

# LCCI, Quarterly Economic Survey – Q1 2021

Methodology: Savanta ComRes interviewed 500 London business leaders online between 4th February and 16th March 2021. Data were weighted to be representative of all London business leaders by size and broad industry sector. Savanta ComRes is a member of the British Polling Council and abides by its rules. Full tables at **www.comresglobal.com** 

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| Total employed  |
|---|
| S1. Which of the following responsibilities do you hold in your organisation?   |
| S2.Please choose the region you currently work in   |
| D1. How many people does your company employ?   |
| D2. Which of the following best describes your company sector?  |
| D3. Which London borough is your business based in?  Base: All respondents  |
| Q1_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of: SUMMARY TABLE  |
| Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Domestic sales   |
| Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Business domestic orders   |
| Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Employment   |
| Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Cashflow   |
| Q2_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of: SUMMARY TABLE  |
| Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Export sales   |
| Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Business export orders   |
| Q2_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of: SUMMARY TABLE  Base: All those who have export sales / export orders |
| Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Export sales   |
| Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of: Business export orders  Base: All those who have export orders         |
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| Q4. Have you tried to recruit in the past three months?   |
| Q5. Were the jobs   |
| Q6. Did you meet any difficulties in recruiting?  Base: All who have tried to recruit in past three months  |

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| Q13_2. Please indicate the extent to which the following have varied in the past 3 months. Cost of borrowing  | 107 |
| 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                    | 110 |
| Q13_4. Please indicate the extent to which the following have varied in the past 3 months. Cost of fuel   | 113 |
| Q13_5. Please indicate the extent to which the following have varied in the past 3 months. Cost of raw materials (sourced domestically)                           | 116 |
| 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 | 119 |
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|--|-----|
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| base: All respondents  |     |
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Total employed. Base: All respondents

| Duseviiii respondents                   |                |                 |                   |  |                         |  |                             |   |  |   |   |               |                |
|---|----------------|-----------------|-------------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|----------------|
|   | _              | BUSINE          | SS SIZE           |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES     |
|   | Total          | 0-9             | 10+               | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services       |
|   |                | a               | <u>b</u>          | *c   | d                       | e  | f                           | g g   | h  | i   | j   | k             | 1              |
| Unweighted Total                        | 500            | 300             | 200               | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459            |
| Weighted Total                          | 500<br>100%    | 453<br>100%     | 47<br>100%        | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100%    |
| 1-9                                     | 255<br>51%     | 255<br>56%<br>b | -                 | 9<br>55%   | 40<br>53%               | 53<br>56%<br>j   | 32<br>47%                   | 30<br>47%   | 65<br>55%<br>j                             | 12<br>44%   | 13<br>38%   | 21<br>43%     | 234<br>52%     |
| 10-19                                   | 25<br>5%       | -               | 25<br>53%<br>a    | -  | 7<br>10%                | 5<br>6%  | 3<br>5%                     | 3<br>5%   | 4<br>3%                                    | 1<br>3%   | 1<br>2%   | 3<br>6%       | 22<br>5%       |
| 20-49                                   | 13<br>3%       | -               | 13<br>27%<br>a    | *<br>2%  | 1<br>1%                 | 3%   | 1<br>1%                     | 2<br>4%   | 4<br>3%                                    | 1<br>4%   | 1<br>2%   | 1<br>1%       | 12<br>3%       |
| 50-99                                   | 5<br>1%        | -               | 5<br>10%<br>a     | * 1%   | *<br>1%                 | 1 1%   | 1<br>1%                     | 1<br>1%   | 1<br>1%                                    | *<br>1%   | * 1%  | 1<br>1%       | 4<br>1%        |
| 100-199                                 | 1 *            | -               | 1<br>3%<br>a      | *<br>1%  | *                       | *  | *                           | *<br>1%   | *  | *   | *   | *             | 1<br>*         |
| 200-249                                 | 1 *            | -               | 1<br>3%<br>a      | *<br>1%  | *                       | *  | *                           | *   | *  | -   | -   | 1<br>1%       | 1<br>*         |
| 250-499                                 | 1 *            | -               | 1<br>2%<br>a      | *  |                         | *  | *                           | *   | *  | -   | -   | *             | 1 *            |
| 500+                                    | 1 *            | -               | 1<br>3%<br>a      | -  | *                       | *  | *                           | *   | *  | *   | -   | *             | 1<br>*         |
| Sole trader                             | 198<br>40%     | 198<br>44%<br>b | -                 | 7<br>40%   | 26<br>34%               | 3 <sup>2</sup><br>34%  | 30<br>45%                   | 27<br>41%   | 44<br>37%                                  | 13<br>47%   | 19<br>56%<br>deh  | 23<br>46%     | 176<br>39%     |
| Total number of employees<br>Mean score | 4872<br>9.7    | 1365<br>3.0     | 3507<br>74.9<br>a | 155<br>9.2   | 533<br>7.1              | 898<br>9.4   | 853<br>12.6                 | 813<br>12.5   | 1214<br>10.3                               | 247<br>8.8  | 158<br>4.6  | 437<br>9.0    | 4434<br>9.8    |
| Standard deviation<br>Standard error    | 110.81<br>4.96 | 2.17<br>.13     | 359.06<br>25.39   | 35.61<br>9.19                                      | 29.10<br>4.20           | 46.28<br>4.35  | 130.87<br>19.09             | 61.16<br>7.02   | 193.59<br>24.20                            | 54.20<br>7.74   | 12.00<br>1.28   | 40.78<br>6.37 | 115.90<br>5.41 |



Total employed. Base: All respondents

|   |                               | LOCAT                          |                              | EXPECTED C                      | HANGES IN WORKFO             | ORCE SIZE                    | PAST RECRU                      |                              | CAPA                            | CITY                         | ]                               |                              |                             |
|---|-------------------------------|--------------------------------|------------------------------|---------------------------------|------------------------------|------------------------------|---------------------------------|------------------------------|---------------------------------|------------------------------|---------------------------------|------------------------------|-----------------------------|
|   | Total                         | Inner<br>London                | Outer<br>London              | Increase                        | Stay the same                | Fall                         | Tried to recruit                | Did not try to<br>recruit    | Full capacity                   | Below capacity               | Rise                            | Stay the same                | Fall                        |
|   |                               | a                              | b                            | С                               | d                            | e                            | f                               | g                            | h                               | i                            | j                               | k                            | l                           |
| Unweighted Total  | 500                           | 262                            | 238                          | 110                             | 321                          | 69                           | 141                             | 359                          | 198                             | 302                          | 152                             | 289                          | 59                          |
| Weighted Total  | 500<br>100%                   | 265<br>100%                    | 235<br>100%                  | 53<br>100%                      | 398<br>100%                  | 49<br>100%                   | 71<br>100%                      | 429<br>100%                  | 177<br>100%                     | 323<br>100%                  | 122<br>100%                     | 324<br>100%                  | 54<br>100%                  |
| 1-9   | 255<br>51%                    | 148<br>56%<br>b                | 107<br>45%                   | 29<br>54%                       | 195<br>49%                   | 31<br>64%<br>d               | 45<br>63%<br>g                  | 210<br>49%                   | 102<br>58%<br>i                 | 153<br>47%                   | 72<br>60%<br>l                  | 167<br>52%<br>l              | 15<br>27%                   |
| 10-19   | <sup>2</sup> 5<br>5%          | 17<br>6%                       | 8<br>3%                      | 4<br>7%                         | 19<br>5%                     | 2<br>4%                      | 8<br>11%<br>g                   | 17<br>4%                     | 6<br>3%                         | 19<br>6%                     | 4<br>3%                         | 17<br>5%                     | 4<br>7%                     |
| 20-49   | 13<br>3%                      | 7<br>3%                        | 6<br>2%                      | 6<br>11%<br>d                   | 6<br>1%                      | 1<br>3%                      | 6<br>8%<br>g                    | 7<br>2%                      | 7<br>4%                         | 6<br>2%                      | 5<br>4%                         | 5<br>2%                      | 2<br>4%                     |
| 50-99   | 5<br>1%                       | 3<br>1%                        | 2<br>1%                      | 2<br>4%<br>d                    | 2 *                          | 1<br>2%                      | 3<br>5%<br>g                    | 1 *                          | 2<br>1%                         | 3<br>1%                      | 2<br>1%                         | 2<br>1%                      | 1<br>1%                     |
| 100-199   | 1 *                           | 1<br>*                         | *                            | 1<br>1%                         | *                            | *<br>1%                      | 1<br>1%                         | 1<br>*                       | 1<br>*                          | 1<br>*                       | *                               | 1<br>*                       | *                           |
| 200-249   | 1<br>*                        | 1<br>*                         | 1<br>*                       | 1<br>1%                         | *                            | *<br>1%                      | 1<br>1%                         | 1<br>*                       | 1<br>*                          | 1<br>*                       | 1<br>*                          | 1<br>*                       | *                           |
| 250-499   | 1<br>*                        | 1 *                            | *                            | *<br>1%                         | *                            | *                            | 1<br>1%                         | *                            | 1<br>*                          | *                            | *                               | *                            | *                           |
| 500+  | 1                             | 1<br>*                         | *                            | 1<br>1%                         | *                            | *                            | 1<br>1%                         | *                            | 1<br>1%                         | *                            | 1<br>1%                         | 1<br>*                       | -                           |
| Sole trader   | 198<br>40%                    | 87<br>33%                      | 111<br>47%<br>a              | 11<br>21%                       | 175<br>44%<br>ce             | 12<br>25%                    | 7<br>10%                        | 191<br>45%<br>f              | 57<br>32%                       | 141<br>44%<br>h              | 37<br>30%                       | 130<br>40%<br>j              | 32<br>59%<br>jk             |
| Total number of employees<br>Mean score<br>Standard deviation<br>Standard error | 4872<br>9.7<br>110.81<br>4.96 | 3368<br>12.7<br>149.56<br>9.24 | 1504<br>6.4<br>30.46<br>1.97 | 1876<br>35.2<br>300.01<br>28.60 | 2375<br>6.0<br>56.48<br>3.15 | 621<br>12.7<br>48.78<br>5.87 | 2387<br>33.4<br>263.11<br>22.16 | 2484<br>5.8<br>53.13<br>2.80 | 2901<br>16.4<br>183.19<br>13.02 | 1970<br>6.1<br>25.02<br>1.44 | 2164<br>17.8<br>216.14<br>17.53 | 2297<br>7.1<br>37.30<br>2.19 | 411<br>7.5<br>24.03<br>3.13 |



