1	*	.4 d	*	-.4	.3 g	*	.1 i	*	.2	.1	-.7
Standard deviation		.64	.61	.67	.69	.61	.66	.68	.62	.54	.69	.60	.62	.47
Standard error		.04	.05	.06	.10	.04	.15	.07	.05	.05	.06	.07	.05	.11

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

QES Q4 2017**Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	39	28	11	4	2	13	3	5	6	*	5	6	33
		7%	5%	18% a	22%	3%	11% di	4%	7%	4%	1%	12% di	12%	6%
Same	(0)	149	126	23	9	10	33	31	14	37	5	9	14	135
		26%	24%	38% a	45%	12%	28% d	40% dgij	22%	27% d	15%	22%	26%	26%
Down	(-1)	45	42	3	3	4	12	2	3	15	1	6	5	40
		8%	8%	5%	13%	4%	10%	3%	4%	11%	3%	13% dfg	9%	8%
My business does not export outside the UK		344	321	23	4	64	61	40	44	79	28	23	28	317
		60%	62%	39%	21%	80%	51%	53%	67%	58%	82%	53%	53%	60%
			b			efghj	e			efhj				
Mean score		*	-.1	.2 a	.1	-.1	*	*	.1	-.2	-.1	*	.1	*
Standard deviation		.60	.59	.59	.67	.63	.66	.39	.60	.59	.47	.75	.68	.59
Standard error		.04	.05	.06	.20	.13	.09	.08	.09	.09	.12	.12	.13	.04

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

QES Q4 2017**Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	39	17	22	14	23	2	15	24	13	26	14	24	*
		7%	6%	7%	26% de	5%	5%	17% g	5%	6%	7%	9%	6%	1%
Same	(0)	149	75	74	14	129	6	31	118	64	85	40	102	7
		26%	28%	24%	26%	26%	19%	36% g	24%	30%	23%	25%	27%	21%
Down	(-1)	45	16	28	2	36	7	4	40	10	34	11	23	10
		8%	6%	9%	3%	7%	22% cd	5%	8%	5%	10% h	7%	6%	31% jk
My business does not export outside the UK		344	163	181	24	302	18	37	308	128	216	95	233	16
		60%	60%	59%	45%	62% c	55%	42%	63% f	59%	60%	59%	61%	47%
Mean score		*	*	*	.4 d	-.1	-.4	.2 g	-.1	*	-.1	.1	*	-.6
Standard deviation		.60	.55	.64	.61	.56	.70	.59	.59	.52	.65	.63	.57	.54
Standard error		.04	.05	.06	.08	.04	.16	.06	.05	.05	.06	.07	.04	.13

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

QES Q4 2017**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	230	52	135	43	-	*
	100%	23%	59%	19%	-	
Business export orders	233	39	149	45	-	*
	100%	17%	64%	19%	-	

QES Q4 2017**Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All exporters

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
							Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support		Public administration and defence / education / health	Arts, entertainment, recreation and other services		
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication		Professional, scientific & technical			Manufacturing	Services
Significance Level: 95%			a	b	*c	*d	e	*f	g	h	*i	j	*k	l
Unweighted Total		257	149	108	11	24	52	26	42	46	15	41	28	229
Weighted Total		230	193	37	17	16	57	34	23	56	7	20	26	204
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52	38	14	4	3	18	6	7	10	*	5	6	46
		23%	20%	38% a	25%	18%	31%	17%	29%	18%	3%	24%	25%	22%
Same	(0)	135	115	19	10	10	27	26	14	32	5	10	14	120
		59%	60%	52%	59%	65%	46%	77%	63%	58%	76%	48%	56%	59%
Down	(-1)	43	39	4	3	3	13	2	2	13	1	6	5	38
		19%	20% b	10%	16%	17%	23%	6%	9%	24%	20%	28% g	19%	19%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	*	.3 a	.1	*	.1	.1	.2	-.1	-.2	*	.1	*
Standard deviation		.64	.64	.64	.65	.61	.74	.48	.59	.65	.50	.74	.67	.64
Standard error		.04	.05	.06	.20	.12	.10	.09	.09	.10	.13	.12	.13	.04

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

QES Q4 2017**Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Export sales**

Base: All exporters

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		257	136	121	52	185	20	92	165	119	138	75	164	18
Weighted Total		230	108	122	29	184	16	50	180	86	144	62	150	18
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52	24	28	14	36	1	21	31	19	33	17	35	-
		23%	22%	23%	48% d	20%	9%	42% g	17%	22%	23%	28%	23%	-
Same	(0)	135	67	67	12	115	7	23	112	60	75	38	91	5
		59%	62%	55%	40%	63% c	44%	46% f	62% i	70%	52%	62%	61%	30%
Down	(-1)	43	17	26	3	32	8	6	37	7	36	7	24	13
		19%	16%	22%	11%	17%	47%	13%	21% h	8%	25% h	11%	16%	70%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	.1	*	.4 d	*	-.4	.3 g	*	.1 i	*	.2	.1	-.7
Standard deviation		.64	.61	.67	.69	.61	.66	.68	.62	.54	.69	.60	.62	.47
Standard error		.04	.05	.06	.10	.04	.15	.07	.05	.05	.06	.07	.05	.11

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

QES Q4 2017**Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All exporters

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	*d	e	*f	g	h	*i	j	*k	l
Unweighted Total		259	150	109	11	24	53	27	41	47	15	41	27	232
Weighted Total		233	196	37	17	16	58	36	22	58	6	20	25	208
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	39	28	11	4	2	13	3	5	6	*	5	6	33
		17%	14%	30% a	27%	15%	22%	9%	22%	11%	4%	25%	26%	16%
Same	(0)	149	126	23	9	10	33	31	14	37	5	9	14	135
		64%	64%	62%	57%	62%	58%	85%	64%	64%	80%	47%	55%	65%
Down	(-1)	45	42	3	3	4	12	2	3	15	1	6	5	40
		19%	21% b	8%	16%	23%	20%	6%	13%	26%	17%	28%	18%	19%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	-.1	.2 a	.1	-.1	*	*	.1	-.2	-.1	*	.1	*
Standard deviation		.60	.59	.59	.67	.63	.66	.39	.60	.59	.47	.75	.68	.59
Standard error		.04	.05	.06	.20	.13	.09	.08	.09	.09	.12	.12	.13	.04

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

QES Q4 2017**Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:****Business export orders**

Base: All exporters

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		259	135	124	53	188	18	93	166	121	138	78	163	18
Weighted Total		233	107	125	30	188	15	50	182	87	145	65	150	18
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	39	17	22	14	23	2	15	24	13	26	14	24	*
		17%	15%	18%	48% d	12%	11%	30% g	13%	15%	18%	22%	16%	2%
Same	(0)	149	75	74	14	129	6	31	118	64	85	40	102	7
		64%	69%	59%	47%	69% c	41%	62%	65%	74% i	58%	61%	68%	40%
Down	(-1)	45	16	28	2	36	7	4	40	10	34	11	23	10
		19%	15%	23%	6%	19% c	48%	8%	22% f	12%	24% h	17%	16%	58%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	*	*	.4 d	-.1	-.4	.2 g	-.1	*	-.1	.1	*	-.6
Standard deviation		.60	.55	.64	.61	.56	.70	.59	.59	.52	.65	.63	.57	.54
Standard error		.04	.05	.06	.08	.04	.16	.06	.05	.05	.06	.07	.04	.13

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

QES Q4 2017**Q3. How do you expect your workforce size to change over the next three months?**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	54	40	15	4	6	11	6	7	9	7	5	9	45
	9%	8%	24%	18%	7%	10%	7%	10%	6%	21%	11%	18%	9%
			a							dh		l	
Stay the same	490	450	40	12	67	102	71	56	121	25	36	35	455
	85%	87%	67%	56%	84%	86%	92%	85%	88%	73%	84%	67%	87%
		b					i		i			k	
Fall	33	27	5	5	7	6	*	3	7	2	2	8	25
	6%	5%	9%	26%	9%	5%	*	4%	5%	6%	5%	15%	5%
					f							l	

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

QES Q4 2017**Q3. How do you expect your workforce size to change over the next three months?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	54	24	30	54	-	-	38	16	28	26	20	33	2
	9%	9%	10%	100%	-	-	44%	3%	13%	7%	12%	9%	5%
				de			g		i				
Stay the same	490	231	259	-	490	-	47	443	180	310	130	338	23
	85%	85%	85%	-	100%	-	55%	90%	84%	86%	81%	88%	67%
					ce			f				jl	
Fall	33	16	17	-	-	33	2	31	7	26	11	12	10
	6%	6%	5%	-	-	100%	2%	6%	3%	7%	7%	3%	28%
					cd			f					jk

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

QES Q4 2017**Q4. Have you tried to recruit in the past three months?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services			
Total	0-9	10+		Agriculture, forestry & fishing / production	Construction / property		Information & communication				Manufacturing	Services	
Significance Level: 95%	a	b		*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	87	57	30	4	9	21	10	12	10	14	6	12	75
	15%	11%	50%	21%	12%	17%	13%	19%	7%	42%	13%	23%	14%
		a				h		h		defghj			
No	490	460	30	17	71	99	67	53	127	20	37	40	450
	85%	89%	50%	79%	88%	83%	87%	81%	93%	58%	87%	77%	86%
		b			i	i	i	i	egi	i			

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

QES Q4 2017**Q4. Have you tried to recruit in the past three months?**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Yes

No

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

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
87	49	37	38	47	2	87	-	48	38	26	59	2
15%	18%	12%	70%	10%	5%	100%	-	22%	11%	16%	15%	7%
	b		de			g		i				
490	221	269	16	443	31	-	490	167	323	135	324	32
85%	82%	88%	30%	90%	95%	-	100%	78%	89%	84%	85%	93%
	a		c	c	c	f		h	h			

QES Q4 2017**Q5. Were the jobs...**

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

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	147	47	100	4	19	26	13	29	18	25	13	20	127
Weighted Total	87	57	30	4	9	21	10	12	10	14	6	12	75
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full-time	45	21	24	4	9	5	4	12	7	3	2	12	33
	52%	37%	80%	100%	95%	22%	41%	94%	68%	22%	26%	100%	44%
		a											
Part-time	42	32	10	1	1	15	4	2	4	11	4	2	40
	48%	56%	33%	29%	12%	73%	42%	15%	37%	76%	65%	19%	53%
		b											
Temporary	16	10	6	1	2	2	2	2	1	2	3	3	13
	18%	17%	20%	25%	22%	8%	23%	15%	15%	16%	53%	22%	18%
Permanent	14	7	7	4	2	*	2	2	2	1	1	5	9
	16%	13%	22%	87%	20%	1%	24%	17%	20%	4%	23%	42%	12%

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

QES Q4 2017

Q5. Were the jobs...

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

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	147	87	60	67	73	7	147	-	88	59	51	92	4
Weighted Total	87	49	37	38	47	2	87	-	48	38	26	59	2
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Full-time	45	27	18	21	23	2	45	-	27	17	16	29	1
	52%	54%	49%	54%	48%	100%	52%	-	57%	46%	61%	49%	29%
Part-time	42	24	18	14	27	1	42	-	23	19	12	29	1
	48%	48%	48%	36%	57%	71%	48%	-	48%	49%	49%	49%	29%
				c									
Temporary	16	6	9	9	6	1	16	-	8	8	5	9	2
	18%	13%	25%	24%	13%	35%	18%	-	16%	21%	18%	16%	71%
Permanent	14	9	5	7	7	1	14	-	6	8	7	7	1
	16%	19%	14%	18%	14%	44%	16%	-	13%	20%	26%	12%	21%
											k		

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

QES Q4 2017**Q6. Did you meet any difficulties in recruiting?**

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

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%	Total	0-9	10+										
		a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	147	47	100	4	19	26	13	29	18	25	13	20	127
Weighted Total	87	57	30	4	9	21	10	12	10	14	6	12	75
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	50	33	17	4	5	13	5	8	5	8	3	8	41
	57%	58%	56%	87%	58%	61%	53%	62%	46%	53%	44%	67%	55%
No	37	24	13	1	4	8	5	5	5	7	3	4	33
	43%	42%	44%	13%	42%	39%	47%	38%	54%	47%	56%	33%	45%

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

QES Q4 2017

Q6. Did you meet any difficulties in recruiting?

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

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	147	87	60	67	73	7	147	-	88	59	51	92	4
Weighted Total	87	49	37	38	47	2	87	-	48	38	26	59	2
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Yes	50	25	25	21	27	1	50	-	29	21	20	29	1
	57%	50%	66%	55%	58%	84%	57%	-	59%	55%	78% k	49%	34%
No	37	25	13	17	20	*	37	-	20	17	6	30	2
	43%	50%	34%	45%	42%	16%	43%	-	41%	45%	22%	51% j	66%

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

QES Q4 2017

Q7. In which category did you have difficulties?

Base: All who had difficulties in recruiting

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		*a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	82	27	55	2	10	14	9	16	11	15	5	10	72
Weighted Total	50	33	17	4	5	13	5	8	5	8	3	8	41
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Skilled manual/ technical	22	14	8	-	3	8	1	2	3	4	2	3	20
	45%	43%	49%	-	47%	66%	14%	27%	61%	52%	60%	31%	47%
Professional/ managerial	16	5	11	1	3	1	3	3	2	3	-	3	13
	32%	16%	65%	28%	49%	11%	62%	34%	50%	35%	-	40%	31%
Un/ semi-skilled	11	11	1	-	*	5	2	3	-	*	1	*	11
	23%	32%	5%	-	2%	39%	38%	37%	-	6%	40%	1%	27%
Clerical	9	7	2	4	*	-	*	3	-	2	-	4	5
	18%	20%	14%	100%	9%	-	2%	39%	-	22%	-	46%	13%

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

QES Q4 2017**Q7. In which category did you have difficulties?**

Base: All who had difficulties in recruiting

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	82	43	39	37	40	5	82	-	49	33	34	45	3
Weighted Total	50	25	25	21	27	1	50	-	29	21	20	29	1
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Skilled manual/ technical	22	10	13	9	12	1	22	-	10	12	5	16	1
	45%	39%	51%	44%	44%	58%	45%	-	36%	57%	28%	55%	100%
											j		
Professional/ managerial	16	6	10	7	7	1	16	-	12	4	8	7	1
	32%	23%	42%	35%	27%	100%	32%	-	43%	18%	40%	26%	85%
									i				
Un/ semi-skilled	11	6	5	5	7	*	11	-	8	3	4	7	-
	23%	26%	20%	22%	24%	8%	23%	-	29%	15%	22%	24%	-
Clerical	9	8	1	5	4	1	9	-	4	5	5	4	1
	18%	31%	5%	23%	13%	36%	18%	-	14%	23%	23%	13%	61%
		b											

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

QES Q4 2017**Q8_SUM. How have your investment plans changed over the past three months?****SUMMARY TABLE**

Base: All respondents

	Total	Increased	Same	Decreased	Mean
Training	577	54	477	46	*
	100%	9%	83%	8%	
Plant and equipment	577	44	485	48	*
	100%	8%	84%	8%	

QES Q4 2017**Q8_1. How have your investment plans changed over the past three months?****Plant and equipment**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased		(1)	44	32	12	4	5	9	10	3	6	3	7	37
			8%	6%	20%	17%	7%	8%	14%	5%	5%	10%	6%	7%
				a										
Same		(0)	485	439	46	15	67	95	62	58	121	31	36	446
			84%	85%	76%	70%	83%	80%	81%	89%	88%	90%	84%	85%
				b									k	
Decreased		(-1)	48	46	2	3	8	15	4	4	10	*	4	41
			8%	9%	4%	13%	10%	13%	5%	7%	7%	1%	10%	8%
				b			i	i					i	
Mean score		*	*	.2	*	*	*	.1	*	*	.1	*	*	*
				a										
Standard deviation		.40	.39	.47	.56	.41	.45	.43	.34	.34	.31	.40	.52	.39
Standard error		.02	.02	.04	.15	.05	.05	.06	.03	.03	.04	.04	.07	.02

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

QES Q4 2017**Q8_1. How have your investment plans changed over the past three months?****Plant and equipment**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased	(1)	44	17	27	18	25	1	18	27	17	27	21	22	1
		8%	6%	9%	33%	5%	3%	20%	5%	8%	8%	13%	6%	2%
					de			g				k		
Same	(0)	485	233	252	33	436	15	65	420	189	296	128	341	16
		84%	86%	82%	61%	89%	47%	75%	86%	88%	82%	80%	89%	48%
						ce			f			l	jl	
Decreased	(-1)	48	21	27	3	28	17	4	44	10	38	11	20	17
		8%	8%	9%	6%	6%	50%	5%	9%	5%	11%	7%	5%	50%
						cd					h			jk
Mean score		*	*	*	.3	*	-.5	.2	*	*	*	.1	*	-.5
					de	e		g				l	l	
Standard deviation		.40	.37	.42	.57	.33	.57	.48	.38	.35	.43	.45	.33	.54
Standard error		.02	.02	.02	.06	.02	.09	.04	.02	.02	.02	.03	.02	.10