Total employed. Base: All respondents

|   |                               | BUSINESS BOROUGH            |                                 |                             |                             |  |  |  |  |  |
|---|-------------------------------|-----------------------------|---------------------------------|-----------------------------|-----------------------------|--|--|--|--|--|
|   | Total                         | West London Alliance        | Central London<br>Forward       | Local London                | South London<br>Partnership |  |  |  |  |  |
| <del></del>   |                               | a                           | b                               | c                           | d                           |  |  |  |  |  |
| Unweighted Total  | 500                           | 114                         | 235                             | 90                          | 61                          |  |  |  |  |  |
| Weighted Total  | 500<br>100%                   | 107<br>100%                 | 242<br>100%                     | 86<br>100%                  | 65<br>100%                  |  |  |  |  |  |
| 1-9   | 255<br>51%                    | 57<br>53%<br>c              | 134<br>56%<br>c                 | 27<br>32%                   | 37<br>56%<br>c              |  |  |  |  |  |
| 10-19   | 25<br>5%                      | 3<br>3%                     | 17<br>7%                        | 3<br>4%                     | 2<br>3%                     |  |  |  |  |  |
| 20-49   | 13<br>3%                      | 4<br>4%                     | 7<br>3%                         | 2<br>2%                     | *<br>1%                     |  |  |  |  |  |
| 50-99   | 5<br>1%                       | 1<br>1%                     | 2<br>1%                         | *                           | 1<br>1%                     |  |  |  |  |  |
| 100-199   | 1<br>*                        | *                           | 1 *                             | *                           |                             |  |  |  |  |  |
| 200-249   | 1<br>*                        | -                           | 1<br>*                          | *                           | *<br>1%                     |  |  |  |  |  |
| 250-499   | 1<br>*                        | *                           | *                               | *                           | *                           |  |  |  |  |  |
| 500+  | 1 *                           | *                           | 1 *                             | *                           | *                           |  |  |  |  |  |
| Sole trader   | 198<br>40%                    | 42<br>39%                   | 79<br>33%                       | 52<br>61%<br>abd            | 25<br>38%                   |  |  |  |  |  |
| Total number of employees<br>Mean score<br>Standard deviation<br>Standard error | 4872<br>9.7<br>110.81<br>4.96 | 821<br>7.6<br>38.82<br>3.64 | 3065<br>12.7<br>155.33<br>10.13 | 530<br>6.2<br>31.91<br>3.36 | 455<br>7.0<br>33.67<br>4.31 |  |  |  |  |  |



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

Base: All respondents

|  |             | BUSINES         |                |  |                         |  |                             |   |  |   |   |               | MANUFACTURING/SERVICES |  |
|--|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|------------------------|--|
|  | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services               |  |
|  |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1                      |  |
| Unweighted Total   | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459                    |  |
| Weighted Total   | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100%            |  |
| Control of or having a say in budgeting or financial decisions   | 429<br>86%  | 389<br>86%      | 40<br>85%      | 10<br>60%  | 69<br>92%               | 79<br>83%  | 57<br>84%                   | 53<br>82%   | 104<br>88%                                 | 26<br>93%   | 30<br>88%   | 36<br>74%     | 392<br>87%<br>k        |  |
| Control of or having a say in operational decisions              | 431<br>86%  | 395<br>87%<br>b | 37<br>79%      | 16<br>98%  | 68<br>90%               | 82<br>86%  | 56<br>82%                   | 60<br>93%<br>hi   | 95<br>81%                                  | 23<br>81%   | 31<br>90%   | 43<br>89%     | 388<br>86%             |  |
| Recruitment (hiring new staff on a permanent or temporary basis) | 269<br>54%  | 243<br>54%      | 25<br>54%      | 7<br>41%   | 40<br>53%               | 51<br>54%  | 38<br>56%                   | 38<br>59%   | 66<br>56%                                  | 13<br>46%   | 15<br>43%   | 19<br>39%     | 250<br>55%             |  |
|  | 5470        | 5470            | 3470           | 4170   | 55/0                    | 5470   | 5070                        | 3970  | 50%  | 40%   | 4370  | 3970          | k                      |  |
| Directly managing one or more employees                          | 240<br>48%  | 208<br>46%      | 32<br>68%<br>a | 7<br>43%   | 38<br>51%               | 45<br>47%  | 30<br>45%                   | 33<br>51%   | 64<br>54%<br>ij                            | 10<br>35%   | 13<br>37%   | 22<br>45%     | 218<br>48%             |  |
| IT systems   | 312<br>62%  | 292<br>64%<br>b | 20<br>43%      | 7<br>43%   | 53<br>71%<br>e          | 50<br>52%  | 41<br>61%                   | 41<br>64%   | 83<br>71%<br>e                             | 15<br>54%   | 21<br>61%   | 31<br>63%     | 281<br>62%             |  |
| Procurement / supply chain management                            | 279<br>56%  | 257<br>57%<br>b | 22<br>46%      | 7<br>43%   | 45<br>60%               | 61<br>64%<br>i   | 36<br>52%                   | 38<br>59%   | 63<br>53%                                  | 11<br>41%   | 18<br>52%   | 26<br>54%     | 252<br>56%             |  |
| None of the above  | -           | -               | -              | -<br>-   | -                       | -  | -                           |   | -  | -   | -   |               | -                      |  |



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

Base: All respondents

|  |             | LOCAT           |                 | EXPECTED CI | HANGES IN WORKFO | ORCE SIZE       | PAST RECRU       |                           | CAPA          | CITY            | F           | EXPECTED PRICES |                |
|--|-------------|-----------------|-----------------|-------------|------------------|-----------------|------------------|---------------------------|---------------|-----------------|-------------|-----------------|----------------|
| _  | Total       | Inner<br>London | Outer<br>London | Increase    | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity  | Rise        | Stay the same   | Fall           |
|  |             | a               | b               | c           | d                | e               | f                | g                         | h             | i               | j           | k               | 1              |
| Unweighted Total                                     | 500         | 262             | 238             | 110         | 321              | 69              | 141              | 359                       | 198           | 302             | 152         | 289             | 59             |
| Weighted Total                                       | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%  | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%     | 122<br>100% | 324<br>100%     | 54<br>100%     |
| Control of or having a say in budgeting or financial |             |                 |                 |             |                  |                 |                  |                           |               |                 |             |                 |                |
| decisions  | 429<br>86%  | 234<br>88%      | 195<br>83%      | 38<br>72%   | 344<br>86%<br>c  | 47<br>96%<br>cd | 53<br>74%        | 376<br>88%<br>f           | 143<br>81%    | 285<br>88%<br>h | 108<br>89%  | 269<br>83%      | 52<br>96%<br>k |
| Control of or having a say in operational decisions  | 431<br>86%  | 231<br>87%      | 201<br>85%      | 44<br>82%   | 345<br>87%       | 42<br>86%       | 55<br>77%        | 376<br>88%<br>f           | 148<br>83%    | 283<br>88%      | 109<br>89%  | 277<br>85%      | 46<br>84%      |
| Recruitment (hiring new staff on a permanent or      |             |                 |                 |             |                  |                 |                  |                           |               |                 |             |                 |                |
| temporary basis)                                     | 269<br>54%  | 153<br>58%      | 116<br>49%      | 31<br>58%   | 207<br>52%       | 31<br>63%       | 39<br>54%        | 230<br>54%                | 90<br>51%     | 179<br>55%      | 70<br>57%   | 172<br>53%      | 27<br>50%      |
| Directly managing one or more employees              | 240         | 140             | 100             | 32          | 177              | 31              | 44               | 196                       | 83            | 157             | 68          | 147             | 26             |
|  | 48%         | 53%<br>b        | 42%             | 61%<br>d    | 45%              | 63%<br>d        | 61%<br>g         | 46%                       | 47%           | 49%             | 56%<br>k    | 45%             | 47%            |
| IT systems   | 312<br>62%  | 178<br>67%<br>b | 134<br>57%      | 29<br>54%   | 254<br>64%       | 30<br>61%       | 26<br>36%        | 287<br>67%<br>f           | 105<br>59%    | 207<br>64%      | 83<br>68%   | 196<br>61%      | 33<br>61%      |
| Procurement / supply chain management                | 279         | 152             | 127             | 28          | 221              | 30              | 27               | 251                       | 99            | 180             | 83          | 167             | 29             |
|  | 56%         | 57%             | 54%             | 52%         | 56%              | 62%             | 38%              | 59%<br>f                  | 56%           | 56%             | 68%<br>kl   | 52%             | 53%            |
| None of the above                                    | -           | -               | -               | -           | -                | -               | -                | -                         | -             | -               | -           | -               | -              |
|  | -           | -               | -               | -           | -                | -               | -                | -                         | -             | -               | -           | -               | -              |



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

Base: All respondents

|   |             |                      | BUSINESS BO               | OROUGH       |                             |
|---|-------------|----------------------|---------------------------|--------------|-----------------------------|
|   | Total       | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|   |             | a                    | b                         | c            | d                           |
| Unweighted Total  | 500         | 114                  | 235                       | 90           | 61                          |
| Weighted Total  | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%   | 65<br>100%                  |
| Control of or having a say in budgeting or financial<br>decisions | 429<br>86%  | 87<br>81%            | 211<br>87%                | 75<br>87%    | 56<br>85%                   |
| Control of or having a say in operational decisions               | 431<br>86%  | 93<br>87%            | 211<br>87%                | 74<br>86%    | 54<br>82%                   |
| Recruitment (hiring new staff on a permanent or temporary basis)  | 269<br>54%  | 53<br>49%            | 137<br>57%                | 44<br>52%    | 35<br>53%                   |
| Directly managing one or more employees                           | 240<br>48%  | 53<br>49%            | 125<br>52%<br>c           | 32<br>37%    | 31<br>47%                   |
| IT systems  | 312<br>62%  | 56<br>52%            | 158<br>66%<br>a           | 56<br>65%    | 42<br>65%                   |
| Procurement / supply chain management                             | 279<br>56%  | 56<br>52%            | 133<br>55%                | 51<br>60%    | 39<br>59%                   |
| None of the above   | -           | -                    |                           | -            | -                           |



S2.Please choose the region you currently work in.