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

QES Q4 2017**Q8_2. How have your investment plans changed over the past three months?****Training**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES			
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services	
Total		0-9	10+												
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l	
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524	
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased		(1)	54	40	13	5	5	7	8	5	10	3	9	45	
			9%	8%	22% a	22%	6%	6%	11%	8%	7%	30% defghj	7%	17% l	9%
Same		(0)	477	434	43	13	68	101	61	56	117	24	37	36	441
			83%	84% b	72%	65%	85% i	85% i	79%	85% i	85% i	69% i	86% i	69% k	84% k
Decreased		(-1)	46	43	4	3	7	11	8	5	10	*	3	7	39
			8%	8%	6%	13%	9%	9% i	10% i	7%	7%	1% defghj	7%	14%	7%
Mean score		*	*	.2 a	.1	*	*	*	*	*	*	.3 defghj	*	*	*
Standard deviation		.42	.40	.51	.60	.39	.39	.46	.39	.38	.48	.38	.56	.40	
Standard error		.02	.02	.04	.16	.04	.04	.07	.04	.04	.07	.04	.08	.02	

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

QES Q4 2017**Q8_2. How have your investment plans changed over the past three months?****Training**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall	
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l	
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32	
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased		(1)	54	26	28	22	30	2	28	26	24	30	21	32	1
		9%	9%	9%	41%	6%	5%	32%	5%	11%	8%	13%	8%	2%	
					de			g							
Same		(0)	477	226	251	30	432	14	55	422	182	295	126	335	17
		83%	83%	82%	56%	88%	44%	64%	86%	85%	82%	78%	87%	49%	
					ce			f				l	jl		
Decreased		(-1)	46	20	27	2	28	17	4	43	10	37	14	16	17
		8%	7%	9%	3%	6%	51%	4%	9%	5%	10%	9%	4%	50%	
					cd						h	k		jk	
Mean score		*	*	*	.4	*	-.5	.3	*	.1	*	*	*	*	-.5
					de	e		g		i		l	l		
Standard deviation		.42	.41	.42	.55	.34	.60	.54	.37	.39	.43	.46	.35	.54	
Standard error		.02	.02	.02	.06	.02	.10	.04	.02	.03	.02	.04	.02	.09	

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

QES Q4 2017**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	577	175	267	134	.1
	100%	30%	46%	23%	
Profitability	577	162	264	151	*
	100%	28%	46%	26%	

QES Q4 2017**Q9_1. Over the next twelve months what do you think will happen to your...****Turnover**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b		*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167		14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60		21	80	119	77	66	137	34	43	52	525
	100%	100%	100%		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	175	154	21	12	21	36	20	21	43	11	12	20	155
	30%	30%	35%		56%	26%	30%	26%	32%	32%	31%	28%	38%	30%
Stay the same	(0)	267	240	28	4	47	54	40	26	54	21	21	23	245
	46%	46%	46%		19%	58%	45%	52%	40%	40%	63%	49%	44%	47%
						gh					egh			
Decrease	(-1)	134	123	12	5	13	30	17	18	39	2	10	9	125
	23%	24%	19%		26%	16%	25%	23%	28%	29%	7%	22%	18%	24%
						i	i	i	i	di	i			
Mean score	.1	.1	.2		.3	.1	.1	*	*	*	.2	.1	.2	.1
Standard deviation	.73	.73	.72		.87	.64	.74	.70	.78	.78	.57	.72	.73	.73
Standard error	.03	.04	.06		.23	.07	.07	.10	.08	.08	.08	.08	.10	.03

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

QES Q4 2017**Q9_1. Over the next twelve months what do you think will happen to your...****Turnover**

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall	
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l	
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32	
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increase		(1)	175	79	96	41	132	2	47	128	61	114	64	110	1
			30%	29%	32%	76%	27%	6%	54%	26%	29%	31%	40%	29%	4%
					de	e		g				kl	l		
Stay the same		(0)	267	126	142	11	253	4	34	234	132	135	74	188	5
			46%	46%	46%	20%	52%	11%	39%	48%	61%	37%	46%	49%	15%
						ce					i		l		
Decrease		(-1)	134	66	68	2	105	27	6	128	22	112	23	84	28
			23%	24%	22%	4%	21%	83%	7%	26%	10%	31%	14%	22%	81%
						c	cd		f		h		j	jk	
Mean score			.1	*	.1	.7	.1	-.8	.5	*	.2	*	.3	.1	-.8
					de	e		g			i		kl	l	
Standard deviation			.73	.73	.73	.53	.69	.55	.63	.72	.60	.79	.69	.71	.52
Standard error			.03	.04	.04	.06	.03	.09	.05	.03	.04	.04	.05	.04	.09

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

QES Q4 2017**Q9_2. Over the next twelve months what do you think will happen to your...****Profitability**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES			
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services	
Total		0-9	10+												
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l	
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524	
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increase		(1)	162	143	18	10	18	32	19	17	42	11	12	21	141
			28%	28%	31%	50%	22%	27%	25%	26%	30%	32%	28%	40%	27%
													l		
Stay the same		(0)	264	234	30	4	47	48	35	30	59	21	21	21	243
			46%	45%	51%	20%	58% eh	40%	45%	46%	43%	61% eh	48%	41%	46%
Decrease		(-1)	151	140	11	6	16	39	23	19	36	2	10	10	141
			26%	27%	19%	31%	19%	33%	30%	28%	27%	7%	24%	19%	27%
			b			i	di	i	i	i		i			
Mean score		*	*	.1	.2	*	-.1	-.1	*	*	.3 defg	*	.2 l	*	
Standard deviation		.74	.74	.70	.90	.65	.77	.74	.74	.76	.57	.73	.75	.73	
Standard error		.03	.04	.05	.24	.07	.08	.11	.08	.07	.08	.08	.10	.03	

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

QES Q4 2017**Q9_2. Over the next twelve months what do you think will happen to your...****Profitability**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	162	74	88	42	119	*	45	117	51	110	56	104	1
		28%	27%	29%	78%	24%	1%	52%	24%	24%	30%	35%	27%	4%
					de	e		g				l	l	
Stay the same	(0)	264	126	138	10	249	5	35	229	131	133	72	187	6
		46%	46%	45%	19%	51%	15%	40%	47%	61%	37%	45%	49%	16%
						ce				i		l	l	
Decrease	(-1)	151	71	80	2	122	28	7	144	33	118	33	92	27
		26%	26%	26%	3%	25%	85%	8%	29%	15%	33%	20%	24%	79%
						c	cd		f		h			jk
Mean score		*	*	*	.8	*	-.8	.4	-.1	.1	*	.1	*	-.8
					de	e		g				l	l	
Standard deviation		.74	.73	.74	.50	.70	.39	.64	.73	.62	.80	.73	.72	.53
Standard error		.03	.04	.04	.05	.03	.06	.05	.04	.04	.04	.06	.04	.09

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

QES Q4 2017**Q10. Are you operating at...**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
						Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support		Public administration and defence / education / health	Arts, entertainment, recreation and other services		
Significance Level: 95%	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication		Professional, scientific & technical			Manufacturing	Services
		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full capacity	216	186	30	5	46	41	34	17	45	12	15	23	193
	37%	36%	50% a	26%	57% eghij	35%	44% g	26%	33%	35%	35%	44%	37%
Below full capacity	361	331	30	15	34	78	43	49	92	22	28	29	332
	63%	64% b	50%	74%	43%	65% d	56%	74% df	67% d	65% d	65% d	56%	63%

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

QES Q4 2017**Q10. Are you operating at...**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Full capacity

Below full capacity

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

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
577	287	290	84	456	37	147	430	235	342	166	379	32
577	271	306	54	490	33	87	490	216	361	160	383	34
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
216	110	105	28	180	7	48	167	216	-	72	139	4
37%	41%	34%	52%	37%	23%	56%	34%	100%	-	45%	36%	13%
			de			g		i		l	l	
361	161	201	26	310	26	38	323	-	361	88	243	30
63%	59%	66%	48%	63%	77%	44%	66%	-	100%	55%	64%	87%
			c	c		f		h				jk

QES Q4 2017**Q11. Over the next three months do you expect the price of your goods/ services to:**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	160	143	18	13	25	50	11	15	26	10	10	28	133
	28%	28%	30%	65%	31%	41%	15%	23%	19%	30%	23%	53%	25%
					f	fghj						l	
Stay the same	383	343	39	5	49	58	60	50	109	23	30	19	364
	66%	66%	65%	22%	61%	48%	78%	76%	80%	69%	70%	36%	69%
							de	de	de	e	e		k
Fall	34	31	3	3	7	12	6	1	2	1	3	6	28
	6%	6%	5%	13%	9%	10%	8%	2%	1%	1%	7%	11%	5%
					gh	gh	h				h		

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

QES Q4 2017**Q11. Over the next three months do you expect the price of your goods/ services to:**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	160	58	102	20	130	11	26	135	72	88	160	-	-
	28%	21%	33%	36%	26%	33%	29%	27%	33%	24%	100%	-	-
			a						i		kl		
Stay the same	383	196	186	33	338	12	59	324	139	243	-	383	-
	66%	73%	61%	60%	69%	38%	68%	66%	65%	67%	-	100%	-
		b		e	e							jl	
Fall	34	17	18	2	23	10	2	32	4	30	-	-	34
	6%	6%	6%	3%	5%	29%	3%	6%	2%	8%	-	-	100%
					cd					h			jk

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

QES Q4 2017**Q12. Is your business under any pressure to raise prices from any of the following?**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Raw material prices	132	113	19	13	23	55	7	8	12	8	7	32	100
	23%	22%	32%	63%	29%	46%	9%	13%	9%	22%	15%	61%	19%
		a			fg hj	dfghij				h		l	
Finance costs	106	85	20	2	17	33	13	9	18	10	4	7	99
	18%	17%	34%	9%	21%	28%	17%	14%	13%	28%	10%	13%	19%
		a				ghj				ghj			
Pay settlements	65	46	19	7	6	15	10	9	14	2	2	9	56
	11%	9%	31%	33%	7%	12%	13%	14%	11%	7%	4%	18%	11%
		a				j		j					
Other overheads	209	191	19	3	23	63	24	14	54	15	13	13	197
	36%	37%	31%	15%	29%	53%	31%	21%	40%	44%	30%	24%	37%
						dfgj			g	g			
None of the above	219	210	9	1	26	17	37	37	71	9	20	7	213
	38%	41%	15%	5%	33%	14%	48%	57%	52%	28%	47%	13%	41%
		b			e		ei	dei	dei	e	ei		k

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

QES Q4 2017**Q12. Is your business under any pressure to raise prices from any of the following?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Raw material prices	132	59	74	20	104	8	34	99	42	90	69	54	9
	23%	22%	24%	38%	21%	23%	39%	20%	20%	25%	43%	14%	27%
				d			g				k		
Finance costs	106	48	58	14	84	7	27	79	42	64	45	49	11
	18%	18%	19%	26%	17%	22%	31%	16%	19%	18%	28%	13%	33%
							g				k		k
Pay settlements	65	27	38	11	44	10	21	44	31	35	15	43	7
	11%	10%	12%	21%	9%	30%	24%	9%	14%	10%	10%	11%	21%
				d		d	g						
Other overheads	209	94	115	20	175	14	31	178	69	141	83	112	14
	36%	35%	37%	36%	36%	43%	36%	36%	32%	39%	52%	29%	41%
											k		
None of the above	219	102	118	10	204	5	15	204	83	137	24	189	6
	38%	38%	38%	18%	42%	16%	17%	42%	38%	38%	15%	49%	17%
					ce			f				jl	

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

QES Q4 2017**Q13_SUM. Please indicate the extent to which the following have varied in the past 3 months.****SUMMARY TABLE**

Base: All respondents

	Total	Increased significantly	Increased slightly	Stayed the same	Decreased slightly	Decreased significantly	Net: Increased	Net: Decreased	Mean
Cost of fuel	577 100%	33 6%	205 36%	324 56%	12 2%	3 *	238 41%	15 3%	.4
Cost of my business's energy	577 100%	28 5%	165 29%	364 63%	16 3%	3 1%	193 34%	19 3%	.3
Cost of raw materials (sourced domestically)	577 100%	33 6%	144 25%	391 68%	6 1%	3 1%	177 31%	9 2%	.3
Cost of raw materials (sourced internationally)	577 100%	44 8%	103 18%	418 72%	8 1%	5 1%	147 25%	12 2%	.3
Pressure from employees to increase wages	577 100%	28 5%	91 16%	443 77%	12 2%	3 1%	119 21%	15 3%	.2
Cost of borrowing	577 100%	18 3%	82 14%	461 80%	9 2%	6 1%	101 17%	15 3%	.2

QES Q4 2017**Q13_1. Please indicate the extent to which the following have varied in the past 3 months.****Pressure from employees to increase wages**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	28	23	6	*	7	5	7	3	2	2	2	7	21
		5%	4%	9% a	2%	9% h	4%	9% h	4%	2%	6%	4%	14% l	4%
Increased slightly	(1)	91	70	21	3	10	19	15	11	22	6	4	7	84
		16%	14%	35% a	16%	13%	16%	20%	17%	16%	18%	9%	14%	16%
Stayed the same	(0)	443	413	30	13	60	92	55	51	112	25	36	31	412
		77%	80% b	50%	64%	75%	77%	71%	77%	82%	72%	84%	60%	78% k
Decreased slightly	(-1)	12	8	3	4	2	4	-	-	1	1	-	5	6
		2%	2%	6% a	18%	2%	3%	-	-	1%	4%	-	10% l	1%
Decreased significantly	(-2)	3	3	-	-	1	-	-	1	-	-	1	1	2
		1%	1%	-	-	2%	-	-	1%	-	-	2%	2%	*
NETS														
Net: Increased		119	93	26	4	17	24	22	14	24	8	6	14	105
		21%	18%	44% a	18%	22%	20%	29% j	21%	17%	24%	14%	27%	20%
Net: Decreased		15	11	3	4	3	4	-	1	1	1	1	7	8
		3%	2%	6% a	18%	4%	3%	-	1%	1%	4%	2%	13% l	2%

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

QES Q4 2017**Q13_1. Please indicate the extent to which the following have varied in the past 3 months.****Pressure from employees to increase wages**

Base: All respondents

Significance Level: 95%

Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.2	.2	.5	*	.3	.2	.4	.2	.2	.3	.1	.3	.2
		a					hj						
Standard deviation	.59	.56	.75	.66	.72	.57	.64	.60	.44	.64	.59	.91	.55
Standard error	.02	.03	.06	.18	.08	.06	.09	.06	.04	.09	.06	.13	.02

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

QES Q4 2017**Q13_1. Please indicate the extent to which the following have varied in the past 3 months.****Pressure from employees to increase wages**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	28	5	23	7	19	2	9	19	12	17	16	7	5
		5%	2%	8%	13%	4%	6%	10%	4%	5%	5%	10%	2%	16%
			a		d			g				k		k
Increased slightly	(1)	91	51	40	20	62	8	31	60	42	49	32	54	5
		16%	19%	13%	37%	13%	25%	36%	12%	19%	14%	20%	14%	15%
					d		d	g						
Stayed the same	(0)	443	211	232	25	401	17	44	399	160	283	111	314	18
		77%	78%	76%	47%	82%	51%	51%	81%	74%	78%	70%	82%	53%
						ce			f				jl	
Decreased slightly	(-1)	12	3	9	2	6	4	2	9	1	10	-	7	5
		2%	1%	3%	3%	1%	13%	3%	2%	1%	3%	-	2%	14%
							cd				h			jk
Decreased significantly	(-2)	3	1	2	-	2	1	-	3	1	2	1	1	1
		1%	*	1%	-	*	4%	-	1%	1%	1%	1%	*	3%
						d								k
NETS														
Net: Increased		119	57	63	27	82	10	40	79	53	66	48	61	10
		21%	21%	20%	50%	17%	31%	46%	16%	25%	18%	30%	16%	30%
					d		d	g				k		k
Net: Decreased		15	4	11	2	7	6	2	12	2	12	1	8	6
		3%	1%	4%	3%	1%	18%	3%	3%	1%	3%	1%	2%	17%
							cd							jk
Mean score		.2	.2	.2	.6	.2	.1	.5	.2	.3	.2	.4	.2	.3
					de			g				k		
Standard deviation		.59	.50	.66	.76	.53	.89	.72	.54	.60	.58	.69	.47	1.00
Standard error		.02	.03	.04	.08	.02	.15	.06	.03	.04	.03	.05	.02	.18