Base: All respondents

|                  |             | BUSINES     | S SIZE     |                                    |                         |  | MANUFACTURING/SERVICES      |                                |                           |                                     |                               |               |             |
|------------------|-------------|-------------|------------|------------------------------------|-------------------------|--|-----------------------------|--------------------------------|---------------------------|-------------------------------------|-------------------------------|---------------|-------------|
|                  |             |             |            | Agriculture,                       |                         | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage / |                             | Finance & insurance / business | Professional,             | Public<br>administration            | Arts,<br>entertainment,       |               |             |
| _                | Total       | 0-9         | 10+        | forestry & fishing<br>/ production | Construction / property | accommodation &<br>food services                                   | Information & communication | administration<br>and support  | scientific &<br>technical | and defence /<br>education / health | recreation and other services | Manufacturing | Services    |
|                  |             | a           | b          | *c                                 | d                       | e  | f                           | g                              | h                         | i                                   | j                             | k             | 1           |
| Unweighted Total | 500         | 300         | 200        | 15                                 | 48                      | 113  | 47                          | 76                             | 64                        | 49                                  | 88                            | 41            | 459         |
| Weighted Total   | 500<br>100% | 453<br>100% | 47<br>100% | 17<br>100%                         | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%                     | 118<br>100%               | 28<br>100%                          | 34<br>100%                    | 49<br>100%    | 451<br>100% |
| London           | 500<br>100% | 453<br>100% | 47<br>100% | 17<br>100%                         | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%                     | 118<br>100%               | 28<br>100%                          | 34<br>100%                    | 49<br>100%    | 451<br>100% |



S2.Please choose the region you currently work in.

Base: All respondents

|                  |             | LOCA            | ΓΙΟΝ            | EXPECTED C | EXPECTED CHANGES IN WORKFORCE SIZE |            |                  | PAST RECRUITMENT CAPACITY |               |                | EXPECTED PRICES |               |            |
|------------------|-------------|-----------------|-----------------|------------|------------------------------------|------------|------------------|---------------------------|---------------|----------------|-----------------|---------------|------------|
|                  | Total       | Inner<br>London | Outer<br>London | Increase   | Stay the same                      | Fall       | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise            | Stay the same | Fall       |
|                  |             | a               | b               | С          | d                                  | e          | f                | g                         | h             | i              | j               | k             | 1          |
| Unweighted Total | 500         | 262             | 238             | 110        | 321                                | 69         | 141              | 359                       | 198           | 302            | 152             | 289           | 59         |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100% | 398<br>100%                        | 49<br>100% | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%    | 122<br>100%     | 324<br>100%   | 54<br>100% |
| London           | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100% | 398<br>100%                        | 49<br>100% | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%    | 122<br>100%     | 324<br>100%   | 54<br>100% |



S2.Please choose the region you currently work in.

Base: All respondents

|                  |             |                      | BUSINESS BO  | OROUGH                      |            |
|------------------|-------------|----------------------|--------------|-----------------------------|------------|
|                  | Total       | West London Alliance | Local London | South London<br>Partnership |            |
|                  |             | a a                  | Forward b    | c                           | d          |
| Unweighted Total | 500         | 114                  | 235          | 90                          | 61         |
| Weighted Total   | 500<br>100% | 107<br>100%          | 242<br>100%  | 86<br>100%                  | 65<br>100% |
| London           | 500<br>100% | 107<br>100%          | 242<br>100%  | 86<br>100%                  | 65<br>100% |



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

|                  | _           | BUSINES                    | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | S/SERVICES  |
|------------------|-------------|----------------------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                  | Total       | 0-9                        | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                  |             | a                          | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total | 500         | 300                        | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total   | 500<br>100% | 453<br>100%                | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| o sole trader    | 198<br>40%  | 198<br>44%<br>b            | -              | 7<br>40%   | 26<br>34%               | 32<br>34%  | 30<br>45%                   | 27<br>41%   | 44<br>37%                                  | 13<br>47%   | 19<br>56%<br>deh  | 23<br>46%     | 176<br>39%  |
| 1-9              | 255<br>51%  | <sup>255</sup><br>56%<br>b | -              | 9<br>55%   | 40<br>53%               | 53<br>56%<br>j   | 32<br>47%                   | 30<br>47%   | 65<br>55%<br>j                             | 12<br>44%   | 13<br>38%   | 21<br>43%     | 234<br>52%  |
| 10-19            | 25<br>5%    | -                          | 25<br>53%<br>a | -  | 7<br>10%                | 5<br>6%  | 3<br>5%                     | 3<br>5%   | 4<br>3%                                    | 1<br>3%   | 1<br>2%   | 3<br>6%       | 22<br>5%    |
| 20-49            | 13<br>3%    | -                          | 13<br>27%<br>a | *<br>2%  | 1<br>1%                 | 2<br>3%  | 1<br>1%                     | 2<br>4%   | 4<br>3%                                    | 1<br>4%   | 1<br>2%   | 1<br>1%       | 12<br>3%    |
| 50-99            | 5<br>1%     | -                          | 5<br>10%<br>a  | * 1%   | * 1%                    | 1<br>1%  | 1<br>1%                     | 1<br>1%   | 1<br>1%                                    | *<br>1%   | *<br>1%   | 1<br>1%       | 4<br>1%     |
| 100-199          | 1 *         | -                          | 1<br>3%<br>a   | * 1%   | *                       | *  | *                           | *<br>1%   | *  | *   | *   | *             | 1<br>*      |
| 200-249          | 1 *         | -                          | 1<br>3%<br>a   | * 1%   | *                       | *  | *                           | *   | *  | -   |   | 1<br>1%       | 1<br>*      |
| 250-499          | 1 *         | -                          | 1<br>2%<br>a   | *  | -                       | *  | *                           | *   | *  | -   | -   | *             | 1           |
| 500+             | 1 *         | -                          | 1<br>3%<br>a   | -  | *                       | *  | *                           | *   | *  | *   | -   | *             | 1           |
| NETS             |             |                            |                |  |                         |  |                             |   |  |   |   |               |             |
| Net: More than 9 | 47<br>9%    | -                          | 47<br>100%     | 1<br>5%  | 9<br>12%                | 10<br>10%  | 6<br>9%                     | 8<br>12%  | 9<br>8%                                    | 2<br>9%   | 2<br>6%   | 5<br>10%      | 42<br>9%    |



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

|                  | _           | BUSINES          | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|------------------|-------------|------------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                  | Total       | 0-9              | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                  |             | a                | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total | 500         | 300              | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total   | 500<br>100% | 453<br>100%      | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| BCC NETS         |             |                  |                |  |                         |  |                             |   |  |   |   |               |             |
| Net: 0-19        | 478<br>96%  | 453<br>100%<br>b | 25<br>53%      | 16<br>95%  | 73<br>97%               | 91<br>95%  | 66<br>96%                   | 60<br>93%   | 113<br>96%                                 | 26<br>94%   | 33<br>96%   | 47<br>96%     | 431<br>96%  |
| Net: 20-199      | 19<br>4%    | -                | 19<br>40%<br>a | 1<br>4%  | 2<br>2%                 | 4<br>4%  | 2<br>3%                     | 4<br>6%   | 4<br>4%                                    | 2<br>6%   | 1<br>4%   | 1<br>3%       | 17<br>4%    |
| Net: 200-499     | 2 *         | -                | 2<br>5%<br>a   | *<br>2%  | *                       | 1<br>1%  | * 1%                        | 1<br>1%   | *  | -   | -<br>-  | 1<br>1%       | 2 *         |
| Net: 500+        | 1 *         | -                | 1<br>3%<br>a   | -  | *                       | *  | *                           | *   | *  | *   | -   | *             | 1 *         |
| ONS NETS         |             |                  |                |  |                         |  |                             |   |  |   |   |               |             |
| Net: 0-9         | 453<br>91%  | 453<br>100%<br>b | -              | 16<br>95%  | 66<br>88%               | 86<br>90%  | 62<br>91%                   | 57<br>88%   | 109<br>92%                                 | 26<br>91%   | 32<br>94%   | 44<br>90%     | 409<br>91%  |
| Net: 10-19       | 25<br>5%    | -                | 25<br>53%<br>a | -  | 7<br>10%                | 5<br>6%  | 3<br>5%                     | 3<br>5%   | 4<br>3%                                    | 1<br>3%   | 1<br>2%   | 3<br>6%       | 22<br>5%    |
| Net: 20-49       | 13<br>3%    | -                | 13<br>27%<br>a | *<br>2%  | 1<br>1%                 | 2<br>3%  | 1<br>1%                     | 2<br>4%   | 4<br>3%                                    | 1<br>4%   | 1<br>2%   | 1<br>1%       | 12<br>3%    |
| Net: 50-99       | 5<br>1%     | -                | 5<br>10%<br>a  | * 1%   | *<br>1%                 | 1<br>1%  | 1<br>1%                     | 1<br>1%   | 1<br>1%                                    | *<br>1%   | *<br>1%   | 1<br>1%       | 4<br>1%     |
| Net: 100-249     | 3<br>1%     | -                | 3<br>6%        | *<br>2%  | * 1%                    | *<br>1%  | *                           | 1<br>1%   | *  | *   | *   | 1<br>1%       | 2<br>*      |



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

|                  | _      | BUSINES | SS SIZE |                                    |                |   | INDUS         | STRY   |                               |   |   | MANUFACTURING | G/SERVICES |
|------------------|--------|---------|---------|------------------------------------|----------------|---|---------------|--|-------------------------------|---|---|---------------|------------|
|                  | T-4-1  |         | 40.     | Agriculture,<br>forestry & fishing | Construction / | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation & | Information & | Finance &<br>insurance /<br>business<br>administration | Professional,<br>scientific & | Public<br>administration<br>and defence / | Arts,<br>entertainment,<br>recreation and | Manufacturia  | C          |
| i _              | Total  | 0-9     | 10+     | / production                       | property       | food services   | communication | and support  | technical                     | education / health                        | other services                            | Manufacturing | Services   |
|                  |        | a       | b       | *c                                 | d              | e   | f             | g  | h                             | i   | j   | k             | 1          |
| Unweighted Total | 500    | 300     | 200     | 15                                 | 48             | 113   | 47            | 76   | 64                            | 49  | 88  | 41            | 459        |
| Weighted Total   | 500    | 453     | 47      | 17                                 | 75             | 95  | 68            | 65   | 118                           | 28  | 34  | 49            | 451        |
|                  | 100%   | 100%    | 100%    | 100%                               | 100%           | 100%  | 100%          | 100%   | 100%                          | 100%                                      | 100%                                      | 100%          | 100%       |
| Net: 250+        | 2<br>* | -       | 2<br>4% | *                                  | *              | *   | 1<br>1%       | 1<br>1%  | *                             | *   | -   | *             | 2<br>*     |



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

|                  |                      | LOCAT           |                 | EXPECTED C      | HANGES IN WORKFO | RCE SIZE       | PAST RECR        |                           | CAPA            | CITY            |                | EXPECTED PRICES |                 |
|------------------|----------------------|-----------------|-----------------|-----------------|------------------|----------------|------------------|---------------------------|-----------------|-----------------|----------------|-----------------|-----------------|
|                  | Total                | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity  | Rise           | Stay the same   | Fall            |
| Unweighted Total | 500                  | a<br>262        | b<br>238        | c<br>110        | d<br>321         | e<br>69        | 141              | g<br>359                  | h<br>198        | 302             | J<br>152       | k<br>289        | 1<br>59         |
| Weighted Total   | 500<br>100%          | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323             | 122<br>100%    | 324             | 54<br>100%      |
| o sole trader    | 198<br>40%           | 87<br>33%       | 111<br>47%<br>a | 11<br>21%       | 175<br>44%<br>ce | 12<br>25%      | 7<br>10%         | 191<br>45%<br>f           | 57<br>32%       | 141<br>44%<br>h | 37<br>30%      | 130<br>40%<br>j | 32<br>59%<br>jk |
| 1-9              | 255<br>51%           | 148<br>56%<br>b | 107<br>45%      | 29<br>54%       | 195<br>49%       | 31<br>64%<br>d | 45<br>63%<br>g   | 210<br>49%                | 102<br>58%<br>i | 153<br>47%      | 72<br>60%<br>1 | 167<br>52%<br>l | 15<br>27%       |
| 10-19            | <sup>2</sup> 5<br>5% | 17<br>6%        | 8<br>3%         | 4<br>7%         | 19<br>5%         | 2<br>4%        | 8<br>11%<br>g    | 17<br>4%                  | 6<br>3%         | 19<br>6%        | 4<br>3%        | 17<br>5%        | 4<br>7%         |
| 20-49            | 13<br>3%             | 7<br>3%         | 6<br>2%         | 6<br>11%<br>d   | 6<br>1%          | 1<br>3%        | 6<br>8%<br>g     | 7<br>2%                   | 7<br>4%         | 6<br>2%         | 5<br>4%        | 5<br>2%         | 2<br>4%         |
| 50-99            | 5<br>1%              | 3<br>1%         | 2<br>1%         | 2<br>4%<br>d    | 2 *              | 1<br>2%        | 3<br>5%<br>g     | 1 *                       | 2<br>1%         | 3<br>1%         | 2<br>1%        | 2<br>1%         | 1<br>1%         |
| 100-199          | 1<br>*               | 1<br>*          | *               | 1<br>1%         | *                | *<br>1%        | 1<br>1%          | 1<br>*                    | 1<br>*          | 1<br>*          | *              | 1<br>*          | *               |
| 200-249          | 1 *                  | 1<br>*          | 1<br>*          | 1<br>1%         | *                | *<br>1%        | 1<br>1%          | 1<br>*                    | 1<br>*          | 1<br>*          | 1<br>*         | 1<br>*          | *               |
| 250-499          | 1<br>*               | 1<br>*          | *               | *<br>1%         | *                | *              | 1<br>1%          | *                         | 1<br>*          | *               | *              | *               | *               |
| 500+             | 1<br>*               | 1<br>*          | *               | 1<br>1%         | *                | *              | 1<br>1%          | *                         | 1<br>1%         | *               | 1<br>1%        | 1<br>*          | -               |
| NETS             |                      |                 |                 |                 |                  |                |                  |                           |                 |                 |                |                 |                 |
| Net: More than 9 | 47<br>9%             | 30<br>11%       | 17<br>7%        | 14<br>25%<br>de | 28<br>7%         | 5<br>11%       | 19<br>27%<br>g   | 27<br>6%                  | 18<br>10%       | 29<br>9%        | 13<br>10%      | 27<br>8%        | 7<br>14%        |
| BCC NETS         |                      |                 |                 |                 |                  |                |                  |                           |                 |                 |                |                 |                 |
| Net: 0-19        | 478<br>96%           | 252<br>95%      | 226<br>96%      | 43<br>82%       | 389<br>98%<br>c  | 46<br>93%<br>c | 60<br>84%        | 418<br>98%<br>f           | 165<br>93%      | 313<br>97%      | 113<br>93%     | 314<br>97%<br>j | 51<br>94%       |
| Net: 20-199      | 19<br>4%             | 11<br>4%        | 8<br>3%         | 8<br>15%<br>de  | 8<br>2%          | 2<br>5%        | 10<br>13%<br>g   | 9<br>2%                   | 10<br>6%        | 9<br>3%         | 7<br>6%        | 8<br>3%         | 3<br>6%         |



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

|                  |             | LOCAT           |                 | EXPECTED C    | HANGES IN WORKFO | RCE SIZE       | PAST RECR        |                           | CAPA          | CITY           | ]           | EXPECTED PRICES |            |
|------------------|-------------|-----------------|-----------------|---------------|------------------|----------------|------------------|---------------------------|---------------|----------------|-------------|-----------------|------------|
|                  | Total       | Inner<br>London | Outer<br>London | Increase      | Stay the same    | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise        | Stay the same   | Fall       |
|                  |             | a               | b               | c             | d                | e              | f                | g                         | h             | i              | j           | k               | 1          |
| Unweighted Total | 500         | 262             | 238             | 110           | 321              | 69             | 141              | 359                       | 198           | 302            | 152         | 289             | 59         |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%    | 398<br>100%      | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%    | 122<br>100% | 324<br>100%     | 54<br>100% |
| Net: 200-499     | 2 *         | 1<br>1%         | 1 *             | 1<br>2%<br>d  | 1 *              | 1<br>1%        | 1<br>2%          | 1 *                       | 1<br>1%       | 1 *            | 1<br>1%     | 1 **            | *<br>1%    |
| Net: 500+        | 1<br>*      | 1 *             | *               | 1<br>1%       | *                | *              | 1<br>1%          | *                         | 1<br>1%       | *              | 1<br>1%     | 1 *             | -          |
| ONS NETS         |             |                 |                 |               |                  |                |                  |                           |               |                |             |                 |            |
| Net: 0-9         | 453<br>91%  | 235<br>89%      | 218<br>93%      | 40<br>75%     | 370<br>93%<br>c  | 44<br>89%<br>c | 52<br>73%        | 401<br>94%<br>f           | 159<br>90%    | 294<br>91%     | 109<br>90%  | 297<br>92%      | 47<br>86%  |
| Net: 10-19       | 25<br>5%    | 17<br>6%        | 8<br>3%         | 4<br>7%       | 19<br>5%         | 2<br>4%        | 8<br>11%<br>g    | 17<br>4%                  | 6<br>3%       | 19<br>6%       | 4<br>3%     | 17<br>5%        | 4<br>7%    |
| Net: 20-49       | 13<br>3%    | 7<br>3%         | 6<br>2%         | 6<br>11%<br>d | 6<br>1%          | 1<br>3%        | 6<br>8%<br>g     | 7<br>2%                   | 7<br>4%       | 6<br>2%        | 5<br>4%     | 5<br>2%         | 2<br>4%    |
| Net: 50-99       | 5<br>1%     | 3<br>1%         | 2<br>1%         | 2<br>4%<br>d  | 2<br>*           | 1<br>2%        | 3<br>5%<br>g     | 1 *                       | 2<br>1%       | 3<br>1%        | 2<br>1%     | 2<br>1%         | 1<br>1%    |
| Net: 100-249     | 3<br>1%     | 2<br>1%         | 1<br>*          | 1<br>2%<br>d  | 1 *              | 1<br>2%        | 1<br>2%          | 1 *                       | 1<br>1%       | 1 *            | 1<br>1%     | 1 *             | *<br>1%    |
| Net: 250+        | 2 *         | 2<br>1%         | 1 *             | 1<br>2%<br>d  | 1 *              | *<br>1%        | 1<br>2%<br>g     | 1 *                       | 2<br>1%       | *              | 1<br>1%     | 1 *             | *          |



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

|                  |             |                      | BUSINESS BO               | OROUGH           |                             |
|------------------|-------------|----------------------|---------------------------|------------------|-----------------------------|
|                  | Total       | West London Alliance | Central London<br>Forward | Local London     | South London<br>Partnership |
|                  |             | a                    | b                         | с                | d                           |
| Unweighted Total | 500         | 114                  | 235                       | 90               | 61                          |
| Weighted Total   | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%       | 65<br>100%                  |
| o sole trader    | 198<br>40%  | 42<br>39%            | 79<br>33%                 | 52<br>61%<br>abd | <sup>25</sup><br>38%        |
| 1-9              | 255<br>51%  | 57<br>53%<br>c       | 134<br>56%<br>c           | 27<br>32%        | 37<br>56%<br>c              |
| 10-19            | 25<br>5%    | 3<br>3%              | 17<br>7%                  | 3<br>4%          | 2<br>3%                     |
| 20-49            | 13<br>3%    | 4<br>4%              | 7<br>3%                   | 2<br>2%          | *<br>1%                     |
| 50-99            | 5<br>1%     | 1<br>1%              | 2<br>1%                   | *                | 1<br>1%                     |
| 100-199          | 1<br>*      | *                    | 1                         | *                | -                           |
| 200-249          | 1           | -                    | 1 *                       | *                | *<br>1%                     |
| 250-499          | 1           | *                    | *                         | *                | *                           |
| 500+             | 1           | *                    | 1 *                       | *                | *                           |
| NETS             |             |                      |                           |                  |                             |
| Net: More than 9 | 47<br>9%    | 9<br>8%              | 28<br>12%                 | 6<br>7%          | 4<br>5%                     |
| BCC NETS         |             |                      |                           |                  |                             |
| Net: 0-19        | 478<br>96%  | 102<br>95%           | 230<br>95%                | 83<br>97%        | 64<br>98%                   |
| Net: 20-199      | 19<br>4%    | 5<br>5%              | 10<br>4%                  | 2<br>3%          | 1<br>2%                     |
| Net: 200-499     | 2 *         | *                    | 1<br>1%                   | *<br>1%          | *<br>1%                     |
| Net: 500+        | 1<br>*      | *                    | 1 *                       | *                | *                           |