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

QES Q4 2017**Q13_2. Please indicate the extent to which the following have varied in the past 3 months.****Cost of borrowing**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	18	14	5	*	6	5	*	1	4	1	1	4	15
		3%	3%	8% a	2%	8% j	4%	1%	2%	3%	3%	1%	7%	3%
Increased slightly	(1)	82	70	12	5	17	19	4	8	21	4	4	9	73
		14%	14%	20% a	25%	21% fj	16%	6%	12%	15%	12%	9%	17%	14%
Stayed the same	(0)	461	420	41	12	55	91	72	55	109	28	37	35	427
		80%	81% b	68%	59%	69%	77%	94% deh	84% d	80%	84%	86% d	66%	81% k
Decreased slightly	(-1)	9	7	2	*	1	4	-	-	3	*	1	1	8
		2%	1%	4%	2%	1%	3%	-	-	2%	1%	1%	3%	1%
Decreased significantly	(-2)	6	6	*	3	1	-	-	1	-	*	1	4	2
		1%	1%	*	13%	2%	-	-	1%	-	*	2%	8% l	*
NETS														
Net: Increased		101	84	17	6	23	24	5	9	25	5	4	12	88
		17%	16%	28% a	26%	28% fgj	20% f	6%	14%	18%	15%	10%	24%	17%
Net: Decreased		15	13	2	3	2	4	-	1	3	*	2	5	10
		3%	2%	4%	15%	3%	3%	-	1%	2%	1%	4%	10% l	2%

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

QES Q4 2017**Q13_2. Please indicate the extent to which the following have varied in the past 3 months.****Cost of borrowing**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Mean score

Standard deviation

Standard error

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

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support		Public administration and defence / education / health	Arts, entertainment, recreation and other services		
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication		Professional, scientific & technical			Manufacturing	Services
	a	b	*c	d	e	f	g	h	i	j	k	l
577	410	167	14	83	99	50	93	102	49	87	53	524
577	517	60	21	80	119	77	66	137	34	43	52	525
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
.2	.2	.3	*	.3	.2	.1	.1	.2	.2	.1	.1	.2
	a			fj	j							
.55	.53	.67	.94	.70	.56	.28	.50	.50	.49	.50	.87	.50
.02	.03	.05	.25	.08	.06	.04	.05	.05	.07	.05	.12	.02

QES Q4 2017**Q13_2. Please indicate the extent to which the following have varied in the past 3 months.****Cost of borrowing**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	18	10	8	5	9	4	5	13	5	13	6	8	5
		3%	4%	3%	9%	2%	12%	6%	3%	2%	4%	3%	2%	15%
					d		d	g						jk
Increased slightly	(1)	82	39	43	14	63	5	19	63	30	52	31	45	6
		14%	14%	14%	26%	13%	16%	22%	13%	14%	14%	19%	12%	18%
					d			g				k		
Stayed the same	(0)	461	217	245	34	409	18	60	402	173	288	119	324	18
		80%	80%	80%	63%	83%	56%	69%	82%	80%	80%	74%	85%	54%
						ce		f				l	jl	
Decreased slightly	(-1)	9	4	5	1	7	1	2	7	6	3	4	5	*
		2%	2%	2%	2%	1%	3%	3%	1%	3%	1%	2%	1%	1%
Decreased significantly	(-2)	6	1	5	-	2	4	-	6	1	5	1	1	4
		1%	*	2%	-	*	13%	-	1%	1%	1%	1%	*	11%
						cd								jk
NETS														
Net: Increased		101	49	52	19	72	9	25	76	35	65	37	52	11
		17%	18%	17%	35%	15%	29%	28%	15%	16%	18%	23%	14%	34%
					d		d	g				k		k
Net: Decreased		15	5	10	1	9	5	2	13	7	8	5	6	4
		3%	2%	3%	2%	2%	15%	3%	3%	3%	2%	3%	2%	12%
						cd								jk
Mean score		.2	.2	.1	.4	.1	.1	.3	.1	.1	.2	.2	.1	.3
					d			g				k		
Standard deviation		.55	.53	.56	.69	.46	1.10	.63	.53	.52	.57	.58	.45	1.10
Standard error		.02	.03	.03	.07	.02	.18	.05	.03	.03	.03	.04	.02	.19

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

QES Q4 2017**Q13_3. Please indicate the extent to which the following have varied in the past 3 months.****Cost of my business's energy**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	28	23	6	-	7	9	5	1	3	2	2	4	24
		5%	4%	10% a	-	9% gh	8% g	6%	1%	2%	7% g	6%	8%	5%
Increased slightly	(1)	165	143	22	5	20	41	23	21	38	8	9	13	152
		29%	28%	36% a	22%	25%	34%	30%	32%	28%	23%	22%	26%	29%
Stayed the same	(0)	364	335	30	13	50	65	49	43	94	22	28	28	336
		63%	65% b	50%	65%	62%	55%	64%	65%	69% e	63%	64%	54%	64%
Decreased slightly	(-1)	16	13	3	3	2	4	*	*	2	2	3	5	11
		3%	3%	4%	13%	3%	3%	*	1%	1%	7% g	6% g	10% l	2%
Decreased significantly	(-2)	3	3	-	-	1	-	-	1	-	-	1	1	2
		1%	1%	-	-	2%	-	-	1%	-	-	2%	2%	*
NETS														
Net: Increased		193	166	28	5	27	50	28	21	41	10	12	17	176
		34%	32%	46% a	22%	33%	42% j	36%	32%	30%	30%	27%	33%	34%
Net: Decreased		19	17	3	3	4	4	*	1	2	2	4	6	13
		3%	3%	4%	13%	5%	3%	*	2%	1%	7% fh	8% l	12% l	2%

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

QES Q4 2017**Q13_3. Please indicate the extent to which the following have varied in the past 3 months.****Cost of my business's energy**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Mean score

Standard deviation

Standard error

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

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support		Public administration and defence / education / health	Arts, entertainment, recreation and other services		
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication		Professional, scientific & technical			Manufacturing	Services
	a	b	*c	d	e	f	g	h	i	j	k	l
577	410	167	14	83	99	50	93	102	49	87	53	524
577	517	60	21	80	119	77	66	137	34	43	52	525
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
.3	.3	.5	.1	.4	.5	.4	.3	.3	.3	.2	.3	.4
		a			j							
.64	.63	.73	.60	.75	.68	.61	.57	.53	.70	.75	.84	.62
.03	.03	.06	.16	.08	.07	.09	.06	.05	.10	.08	.12	.03

QES Q4 2017**Q13_3. Please indicate the extent to which the following have varied in the past 3 months.****Cost of my business's energy**

Base: All respondents

		LOCATION			EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	28	9	19	8	14	6	9	19	9	19	14	10	5
		5%	3%	6%	15% d	3%	18% d	11% g	4%	4%	5%	9% k	3%	14% k
Increased slightly	(1)	165	85	80	12	144	9	23	142	71	94	67	88	10
		29%	31%	26%	22%	29%	28%	26%	29%	33%	26%	42% k	23%	29%
Stayed the same	(0)	364	167	198	30	322	13	49	315	127	238	75	276	13
		63%	62%	65%	56%	66% e	39%	57%	64%	59%	66%	47%	72% jl	40%
Decreased slightly	(-1)	16	9	7	4	8	4	5	11	7	9	3	8	5
		3%	3%	2%	8% d	2%	11% d	6% g	2%	3%	2%	2%	2%	14% jk
Decreased significantly	(-2)	3	1	2	-	2	1	-	3	1	2	1	1	1
		1%	*	1%	-	*	4% d	-	1%	1%	1%	1%	*	3% k
NETS														
Net: Increased		193	94	99	20	159	15	32	161	80	113	82	97	15
		34%	35%	32%	37%	32%	46%	37%	33%	37%	31%	51% k	25%	43% k
Net: Decreased		19	10	9	4	10	5	5	14	8	11	4	10	6
		3%	4%	3%	8% d	2%	15% d	6%	3%	4%	3%	2%	3%	17% jk
Mean score		.3	.3	.3	.4	.3	.4	.4	.3	.4	.3	.6 k	.3	.4
Standard deviation		.64	.62	.67	.85	.58	1.06	.77	.62	.65	.64	.70	.55	1.00
Standard error		.03	.04	.04	.09	.03	.17	.06	.03	.04	.03	.05	.03	.18