Proportion/Means: Columns Tested (95% risk level): a/b/c/d

Savanta: ComRes

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

|                  |             |                      | BUSINESS BO               | ROUGH        |                             |
|------------------|-------------|----------------------|---------------------------|--------------|-----------------------------|
|                  | Total       | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|                  |             | a                    | b                         | c            | d                           |
| Unweighted Total | 500         | 114                  | 235                       | 90           | 61                          |
| Weighted Total   | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%   | 65<br>100%                  |
| ONS NETS         |             |                      |                           |              |                             |
| Net: 0-9         | 453<br>91%  | 99<br>92%            | 213<br>88%                | 79<br>93%    | 62<br>95%                   |
| Net: 10-19       | 25<br>5%    | 3<br>3%              | 17<br>7%                  | 3<br>4%      | 2<br>3%                     |
| Net: 20-49       | 13<br>3%    | 4<br>4%              | 7<br>3%                   | 2<br>2%      | *<br>1%                     |
| Net: 50-99       | 5<br>1%     | 1<br>1%              | 2<br>1%                   | *            | 1<br>1%                     |
| Net: 100-249     | 3<br>1%     | *                    | 2<br>1%                   | *            | *<br>1%                     |
| Net: 250+        | 2<br>*      | *                    | 1<br>1%                   | *            | *                           |



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

|                                   |             | BUSINES     | S SIZE       |  |                     |  | INDUS                       | TRY   |  |   |   | MANUFACTURING  | G/SERVICES     |
|-----------------------------------|-------------|-------------|--------------|--|---------------------|--|-----------------------------|---|--|---|---|----------------|----------------|
|                                   | Total       | 0-9         | 10+          | Agriculture,<br>forestry & fishing<br>/ production | Construction /      | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services       |
|                                   |             | a           | b            | *c   | d                   | e  | f                           | g   | h  | i   | j   | k              | 1              |
| Unweighted Total                  | 500         | 300         | 200          | 15   | 48                  | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459            |
| Weighted Total                    | 500<br>100% | 453<br>100% | 47<br>100%   | 17<br>100%   | 75<br>100%          | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%    |
| Agriculture, forestry & fishing   | 9<br>2%     | 9<br>2%     | *<br>1%      | 9<br>54%   | -                   | -<br>-   | -                           | -   | -  | -   | -   | 9<br>18%<br>l  | -              |
| Production                        | 8<br>2%     | 7<br>2%     | 1<br>1%      | 8<br>46%   | -                   | -  | -                           | -<br>-  | -  | -   | -   | 8<br>16%<br>1  | -              |
| Construction                      | 32<br>6%    | 28<br>6%    | 4<br>9%      | -  | 32<br>43%<br>efghij | -<br>-   | -                           | -   | -  | -   | -   | 32<br>66%<br>1 | -              |
| Motor trades                      | 3<br>1%     | 3<br>1%     | *<br>1%      | -  | -                   | 3<br>3%  |                             | -   | -  | -   |   |                | 3<br>1%        |
| Wholesale                         | 18<br>4%    | 15<br>3%    | 2<br>5%      | -  | -                   | 18<br>18%<br>dfghij  | -                           | -   | -  | -   | -   | -              | 18<br>4%       |
| Retail                            | 52<br>10%   | 46<br>10%   | 6<br>12%     | -  | -                   | 52<br>54%<br>dfghij  | -                           |   | -  |   | -   | -              | 52<br>11%<br>k |
| Transport & storage (inc. postal) | 7<br>1%     | 6<br>1%     | 1<br>1%      | -  | -                   | 7<br>7%<br>ghj   | -                           |   | -  | -   | -   | -              | 7<br>2%        |
| Accommodation & food services     | 16<br>3%    | 15<br>3%    | 1<br>2%      | -  | -                   | 16<br>17%<br>dfghij  | -                           | -   | -  | -   | -   | -              | 16<br>4%       |
| Information & communication       | 68<br>14%   | 62<br>14%   | 6<br>13%     | -  | -                   | -  | 68<br>100%<br>deghij        |   | -  |   |   | -              | 68<br>15%<br>k |
| Finance & insurance               | 26<br>5%    | 22<br>5%    | 4<br>9%<br>a | -  | -                   |  |                             | 26<br>41%<br>defhij   | -  |   | -<br>-  |                | 26<br>6%       |



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

Base: All respondents

|  |             | BUSINES     | S SIZE     |  |                            |  | INDUS                       | STRY  |  |   |   | MANUFACTURING   | G/SERVICES      |
|--|-------------|-------------|------------|--|----------------------------|--|-----------------------------|---|--|---|---|-----------------|-----------------|
|  | Total       | 0-9         | 10+        | Agriculture,<br>forestry & fishing<br>/ production | Construction /<br>property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing   | Services        |
|  |             | a           | b          | *c   | d                          | e  | f                           | g   | h  | i   | j   | k               | 1               |
| Unweighted Total                                   | 500         | 300         | 200        | 15   | 48                         | 113  | 47                          | 76  | 64   | 49  | 88  | 41              | 459             |
| Weighted Total                                     | 500<br>100% | 453<br>100% | 47<br>100% | 17<br>100%   | 75<br>100%                 | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%      | 451<br>100%     |
| Property   | 43<br>9%    | 38<br>8%    | 5<br>11%   | -  | 43<br>57%<br>efghij        | -<br>-   | -                           | -   | -  | -   |   | -               | 43<br>9%<br>k   |
| Professional, scientific & technical               | 118<br>24%  | 109<br>24%  | 9<br>19%   | -  | -                          | -  | -                           | -   | 118<br>100%<br>defgij                      | -   |   | -               | 118<br>26%<br>k |
| Business administration and support services       | 39<br>8%    | 35<br>8%    | 3<br>7%    | -  | -                          | <del>-</del>   | -                           | 39<br>59%<br>defhij   | -  | -   | -<br>-  |                 | 39<br>9%        |
| Public administration and defence                  | -           | -           | -          | -  | -                          | -  | -                           | -   | -  | -   | -   | -               | -               |
| Education  | 18<br>4%    | 17<br>4%    | 1<br>3%    | -  | -                          | -<br>-   | -                           | -<br>-  | -  | 18<br>64%<br>defghj   | -<br>-  |                 | 18<br>4%        |
| Health   | 10<br>2%    | 9<br>2%     | 1<br>2%    |  | -                          | -<br>-   | -                           |   |  | 10<br>36%<br>defghj   | -<br>-  |                 | 10<br>2%        |
| Arts, entertainment, recreation and other services | 34<br>7%    | 32<br>7%    | 2<br>4%    | -  | -                          | -  | -                           | -   | -  | -   | 34<br>100%<br>defghi  | -               | 34<br>8%        |
| Other services                                     | -           | -<br>-      | -          |  | -                          | -  |                             |   | -  |   |   |                 | -               |
| NETS   |             |             |            |  |                            |  |                             |   |  |   |   |                 |                 |
| Net: Manufacturing                                 | 49<br>10%   | 44<br>10%   | 5<br>11%   | 17<br>100%   | 32<br>43%<br>efghij        | -  | -                           | -   | -  | -   |   | 49<br>100%<br>1 | -               |



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

|  |             | BUSINES     | S SIZE     |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING  | G/SERVICES       |
|--|-------------|-------------|------------|--|-------------------------|--|-----------------------------|---|--|---|---|----------------|------------------|
|  | Total       | 0-9         | 10+        | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services         |
| <del>-</del>   |             | a           | b          | *c   | d                       | e  | f                           | g   | h  | i   | j   | k              | 1                |
| Unweighted Total   | 500         | 300         | 200        | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459              |
| Weighted Total   | 500<br>100% | 453<br>100% | 47<br>100% | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%      |
| Net: Services  | 451<br>90%  | 409<br>90%  | 42<br>89%  | -  | 43<br>57%               | 95<br>100%<br>d  | 68<br>100%<br>d             | 65<br>100%<br>d   | 118<br>100%<br>d                           | 28<br>100%<br>d   | 34<br>100%<br>d   | -              | 451<br>100%<br>k |
| Net: Agriculture, forestry $\&$ fishing / production   | 17<br>3%    | 16<br>4%    | 1<br>2%    | 17<br>100%   | -                       | -  | -                           | -   | -  | -   | -   | 17<br>34%<br>1 | -                |
| Net: Construction / property   | 75<br>15%   | 66<br>14%   | 9<br>20%   | -  | 75<br>100%<br>efghij    | -  | -                           | -   | -  | -   | -   | 32<br>66%<br>1 | 43<br>9%         |
| Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services | 95<br>19%   | 86<br>19%   | 10<br>21%  | -<br>-   | -                       | 95<br>100%<br>dfghij   | -<br>-                      | -<br>-  | -  | -<br>-  | -   | -              | 95<br>21%<br>k   |
| Net: Finance & insurance/ Business<br>administration & support services                      | 65<br>13%   | 57<br>13%   | 8<br>17%   | -  | -                       | :  | -                           | 65<br>100%<br>defhij                                      | -  | :   | Ī   | -              | 65<br>14%<br>k   |
| Net: Public administration and defence / education / health                                  | 28<br>6%    | 26<br>6%    | 2<br>5%    | -<br>-   | -<br>-                  | -<br>-   | -<br>-                      | -<br>-  | -  | 28<br>100%<br>defghj  | -   | -<br>-         | 28<br>6%         |