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

QES Q4 2017**Q13_4. Please indicate the extent to which the following have varied in the past 3 months.****Cost of fuel**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		Total	0-9	10+										
		a	b		*c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	33 6%	28 5%	5 9%	- -	7 9%	9 8%	2 3%	1 2%	7 5%	3 10%	2 6%	4 8%	28 5%
Increased slightly	(1)	205 36%	184 36%	21 35%	7 34%	39 48% fghj	50 42% gj	22 29%	15 23%	45 33%	16 48% gj	10 24%	25 48%	180 34%
Stayed the same	(0)	324 56%	293 57%	32 53%	11 53%	34 42%	60 50%	50 66% di	47 72% dei	81 60% di	13 37%	28 66% dei	19 37%	305 58% k
Decreased slightly	(-1)	12 2%	10 2%	2 3%	3 13%	1 1%	1 1%	2 2%	1 1%	3 2%	2 5%	1 1%	4 7% l	9 2%
Decreased significantly	(-2)	3 *	3 *	* *	- -	- -	- -	- -	1 1%	- -	* 1%	2 4%	- -	3 1%
NETS														
Net: Increased		238 41%	212 41%	26 43%	7 34%	46 57% fghj	59 49% fgj	24 32%	17 25%	52 38%	20 58% fghj	13 29%	29 56% l	208 40%
Net: Decreased		15 3%	13 2%	2 4%	3 13%	1 1%	1 1%	2 2%	2 3%	3 2%	2 5%	2 5%	4 7% l	11 2%
Mean score		.4	.4	.5	.2	.6 fghj	.6 fgj	.3	.2	.4 g	.6 fgj	.3	.6	.4

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

QES Q4 2017**Q13_4. Please indicate the extent to which the following have varied in the past 3 months.****Cost of fuel**

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Standard deviation

Standard error

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

Total	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
	a	b	*c	d	e	f	g	h	i	j	k	l
577	410	167	14	83	99	50	93	102	49	87	53	524
577	517	60	21	80	119	77	66	137	34	43	52	525
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
.66	.65	.72	.67	.66	.64	.57	.59	.63	.75	.75	.75	.65
.03	.03	.06	.18	.07	.06	.08	.06	.06	.11	.08	.10	.03

QES Q4 2017**Q13_4. Please indicate the extent to which the following have varied in the past 3 months.****Cost of fuel**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	33	7	26	7	19	6	10	22	9	24	21	7	5
		6%	2%	8%	14%	4%	17%	12%	5%	4%	7%	13%	2%	14%
			a		d		d	g				k		k
Increased slightly	(1)	205	99	106	19	177	9	32	173	80	125	73	120	12
		36%	37%	34%	35%	36%	27%	36%	35%	37%	35%	45%	31%	36%
												k		
Stayed the same	(0)	324	159	166	26	285	13	40	285	124	200	65	247	12
		56%	59%	54%	49%	58%	38%	46%	58%	58%	55%	41%	64%	36%
						e		f					jl	
Decreased slightly	(-1)	12	5	8	1	7	4	5	8	3	10	-	9	4
		2%	2%	3%	2%	1%	13%	5%	2%	1%	3%	-	2%	11%
							cd	g						jk
Decreased significantly	(-2)	3	1	1	1	1	1	1	2	-	3	1	1	1
		*	1%	*	1%	*	4%	1%	*	-	1%	1%	*	3%
						d								k
NETS														
Net: Increased		238	106	131	26	197	15	42	196	89	149	94	127	17
		41%	39%	43%	48%	40%	45%	48%	40%	41%	41%	59%	33%	50%
												k		
Net: Decreased		15	6	9	2	8	6	5	10	3	12	1	9	5
		3%	2%	3%	3%	2%	17%	6%	2%	1%	3%	1%	2%	14%
							cd	g						jk
Mean score		.4	.4	.5	.6	.4	.4	.5	.4	.4	.4	.7	.3	.5
					d							k		
Standard deviation		.66	.60	.70	.79	.60	1.07	.81	.63	.59	.69	.71	.56	.97
Standard error		.03	.04	.04	.09	.03	.18	.07	.03	.04	.04	.06	.03	.17

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

QES Q4 2017**Q13_5. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced domestically)**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	33	31	2	3	7	15	1	2	3	1	1	8	25
		6%	6%	4%	13%	9%	12%	1%	3%	2%	3%	2%	15%	5%
							fghj						l	
Increased slightly	(1)	144	123	21	11	25	54	10	9	21	7	7	25	119
		25%	24%	35%	55%	31%	45%	13%	14%	15%	20%	17%	49%	23%
				a		fghj	fghij						l	
Stayed the same	(0)	391	358	33	4	47	49	66	53	112	25	34	15	376
		68%	69%	55%	20%	59%	41%	86%	81%	82%	74%	79%	29%	72%
			b			e		de	de	de	e	de	k	
Decreased slightly	(-1)	6	3	3	3	1	2	-	-	*	-	-	4	2
		1%	1%	5%	13%	1%	2%	-	-	*	-	-	7%	*
				a									l	
Decreased significantly	(-2)	3	3	-	-	-	-	-	1	-	1	1	-	3
		1%	1%	-	-	-	-	-	1%	-	3%	2%	-	1%
NETS														
Net: Increased		177	153	24	14	32	68	11	12	24	8	8	33	144
		31%	30%	40%	68%	40%	57%	14%	18%	18%	23%	19%	64%	27%
				a		fghj	dfghij						l	
Net: Decreased		9	6	3	3	1	2	-	1	*	1	1	4	5
		2%	1%	5%	13%	1%	2%	-	1%	*	3%	2%	7%	1%
				a									l	

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

QES Q4 2017**Q13_5. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced domestically)**

Base: All respondents

Significance Level: 95%

Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.3	.3	.4	.7	.5	.7	.2	.2	.2	.2	.2	.7	.3
					fghij	dfghij						l	
Standard deviation	.63	.62	.65	.88	.67	.71	.40	.55	.46	.65	.58	.81	.59
Standard error	.03	.03	.05	.23	.07	.07	.06	.06	.05	.09	.06	.11	.03

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

QES Q4 2017**Q13_5. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced domestically)**

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	33	19	14	9	18	6	11	22	9	24	19	9	5
		6%	7%	5%	17% d	4%	19% d	13% g	4%	4%	7%	12% k	2%	14% k
Increased slightly	(1)	144	55	89	10	130	4	24	120	51	93	75	56	14
		25%	20%	29% a	19%	26%	13%	28%	24%	24%	26%	47% k	15%	40% k
Stayed the same	(0)	391	193	198	33	341	17	48	343	153	238	65	314	12
		68%	71%	65%	61%	70% e	52%	56%	70% f	71%	66%	41%	82% jl	34%
Decreased slightly	(-1)	6	2	4	1	1	4	2	4	2	4	*	2	3
		1%	1%	1%	2%	* cd	11% cd	2%	1%	1%	1%	*	1%	9% jk
Decreased significantly	(-2)	3	2	1	1	1	1	1	2	-	3	1	1	1
		1%	1%	*	2% d	* d	4% d	1%	* d	-	1%	1%	*	3% k
NETS														
Net: Increased		177	74	103	19	147	11	35	142	61	116	94	65	18
		31%	27%	34%	36%	30%	32%	41% g	29%	28%	32%	59% k	17%	54% k
Net: Decreased		9	4	5	2	2	5	3	6	2	7	1	3	4
		2%	1%	2%	4% d	* cd	15% cd	4% g	1%	1%	2%	1%	1%	12% jk
Mean score		.3	.3	.4	.5	.3	.3	.5 g	.3	.3	.4	.7 k	.2	.5 k
Standard deviation		.63	.64	.61	.86	.55	1.06	.80	.59	.57	.66	.70	.48	.96
Standard error		.03	.04	.04	.09	.03	.17	.07	.03	.04	.04	.05	.02	.17