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

|                                      |             | LOCAT           |                 | EXPECTED C | HANGES IN WORKFO | RCE SIZE   | PAST RECRU       |                           | CAPA          | CITY           | ]           | EXPECTED PRICES |            |
|--------------------------------------|-------------|-----------------|-----------------|------------|------------------|------------|------------------|---------------------------|---------------|----------------|-------------|-----------------|------------|
|                                      | Total       | Inner<br>London | Outer<br>London | Increase   | Stay the same    | Fall       | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise        | Stay the same   | Fall       |
| Unweighted Total                     | 500         | a<br>262        | b<br>238        | c<br>110   | d<br>321         | e<br>69    | 1<br>141         | g<br>359                  | h<br>198      | 302            | J<br>152    | k<br>289        | 59         |
| ŭ                                    |             |                 |                 |            |                  |            |                  |                           |               |                |             |                 |            |
| Weighted Total                       | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100% | 398<br>100%      | 49<br>100% | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%    | 122<br>100% | 324<br>100%     | 54<br>100% |
| Agriculture, forestry & fishing      | 9           | 3               | 6               | 3          | 7                | -          | 5                | 4                         | 9             | *              | 2           | 7               | *          |
|                                      | 2%          | 1%              | 3%              | 5%         | 2%               | -          | 6%<br>g          | 1%                        | 5%<br>i       | *              | 2%          | 2%              | *          |
| Production                           | 8           | 5               | 3               | *          | 7                | *          | *                | 8                         | 3             | 5              | 5           | *               | 3          |
|                                      | 2%          | 2%              | 1%              | *          | 2%               | 1%         | *                | 2%                        | 2%            | 2%             | 4%<br>k     | *               | 5%<br>k    |
| Construction                         | 32          | 9               | 23              | 3          | 27               | 3          | 9                | 23                        | 12            | 20             | 11          | 18              | 2          |
|                                      | 6%          | 3%              | 10%<br>a        | 5%         | 7%               | 5%         | 12%<br>g         | 5%                        | 7%            | 6%             | 9%          | 6%              | 5%         |
| Motor trades                         | 3           | 2               | 1               | -          | 3                | *          | *                | 3                         | 2             | 1              | -           | 3               | *          |
|                                      | 1%          | 1%              | 1%              | -          | 1%               | *          | *                | 1%                        | 1%            | *              | -           | 1%              | *          |
| Wholesale                            | 18<br>4%    | 12<br>4%        | 6<br>2%         | 1<br>2%    | 13<br>3%         | 3<br>7%    | 3<br>4%          | 15<br>3%                  | 5<br>3%       | 13<br>4%       | 5<br>4%     | 10<br>3%        | 2<br>4%    |
| Retail                               | 52          | 24              | 28              | 8          | 38               | 6          | 7                | 45                        | 15            | 36             | 16          | 28              | 7          |
|                                      | 10%         | 9%              | 12%             | 14%        | 10%              | 12%        | 9%               | 11%                       | 9%            | 11%            | 13%         | 9%              | 14%        |
| Transport & storage (inc. postal)    | 7<br>1%     | 2<br>1%         | 5<br>2%         | *          | 7<br>2%          | *          | 1<br>2%          | 6<br>1%                   | 1<br>1%       | 6<br>2%        | 5<br>4%     | 2<br>*          | -          |
|                                      | 170         | 170             | 270             |            | 270              |            | 270              | 170                       | 170           | 270            | k           |                 |            |
| Accommodation & food services        | 16<br>3%    | 10<br>4%        | 6<br>3%         | 3<br>5%    | 13<br>3%         | *<br>1%    | 4<br>5%          | 13<br>3%                  | 2<br>1%       | 14<br>4%       | 4<br>4%     | 10<br>3%        | 1<br>3%    |
|                                      | 3/0         | 470             | 3/0             | 5/0        | 3/0              | 170        | 5/0              | 370                       | 170           | h              | 470         | 3/0             | 370        |
| Information & communication          | 68<br>14%   | 44<br>17%       | 24<br>10%       | 12<br>23%  | 50<br>13%        | 6<br>11%   | 13<br>18%        | 55<br>13%                 | 29<br>16%     | 39<br>12%      | 2<br>1%     | 61              | 6<br>10%   |
|                                      | 1476        | b               | 10%             | 23%<br>d   | 13%              | 1170       | 10%              | 1376                      | 10%           | 12%            | 170         | 19%<br>j        | j          |
| Finance & insurance                  | 26          | 12              | 14              | 3          | 21               | 2          | 3                | 23                        | 14            | 12             | 13          | 14              | *          |
|                                      | 5%          | 5%              | 6%              | 6%         | 5%               | 5%         | 5%               | 5%                        | 8%            | 4%             | 10%<br>kl   | 4%              | *          |
| Property                             | 43          | 30              | 12              | -          | 40               | 3          | 4                | 39                        | 21            | 22             | 14          | 24              | 5          |
|                                      | 9%          | 11%<br>b        | 5%              | -          | 10%<br>c         | 5%<br>c    | 5%               | 9%                        | 12%           | 7%             | 11%         | 7%              | 10%        |
| Professional, scientific & technical | 118         | 62              | 56              | 7          | 98               | 12         | 5                | 112                       | 43            | 74             | 24          | 79              | 15         |
|                                      | 24%         | 23%             | 24%             | 14%        | 25%<br>c         | 25%        | 8%               | 26%<br>f                  | 25%           | 23%            | 20%         | 24%             | 28%        |



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

|  |             | LOCAT           |                 | EXPECTED C   | HANGES IN WORKFO | RCE SIZE      | PAST RECRU       |                           | CAPA           | ACITY           | 1              | EXPECTED PRICES     |            |
|--|-------------|-----------------|-----------------|--------------|------------------|---------------|------------------|---------------------------|----------------|-----------------|----------------|---------------------|------------|
|  | Total       | Inner<br>London | Outer<br>London | Increase     | Stay the same    | Fall          | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise           | Stay the same       | Fall       |
| _  |             | a               | b               | c            | d                | e             | f                | g                         | h              | i               | j              | k                   | 1          |
| Unweighted Total                                   | 500         | 262             | 238             | 110          | 321              | 69            | 141              | 359                       | 198            | 302             | 152            | 289                 | 59         |
| Weighted Total                                     | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%   | 398<br>100%      | 49<br>100%    | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%    | 324<br>100%         | 54<br>100% |
| Business administration and support services       | 39<br>8%    | 20<br>7%        | 19<br>8%        | 5<br>10%     | 30<br>8%         | 4<br>7%       | 9<br>12%         | 30<br>7%                  | 5<br>3%        | 33<br>10%<br>h  | 4<br>4%        | 30<br>9%<br>j       | 5<br>8%    |
| Public administration and defence                  | -           | -               | -<br>-          | -            | -<br>-           | -             | -                | -                         | -              | -<br>-          | -              | -                   | -          |
| Education  | 18<br>4%    | 8<br>3%         | 10<br>4%        | 1<br>1%      | 14<br>4%         | 3<br>7%       | 3<br>4%          | 15<br>3%                  | 6<br>3%        | 12<br>4%        | 4<br>3%        | 13<br>4%            | 2<br>3%    |
| Health   | 10<br>2%    | 4<br>2%         | 6<br>3%         | 4<br>7%<br>d | 6<br>1%          | 1<br>2%       | 3<br>4%          | 7<br>2%                   | 2<br>1%        | 8<br>2%         | 5<br>4%        | 5<br>2%             | *          |
| Arts, entertainment, recreation and other services | 34<br>7%    | 20<br>7%        | 15<br>6%        | 4<br>7%      | 24<br>6%         | 6<br>13%<br>d | 3<br>5%          | 31<br>7%                  | 8<br>5%        | 26<br>8%        | 8<br>7%        | 21<br>6%            | 5<br>9%    |
| Other services                                     | -           | -               | -               | -            | -                | -             |                  |                           | -              | -               | -              | -                   | -          |
| NETS   |             |                 |                 |              |                  |               |                  |                           |                |                 |                |                     |            |
| Net: Manufacturing                                 | 49<br>10%   | 16<br>6%        | 32<br>14%<br>a  | 5<br>10%     | 40<br>10%        | 3<br>6%       | 14<br>19%<br>g   | 35<br>8%                  | 23<br>13%<br>i | 25<br>8%        | 18<br>15%<br>k | <sup>25</sup><br>8% | 5<br>10%   |
| Net: Services                                      | 451<br>90%  | 249<br>94%<br>b | 203<br>86%      | 48<br>90%    | 357<br>90%       | 46<br>94%     | 58<br>81%        | 393<br>92%<br>f           | 154<br>87%     | 298<br>92%<br>h | 104<br>85%     | 299<br>92%<br>j     | 49<br>90%  |
| Net: Agriculture, forestry & fishing / production  | 17<br>3%    | 8<br>3%         | 9<br>4%         | 3<br>5%      | 14<br>3%         | * 1%          | 5<br>7%<br>g     | 12<br>3%                  | 11<br>6%<br>i  | 5<br>2%         | 7<br>6%        | 7<br>2%             | 3<br>5%    |
| Net: Construction / property                       | 75<br>15%   | 39<br>15%       | 36<br>15%       | 3<br>5%      | 67<br>17%<br>c   | 5<br>10%      | 12<br>17%        | 62<br>15%                 | 33<br>18%      | 42<br>13%       | 25<br>20%<br>k | 42<br>13%           | 8<br>14%   |