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

QES Q4 2017**Q13_6. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced internationally)**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l	
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524	
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	44	39	5	8	3	15	4	2	8	1	2	11	33
		8%	8%	8%	40%	4%	12%	5%	3%	6%	4%	5%	22%	6%
Increased slightly	(1)	103	86	17	6	16	42	4	6	19	7	3	14	89
		18%	17%	28% a	29%	19% fgj	35% dfghj	5%	8%	14%	21% fgj	7%	27%	17%
Stayed the same	(0)	418	382	36	4	59	60	67	57	109	24	37	22	396
		72%	74% b	60%	18%	74% e	51%	87% e	87% dei	80% e	72% e	85% e	42% k	75% k
Decreased slightly	(-1)	8	6	2	3	1	2	2	-	-	-	-	4	4
		1%	1%	3%	13%	1%	2%	2%	-	-	-	-	7% l	1%
Decreased significantly	(-2)	5	4	*	-	1	-	-	1	-	1	1	1	3
		1%	1%	1%	-	2%	-	-	1%	-	3%	3%	2%	1%
NETS														
Net: Increased	147	125	22	14	19	57	8	8	27	9	5	25	121	
		24%	37% a	69%	24% gj	48% dfghij	10%	12%	20%	25% gj	11%	49% l	23%	
Net: Decreased	12	10	2	3	2	2	2	1	-	1	1	5	8	
		2%	2%	3%	13%	3%	2%	2%	1%	-	3%	3%	9% l	1%

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

QES Q4 2017**Q13_6. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced internationally)**

Base: All respondents

Significance Level: 95%

Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.3	.3	.4	1.0	.2	.6	.1	.1	.3	.2	.1	.6	.3
			a			dfghij						l	
Standard deviation	.66	.66	.71	1.07	.62	.73	.52	.51	.56	.67	.62	.99	.62
Standard error	.03	.03	.06	.29	.07	.07	.07	.05	.06	.10	.07	.14	.03

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

QES Q4 2017**Q13_6. Please indicate the extent to which the following have varied in the past 3 months.****Cost of raw materials (sourced internationally)**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	44	20	24	9	28	7	11	33	7	37	28	10	6
		8%	7%	8%	17%	6%	21%	13%	7%	3%	10%	18%	3%	17%
					d		d	g			h	k		k
Increased slightly	(1)	103	43	60	9	91	3	21	81	33	70	47	49	7
		18%	16%	20%	17%	18%	9%	24%	17%	15%	19%	29%	13%	20%
								g				k		
Stayed the same	(0)	418	202	216	34	366	18	53	365	174	243	84	319	15
		72%	75%	70%	64%	75%	54%	61%	74%	81%	67%	52%	83%	44%
						ce		f		i			jl	
Decreased slightly	(-1)	8	3	4	-	4	4	1	7	1	7	-	3	5
		1%	1%	1%	-	1%	11%	1%	1%	*	2%	-	1%	15%
							cd							jk
Decreased significantly	(-2)	5	2	2	1	2	1	1	4	1	3	1	3	1
		1%	1%	1%	3%	*	4%	1%	1%	1%	1%	1%	1%	3%
					d		d							
NETS														
Net: Increased		147	63	84	18	119	10	32	114	39	108	75	59	13
		25%	23%	27%	34%	24%	30%	37%	23%	18%	30%	47%	15%	38%
								g			h	k		k
Net: Decreased		12	6	7	1	6	5	2	11	2	11	1	5	6
		2%	2%	2%	3%	1%	15%	2%	2%	1%	3%	1%	1%	18%
							cd							jk
Mean score		.3	.3	.3	.5	.3	.3	.5	.3	.2	.4	.6	.2	.3
					d			g			h	k		
Standard deviation		.66	.65	.67	.87	.60	1.08	.78	.64	.51	.73	.79	.49	1.04
Standard error		.03	.04	.04	.09	.03	.18	.06	.03	.03	.04	.06	.03	.18

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

QES Q4 2017**Q14. Which of the following are more of a concern to your business than they were three months ago?**

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Inflation	217	196	21	5	27	51	26	23	58	10	17	16	201
	38%	38%	35%	23%	34%	42%	34%	34%	43%	29%	39%	31%	38%
Exchange rates	179	157	21	13	11	48	25	14	47	7	14	20	158
	31%	30%	35%	64%	13%	40%	32%	21%	35%	21%	33%	39%	30%
						dgi	d		dg		d		
Interest rates	157	134	22	3	33	33	19	18	30	11	8	13	144
	27%	26%	37%	16%	41%	28%	25%	28%	22%	32%	20%	24%	27%
			a		hj								
Competition	148	128	20	4	17	32	25	14	27	14	14	13	134
	26%	25%	33%	21%	21%	27%	33%	21%	20%	40%	33%	25%	26%
			a							dgh	h		
Corporate Taxation	113	101	11	2	18	21	17	11	34	4	7	8	105
	20%	20%	19%	8%	22%	18%	22%	16%	25%	12%	16%	15%	20%
Business rates	99	77	22	6	12	35	6	7	21	7	5	12	87
	17%	15%	37%	27%	15%	30%	8%	11%	15%	19%	11%	23%	17%
			a			dfghj							
None of the above	81	78	3	-	9	10	17	13	22	2	7	4	77
	14%	15%	5%	-	12%	8%	23%	20%	16%	6%	16%	7%	15%
		b					ei	ei					

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

QES Q4 2017**Q14. Which of the following are more of a concern to your business than they were three months ago?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Inflation	217	105	112	24	180	13	34	183	83	134	75	124	18
	38%	39%	37%	44%	37%	40%	39%	37%	39%	37%	47% k	32%	53% k
Exchange rates	179	86	92	17	145	16	30	149	45	133	60	110	8
	31%	32%	30%	32%	30%	49% d	34%	30%	21%	37% h	38% k	29%	24%
Interest rates	157	72	85	14	134	9	28	129	57	99	43	100	14
	27%	27%	28%	26%	27%	27%	32%	26%	27%	27%	27%	26%	40%
Competition	148	71	77	20	119	9	31	117	44	103	37	94	16
	26%	26%	25%	37% d	24%	26%	35% g	24%	21%	29% h	23%	25%	48% jk
Corporate Taxation	113	63	50	9	96	8	23	90	46	66	32	71	9
	20%	23% b	16%	17%	20%	23%	26% g	18%	21%	18%	20%	19%	27%
Business rates	99	49	50	11	79	9	21	77	41	58	31	61	7
	17%	18%	16%	20%	16%	26% g	24% g	16%	19%	16%	20%	16%	20%
None of the above	81	31	50	1	76	4	1	80	35	46	6	70	4
	14%	11%	16%	3% c	15% c	12%	1% f	16% f	16%	13%	4% j	18% j	12%

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

QES Q4 2017**Q15_SUM. What do you expect to happen to the following economic indicators over the next twelve months?****SUMMARY TABLE**

Base: All respondents

	Total	Improve	Stay the same	Worsen	Mean
Economic prospects for your company	577	109	312	156	-.1
	100%	19%	54%	27%	
UK economic growth	577	98	208	271	-.3
	100%	17%	36%	47%	
Economic prospects for London	577	95	235	246	-.3
	100%	17%	41%	43%	

QES Q4 2017**Q15_1. What do you expect to happen to the following economic indicators over the next twelve months?****UK economic growth**

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	98	84	14	4	14	19	13	17	20	6	5	15	83
		17%	16%	23% a	20%	18%	16%	17%	26% hj	15%	17%	10%	29% l	16%
Stay the same	(0)	208	186	23	9	28	58	29	18	40	15	11	17	191
		36%	36%	38%	43%	35%	48% ghj	38%	27%	29%	45% ghj	26%	33%	36%
Worsen	(-1)	271	248	23	8	38	43	35	31	77	13	28	20	251
		47%	48%	39%	37%	47%	36%	46%	47%	56% ei	38%	64% defgi	39%	48%
Mean score		-.3	-.3	-.2 a	-.2 j	-.3 j	-.2 hj	-.3 j	-.2 j	-.4 j	-.2 j	-.5 defgi	-.1 l	-.3
Standard deviation		.74	.74	.78	.75	.75	.69	.74	.84	.74	.72	.68	.82	.73
Standard error		.03	.04	.06	.20	.08	.07	.10	.09	.07	.10	.07	.11	.03

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

QES Q4 2017**Q15_1. What do you expect to happen to the following economic indicators over the next twelve months?****UK economic growth**

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	98	30	68	15	82	1	17	81	48	49	34	63	1
		17%	11%	22%	28%	17%	2%	20%	16%	22%	14%	21%	16%	4%
				a	de	e				i		l		
Stay the same	(0)	208	92	116	22	179	7	43	165	89	119	56	149	3
		36%	34%	38%	41%	36%	21%	50%	34%	41%	33%	35%	39%	8%
					e			g		i		l	l	
Worsen	(-1)	271	149	122	17	229	25	27	244	79	193	71	171	30
		47%	55%	40%	31%	47%	77%	31%	50%	36%	53%	44%	45%	88%
			b			c	cd		f		h			jk
Mean score		-.3	-.4	-.2	*	-.3	-.8	-.1	-.3	-.1	-.4	-.2	-.3	-.8
				a	de	e		g		i		l	l	
Standard deviation		.74	.68	.77	.77	.74	.47	.71	.74	.76	.72	.77	.73	.46
Standard error		.03	.04	.05	.08	.03	.08	.06	.04	.05	.04	.06	.04	.08