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

|  |             | LOCA            |                 | EXPECTED C | HANGES IN WORKFO | ORCE SIZE  | PAST RECRU       |                           | CAPA          | ACITY          | I              | EXPECTED PRICES |            |
|--|-------------|-----------------|-----------------|------------|------------------|------------|------------------|---------------------------|---------------|----------------|----------------|-----------------|------------|
|  | Total       | Inner<br>London | Outer<br>London | Increase   | Stay the same    | Fall       | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise           | Stay the same   | Fall       |
| _  |             | a               | b               | c          | d                | e          | f                | g                         | h             | i              | j              | k               | 1          |
| Unweighted Total   | 500         | 262             | 238             | 110        | 321              | 69         | 141              | 359                       | 198           | 302            | 152            | 289             | 59         |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100% | 398<br>100%      | 49<br>100% | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%    | 122<br>100%    | 324<br>100%     | 54<br>100% |
| Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services | 95<br>19%   | 49<br>18%       | 47<br>20%       | 12<br>22%  | 74<br>19%        | 10<br>20%  | 15<br>21%        | 81<br>19%                 | 25<br>14%     | 70<br>22%<br>h | 31<br>25%<br>k | 53<br>16%       | 11<br>21%  |
| Net: Finance & insurance/ Business administration<br>& support services                      | 65<br>13%   | 32<br>12%       | 33<br>14%       | 9<br>16%   | 51<br>13%        | 6<br>12%   | 12<br>17%        | 53<br>12%                 | 19<br>11%     | 46<br>14%      | 17<br>14%      | 43<br>13%       | 5<br>9%    |
| Net: Public administration and defence / education / health                                  | 28<br>6%    | 13<br>5%        | 16<br>7%        | 4<br>8%    | 20<br>5%         | 4<br>8%    | 6<br>8%          | 22<br>5%                  | 8<br>4%       | 20<br>6%       | 9<br>7%        | 18<br>6%        | 2<br>3%    |



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

|                                      |             |                      | BUSINESS B                | OROUGH          |                             |
|--------------------------------------|-------------|----------------------|---------------------------|-----------------|-----------------------------|
|                                      | Total       | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|                                      | <u></u> -   | a                    | b                         | c               | d                           |
| Unweighted Total                     | 500         | 114                  | 235                       | 90              | 61                          |
| Weighted Total                       | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Agriculture, forestry & fishing      | 9<br>2%     | 2<br>2%              | 3<br>1%                   | 4<br>5%<br>b    | -                           |
| Production                           | 8<br>2%     | 3<br>2%              | 5<br>2%                   | *               | *                           |
| Construction                         | 32<br>6%    | 12<br>11%<br>b       | 9<br>4%                   | 6<br>7%         | 5<br>7%                     |
| Motor trades                         | 3<br>1%     |                      | 2<br>1%                   |                 | 1<br>2%                     |
| Wholesale                            | 18<br>4%    | 8<br>8%<br>b         | 6<br>2%                   | 3<br>4%         | * 1%                        |
| Retail                               | 52<br>10%   | 13<br>12%            | 21<br>9%                  | 15<br>17%<br>bd | 4<br>6%                     |
| Transport & storage (inc. postal)    | 7<br>1%     | *                    | 2<br>1%                   | 2<br>2%         | 4<br>6%<br>ab               |
| Accommodation & food services        | 16<br>3%    | 1<br>1%              | 6<br>3%                   | 7<br>9%<br>ab   | 1<br>2%                     |
| Information & communication          | 68<br>14%   | 6<br>5%              | 41<br>17%<br>a            | 10<br>12%       | 11<br>17%<br>a              |
| Finance & insurance                  | 26<br>5%    | 6<br>5%              | 12<br>5%                  | 5<br>6%         | 3<br>5%                     |
| Property                             | 43<br>9%    | 8<br>7%<br>c         | 30<br>13%<br>c            | -               | 4<br>7%<br>c                |
| Professional, scientific & technical | 118<br>24%  | 28<br>26%            | 59<br>24%                 | 13<br>15%       | 18<br>28%                   |



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

|  |             |                      | BUSINESS BO               | OROUGH          |                             |
|--|-------------|----------------------|---------------------------|-----------------|-----------------------------|
|  | Total       | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|  |             | a                    | b                         | c               | d                           |
| Unweighted Total   | 500         | 114                  | 235                       | 90              | 61                          |
| Weighted Total   | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Business administration and support services   | 39<br>8%    | 7<br>7%              | 17<br>7%                  | 9<br>10%        | 6<br>8%                     |
| Public administration and defence  | -           | -                    | -<br>-                    | -               | -                           |
| Education  | 18<br>4%    | 4<br>3%              | 7<br>3%                   | 2<br>3%         | 5<br>7%                     |
| Health   | 10<br>2%    | 3<br>3%              | 3<br>1%                   | 3<br>4%         | 1<br>1%                     |
| Arts, entertainment, recreation and other services   | 34<br>7%    | 7<br>7%              | 20<br>8%                  | 5<br>6%         | 2<br>3%                     |
| Other services   | -           | -                    |                           |                 | -                           |
| NETS   |             |                      |                           |                 |                             |
| Net: Manufacturing   | 49<br>10%   | 17<br>16%<br>b       | 16<br>7%                  | 11<br>12%       | 5<br>7%                     |
| Net: Services  | 451<br>90%  | 90<br>84%            | 225<br>93%<br>a           | 75<br>88%       | 61<br>93%                   |
| Net: Agriculture, forestry & fishing / production  | 17<br>3%    | 5<br>4%              | 8<br>3%                   | 4<br>5%         | *                           |
| Net: Construction / property   | 75<br>15%   | 20<br>19%<br>c       | 39<br>16%<br>c            | 6<br>7%         | 9<br>14%                    |
| Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services | 95<br>19%   | 22<br>21%            | 36<br>15%                 | 27<br>31%<br>bd | 10<br>16%                   |



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

|   |             |                      | BUSINESS BO               | OROUGH       |                             |
|---|-------------|----------------------|---------------------------|--------------|-----------------------------|
|   | Total       | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|   |             | a                    | b                         | С            | d                           |
| Unweighted Total  | 500         | 114                  | 235                       | 90           | 61                          |
| Weighted Total  | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%   | 65<br>100%                  |
| Net: Finance & insurance/ Business administration &         |             |                      |                           |              |                             |
| support services  | 65          | 13                   | 29                        | 14           | 9                           |
|   | 13%         | 12%                  | 12%                       | 16%          | 14%                         |
| Net: Public administration and defence / education / health | 28          | 7                    | 10                        | 5            | 6                           |
|   | 6%          | 6%                   | 4%                        | 6%           | 9%                          |



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

|                      |             | BUSINES     | S SIZE         |  |                         |   | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|----------------------|-------------|-------------|----------------|--|-------------------------|---|-----------------------------|---|--|---|---|---------------|-------------|
|                      | Total       | 0-9         | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades / wholesale / retail / transport & storage / accommodation & food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                      |             | a           | b              | *c   | d                       | <u>е</u>  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total     | 500         | 300         | 200            | 15   | 48                      | 113   | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total       | 500<br>100% | 453<br>100% | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%  | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Barking and Dagenham | 7<br>1%     | 6<br>1%     | 1<br>3%        | 2<br>12%   | -<br>-                  | 3<br>3%   | *<br>1%                     | -<br>-  | -  | 1<br>3%   | *<br>1%   | 2<br>4%       | 5<br>1%     |
| Barnet               | 35<br>7%    | 33<br>7%    | 2<br>4%        |  | 5<br>7%                 | 6<br>6%   | *                           | 7<br>10%<br>f   | 13<br>11%<br>f                             | 2<br>9%<br>f  | 1<br>4%   |               | 35<br>8%    |
| Bexley               | 1<br>*      | 1<br>*      | *              | -  | -                       | 1<br>1%   | -                           | *   | -  | -   | -   | -             | 1 *         |
| Brent                | 12<br>2%    | 12<br>3%    | 1<br>2%        | *<br>2%  | 4<br>6%                 | 2<br>2%   | *                           | 2<br>3%   | *  | 1<br>5%   | 2<br>6%   | 5<br>10%<br>1 | 8<br>2%     |
| Bromley              | 12<br>2%    | 11<br>2%    | 1<br>2%        | <u>-</u>   | 2<br>3%                 | 1<br>1%   | 2<br>4%                     | 2<br>3%   | 3<br>2%                                    | -   | 1<br>3%   | 2<br>5%       | 10<br>2%    |
| City of London       | 45<br>9%    | 35<br>8%    | 10<br>21%<br>a | 3<br>15%   | 3<br>4%                 | 7<br>8%<br>j  | 6<br>9%<br>j                | 8<br>13%<br>j   | 13<br>11%<br>j                             | 4<br>13%<br>j   | 1<br>1%   | 6<br>12%      | 39<br>9%    |
| City of Westminster  | 36<br>7%    | 31<br>7%    | 5<br>11%       | *  | 16<br>21%<br>efghij     | 8<br>9%   | 3<br>4%                     | 3<br>5%   | 3<br>3%                                    | 1<br>2%   | 2<br>7%   | 3<br>6%       | 33<br>7%    |
| Camden               | 21<br>4%    | 19<br>4%    | 2<br>5%        | -  | 3<br>4%                 | 2<br>2%   | 6<br>8%<br>ei               | 6<br>9%<br>ei   | 3<br>3%                                    | -   | 2<br>5%   | -             | 21<br>5%    |
| Croydon              | 8<br>2%     | 8<br>2%     | 1<br>1%        | *  | 2<br>3%                 | 4<br>4%   | -                           | -   | -  | 1<br>5%<br>g  | *<br>1%   | **            | 8<br>2%     |
| Ealing               | 14<br>3%    | 10<br>2%    | 4<br>8%<br>a   | 2<br>12%   | 1<br>2%                 | 5<br>6%   | *                           | 2<br>3%   | 2<br>1%                                    | 1<br>2%   | 1<br>3%   | 3<br>7%       | 11<br>2%    |
| Enfield              | 19<br>4%    | 17<br>4%    | 1<br>3%        | *  | 1<br>1%                 | 4<br>4%   | 2<br>4%                     | 3<br>5%   | 5<br>4%                                    | 2<br>7%   | 1<br>2%   | 1<br>2%       | 18<br>4%    |