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

QES Q4 2017**Q15_5. What do you expect to happen to the following economic indicators over the next twelve months?****Economic prospects for London**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	95	79	16	2	13	21	11	19	20	7	3	11	84
		17%	15%	27%	8%	17%	17%	14%	28%	15%	21%	7%	21%	16%
			a		j	j		hj		j				
Stay the same	(0)	235	209	26	9	36	56	30	22	50	16	17	21	214
		41%	40%	43%	43%	45%	47%	39%	33%	37%	46%	39%	40%	41%
						g								
Worsen	(-1)	246	229	18	10	30	43	36	26	66	11	24	20	227
		43%	44%	30%	49%	38%	36%	47%	39%	49%	33%	55%	38%	43%
			b								degi			
Mean score		-.3	-.3	*	-.4	-.2	-.2	-.3	-.1	-.3	-.1	-.5	-.2	-.3
			a		j	j		hj		j				
Standard deviation		.72	.72	.76	.65	.71	.71	.72	.82	.72	.74	.63	.76	.72
Standard error		.03	.04	.06	.17	.08	.07	.10	.08	.07	.11	.07	.10	.03

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

QES Q4 2017**Q15_5. What do you expect to happen to the following economic indicators over the next twelve months?****Economic prospects for London**

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	95	34	62	20	75	1	20	75	46	50	33	61	1
		17%	12%	20%	36%	15%	3%	23%	15%	21%	14%	20%	16%	4%
				a	de	e		g		i		l		
Stay the same	(0)	235	112	123	19	210	6	46	189	101	134	68	163	4
		41%	41%	40%	35%	43%	17%	53%	39%	47%	37%	42%	43%	12%
						e		g		i		l	l	
Worsen	(-1)	246	125	121	15	205	26	21	226	69	178	60	158	29
		43%	46%	40%	29%	42%	80%	24%	46%	32%	49%	37%	41%	85%
						c	cd		f		h			jk
Mean score		-.3	-.3	-.2	.1	-.3	-.8	*	-.3	-.1	-.4	-.2	-.3	-.8
				a	de	e		g		i		l	l	
Standard deviation		.72	.69	.75	.81	.71	.49	.69	.72	.72	.71	.74	.71	.49
Standard error		.03	.04	.04	.09	.03	.08	.06	.03	.05	.04	.06	.04	.09

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

QES Q4 2017**Q15_6. What do you expect to happen to the following economic indicators over the next twelve months?****Economic prospects for your company**

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total		577	517	60	21	80	119	77	66	137	34	43	52	525
100%		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	109	95	14	7	13	22	13	13	25	6	10	14	95
		19%	18%	24%	34%	17%	18%	16%	20%	18%	19%	22%	27%	18%
Stay the same	(0)	312	283	29	6	48	62	47	38	65	25	21	23	289
		54%	55%	49%	29%	60%	52%	61%	57%	48%	72% ehj	48%	43%	55%
Worsen	(-1)	156	140	16	8	19	35	17	15	46	3	13	15	141
		27%	27%	27%	37%	23% i	30% i	22% i	23% i	34% i	9% i	30% i	30% i	27% i
Mean score		-.1	-.1	*	*	-.1	-.1	-.1	*	-.2	.1 h	-.1	*	-.1
Standard deviation		.67	.67	.72	.86	.63	.68	.62	.66	.71	.52	.73	.76	.67
Standard error		.03	.03	.06	.23	.07	.07	.09	.07	.07	.07	.08	.10	.03

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

QES Q4 2017**Q15_6. What do you expect to happen to the following economic indicators over the next twelve months?****Economic prospects for your company**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total		577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total		577	271	306	54	490	33	87	490	216	361	160	383	34
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	109	47	62	28	81	-	30	79	47	62	44	64	1
		19%	17%	20%	52%	17%	-	35%	16%	22%	17%	28%	17%	4%
					de	e		g				kl		
Stay the same	(0)	312	142	170	21	285	6	44	268	133	179	83	225	3
		54%	53%	55%	38%	58%	20%	51%	55%	61%	50%	52%	59%	10%
					e	ce				i		l	l	
Worsen	(-1)	156	82	74	5	124	26	12	144	36	120	33	94	29
		27%	30%	24%	10%	25%	80%	14%	29%	17%	33%	20%	25%	86%
						c	cd		f		h			jk
Mean score		-.1	-.1	*	.4	-.1	-.8	.2	-.1	.1	-.2	.1	-.1	-.8
					de	e		g		i		kl	l	
Standard deviation		.67	.68	.67	.67	.64	.40	.67	.66	.62	.69	.69	.64	.49
Standard error		.03	.04	.04	.07	.03	.07	.06	.03	.04	.04	.05	.03	.09

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

QES Q4 2017**Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?**

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Training existing staff	129	104	26	5	4	27	25	14	28	16	10	8	122
	22%	20%	43%	26%	5%	23%	32%	21%	20%	46%	24%	15%	23%
			a			d	d	d	d	degij	d		
Employing new staff from the UK workforce	64	46	19	7	7	16	14	6	8	6	1	14	50
	11%	9%	31%	36%	9%	13%	18%	8%	6%	17%	2%	27%	10%
			a			j	hj			hj		l	
Employing work experience students or interns	25	15	9	1	4	8	2	1	1	6	1	4	20
	4%	3%	16%	4%	5%	7%	3%	2%	1%	18%	3%	8%	4%
			a			h				defghj			
Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway)	20	10	11	1	3	6	1	4	3	2	1	4	16
	4%	2%	18%	7%	4%	5%	2%	5%	2%	5%	2%	8%	3%
			a									l	
Employing new staff from outside the UK / EU / EEA (e.g. America, China)	20	12	8	1	1	5	6	2	5	-	-	2	18
	4%	2%	14%	4%	2%	5%	8%	3%	4%	-	-	4%	4%
			a			j	j						
Employing apprentice(s)	18	10	8	*	5	5	*	2	2	2	1	5	14
	3%	2%	14%	2%	6%	4%	*	4%	1%	7%	3%	9%	3%
			a							h		l	

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

QES Q4 2017**Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?**

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES		
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services			
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication					Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	410	167	14	83	99	50	93	102	49	87	53	524
Weighted Total	577	517	60	21	80	119	77	66	137	34	43	52	525
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
None of the above	389	370	19	12	67	75	42	46	104	12	31	33	356
	67%	72%	31%	57%	84%	63%	55%	70%	76%	36%	71%	62%	68%
		b			efgi	i		i	efi		fi		

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

QES Q4 2017**Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?**

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	577	287	290	84	456	37	147	430	235	342	166	379	32
Weighted Total	577	271	306	54	490	33	87	490	216	361	160	383	34
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Training existing staff	129	59	70	27	97	5	35	94	42	87	37	83	9
	22%	22%	23%	49%	20%	17%	40%	19%	20%	24%	23%	22%	25%
				de			g						
Employing new staff from the UK workforce	64	40	24	24	35	6	46	18	40	24	25	37	3
	11%	15%	8%	44%	7%	18%	53%	4%	19%	7%	15%	10%	8%
		b		de		d	g		i				
Employing work experience students or interns	25	11	14	7	16	1	12	12	12	13	12	13	*
	4%	4%	5%	13%	3%	3%	14%	3%	6%	3%	7%	3%	1%
				d			g				k		
Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway)	20	13	7	8	10	2	15	5	15	5	7	12	1
	4%	5%	2%	16%	2%	6%	18%	1%	7%	1%	4%	3%	3%
				d			g		i				
Employing new staff from outside the UK / EU / EEA (e.g. America, China)	20	10	11	10	9	2	14	6	14	7	2	18	1
	4%	4%	4%	19%	2%	5%	16%	1%	6%	2%	1%	5%	3%
				de			g		i			j	
Employing apprentice(s)	18	9	9	5	9	4	9	9	8	10	8	7	3
	3%	3%	3%	10%	2%	12%	10%	2%	4%	3%	5%	2%	8%
				d		d	g				k		k
None of the above	389	175	214	15	352	22	16	373	134	255	103	263	23
	67%	65%	70%	28%	72%	67%	19%	76%	62%	71%	64%	69%	66%
				c		c	f		h				

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