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

|                        |             | BUSINES     | S SIZE       |  |                         |  | INDUS                       | TRY   |  |   |   | MANUFACTURING | S/SERVICES  |
|------------------------|-------------|-------------|--------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                        | Total       | 0-9         | 10+          | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                        |             | a           | b            | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total       | 500         | 300         | 200          | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total         | 500<br>100% | 453<br>100% | 47<br>100%   | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Greenwich              | 7<br>1%     | 6<br>1%     | 1<br>1%      |  | -                       | 3<br>3%  | 2<br>4%                     | *   | -  | 1<br>2%   | 1<br>2%   |               | 7<br>1%     |
| Hackney                | 15<br>3%    | 13<br>3%    | 1<br>3%      | 3<br>15%   | -                       | -  | 4<br>6%<br>e                | 2<br>3%   | 3<br>3%                                    | 2<br>6%<br>e  | 1<br>3%<br>e  | 3<br>5%       | 12<br>3%    |
| Hammersmith and Fulham | 12<br>2%    | 11<br>2%    | 1<br>2%      | *  | -                       | 3<br>3%  | 3<br>4%                     | 2<br>3%   | 3<br>3%                                    | *<br>2%   | *   | *             | 12<br>3%    |
| Haringey               | 16<br>3%    | 15<br>3%    | 1<br>2%      | -  | 1<br>2%                 | 5<br>5%  | 6<br>8%<br>h                | 2<br>3%   | -  | 1<br>3%   | 2<br>6%   | -             | 16<br>4%    |
| Harrow                 | 13<br>3%    | 13<br>3%    | *<br>1%      | 2<br>13%   | 2<br>3%                 | 2<br>2%  | -                           | -   | 5<br>4%                                    | *<br>1%   | 1<br>4%   | 4<br>9%<br>1  | 9<br>2%     |
| Havering               | 5<br>1%     | 4<br>1%     | 1<br>3%      | <u>-</u>   | 1<br>1%                 | 1<br>1%  | -                           | 2<br>3%   | -  | -   | 1<br>4%   | 1<br>2%       | 4<br>1%     |
| Hillingdon             | 13<br>3%    | 12<br>3%    | 1<br>2%      | -  | 7<br>9%<br>fgj          | 3<br>3%  | -                           |   | 3<br>2%                                    | 1<br>2%   | *<br>1%   | 5<br>9%<br>1  | 8<br>2%     |
| Hounslow               | 7<br>1%     | 7<br>1%     | 1<br>1%      | -  | -                       |  | 3<br>4%<br>e                | *<br>1%   | 3<br>2%                                    | 1<br>2%   | 1<br>3%   | -             | 7<br>2%     |
| Islington              | 11<br>2%    | 8<br>2%     | 3<br>7%<br>a | -  | 3<br>4%                 | *  | 1<br>2%                     | 2<br>3%   | 2<br>2%                                    | -   | 3<br>9%<br>ei   | -             | 11<br>2%    |
| Kensington and Chelsea | 11<br>2%    | 10<br>2%    | 1<br>2%      | 3<br>15%   | 3<br>4%                 | 2<br>2%  |                             |   | 3<br>3%                                    |   | *   | 3<br>5%       | 8<br>2%     |
| Kingston upon Thames   | 12<br>2%    | 10<br>2%    | 2<br>3%      | -  | 2<br>3%                 | 2<br>2%  | 1<br>2%                     | -   | 3<br>2%                                    | 3<br>10%<br>egj   | *   | 2<br>5%       | 9<br>2%     |



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

|                      |             | BUSINES       | SS SIZE    |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | S/SERVICES  |
|----------------------|-------------|---------------|------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                      | Total       | 0-9           | 10+        | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                      | <del></del> | a             | b          | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total     | 500         | 300           | 200        | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total       | 500<br>100% | 453<br>100%   | 47<br>100% | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Lambeth              | 10<br>2%    | 10<br>2%      | *          | -  | 3<br>4%<br>e            | -  | -                           | *   | 6<br>5%<br>e                               | -   | 1<br>3%   |               | 10<br>2%    |
| Lewisham             | 2 *         | 2<br>*        | -          | -  |                         | -  | -                           | -   | -  | -   | 2<br>6%<br>eg   | -             | 2 *         |
| Merton               | 5<br>1%     | 5<br>1%       | *          | -  | -                       | *  | -                           | 5<br>8%<br>dehij  | -  | -   | -   | -             | 5<br>1%     |
| Newham               | 11<br>2%    | 11<br>2%      | 1<br>1%    | -  | -                       | 10<br>10%<br>dfghj   | *                           | *   | -  | 2<br>6%<br>ghj  | -   | -<br>-        | 11<br>3%    |
| Redbridge            | 26<br>5%    | 25<br>6%<br>b | 1<br>2%    | -  | 4<br>6%                 | 4<br>4%  | 5<br>7%                     | 7<br>11%<br>ij  | 5<br>4%                                    | *<br>1%   | *<br>1%   | 4<br>9%       | 21<br>5%    |
| Richmond upon Thames | 18<br>4%    | 17<br>4%      | 1<br>1%    | -  | 2<br>3%                 | *  | 2<br>4%                     | 2<br>3%   | 10<br>9%<br>ej                             | 1<br>2%   | -   | *             | 18<br>4%    |
| Southwark            | 26<br>5%    | 24<br>5%      | 2<br>4%    | * 1%   | 3<br>4%                 | 10<br>11%<br>g   | 3<br>4%                     | *   | 7<br>6%<br>g                               | 2<br>6%<br>g  | 2<br>5%   | 3<br>6%       | 23<br>5%    |
| Sutton               | 11<br>2%    | 11<br>2%<br>b | *          | -  | -                       | 2<br>3%  | 5<br>7%<br>g                | -<br>-  | 3<br>2%                                    | 1<br>2%   | *<br>1%   | -<br>-        | 11<br>2%    |
| Tower Hamlets        | 20<br>4%    | 19<br>4%      | 1<br>3%    | -  | 3<br>4%<br>e            | -  | 9<br>13%<br>eh              | 3<br>4%<br>e  | 3<br>3%                                    | 1<br>3%   | 2<br>4%<br>e  | -             | 20<br>4%    |
| Waltham Forest       | 10<br>2%    | 9<br>2%       | 1<br>1%    | 2<br>12%   | -                       | 1<br>1%  | -                           | 2<br>3%   | 3<br>3%                                    | -   | 2<br>6%   | 2<br>4%       | 8<br>2%     |
| Wandsworth           | 29<br>6%    | 28<br>6%      | 1<br>3%    | -  | 3<br>4%                 | 2<br>2%  | 3<br>4%                     | 3<br>4%   | 15<br>13%<br>e                             | 1<br>3%   | 3<br>7%   | -             | 29<br>6%    |



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

|                               | _           | BUSINES         | S SIZE         |  |                |  | INDUS                       | STRY  |  |   |   | MANUFACTURING  | G/SERVICES      |
|-------------------------------|-------------|-----------------|----------------|--|----------------|--|-----------------------------|---|--|---|---|----------------|-----------------|
|                               | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services        |
|                               |             | a               | b              | *c   | d              | e  | f                           | g   | h  | i   | j   | k              | 1               |
| Unweighted Total              | 500         | 300             | 200            | 15   | 48             | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459             |
| Weighted Total                | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%     | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%     |
| Outside London                | -<br>-      | -               | -              | -  | -              |  |                             |   | -  |   | -   |                | -               |
| NETS                          |             |                 |                |  |                |  |                             |   |  |   |   |                |                 |
| Net: Inner London             | 265<br>53%  | 235<br>52%      | 30<br>64%<br>a | 8<br>47%   | 39<br>52%      | 49<br>51%  | 44<br>64%                   | 32<br>49%   | 62<br>52%                                  | 13<br>45%   | 20<br>57%   | 16<br>34%      | 249<br>55%<br>k |
| Net: Outer London             | 235<br>47%  | 218<br>48%<br>b | 17<br>36%      | 9<br>53%   | 36<br>48%      | 47<br>49%  | 24<br>36%                   | 33<br>51%   | 56<br>48%                                  | 16<br>55%   | 15<br>43%   | 32<br>66%<br>1 | 203<br>45%      |
| Net: West London Alliance     | 107<br>21%  | 99<br>22%       | 9<br>19%       | 5<br>28%   | 20<br>27%<br>f | 22<br>23%<br>f   | 6<br>9%                     | 13<br>20%   | 28<br>24%<br>f                             | 7<br>23%  | 7<br>21%  | 17<br>35%<br>1 | 90<br>20%       |
| Net: Central London Forward   | 242<br>48%  | 213<br>47%      | 28<br>60%<br>a | 8<br>47%   | 39<br>52%      | 36<br>38%  | 41<br>60%<br>ei             | 29<br>45%   | 59<br>50%                                  | 10<br>37%   | 20<br>57%<br>ei   | 16<br>34%      | 225<br>50%<br>k |
| Net: Local London             | 86<br>17%   | 79<br>18%       | 6<br>13%       | 4<br>25%   | 6<br>9%        | 27<br>28%<br>dhj   | 10<br>15%                   | 14<br>21%   | 13<br>11%                                  | 5<br>19%  | 5<br>16%  | 11<br>22%      | 75<br>17%       |
| Net: South London Partnership | 65<br>13%   | 62<br>14%<br>b  | 4<br>8%        | *  | 9<br>12%       | 10<br>11%  | 11<br>16%<br>j              | 9<br>14%  | 18<br>15%<br>j                             | 6<br>20%<br>j   | 2<br>6%   | 5<br>10%       | 61<br>13%       |



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

|                      |             | LOCA            |                 | EXPECTED C     | HANGES IN WORKFO | ORCE SIZE     | PAST RECRU       |                           | CAPA           | CITY           |              | EXPECTED PRICES |                          |
|----------------------|-------------|-----------------|-----------------|----------------|------------------|---------------|------------------|---------------------------|----------------|----------------|--------------|-----------------|--------------------------|
|                      | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same    | Fall          | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise         | Stay the same   | Fall                     |
|                      |             | a               | b               | c              | d                | e             | f                | g                         | h              | 1              | J            | k               | I                        |
| Unweighted Total     | 500         | 262             | 238             | 110            | 321              | 69            | 141              | 359                       | 198            | 302            | 152          | 289             | 59                       |
| Weighted Total       | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%      | 49<br>100%    | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%  | 324<br>100%     | 54<br>1009               |
| Barking and Dagenham | 7<br>1%     | -               | 7<br>3%<br>a    | 3<br>5%<br>d   | 4<br>1%          | *<br>1%       | 2<br>2%          | 5<br>1%                   | 4<br>2%        | 3<br>1%        | 3<br>2%      | 4<br>1%         | 1                        |
| Barnet               | 35<br>7%    |                 | 35<br>15%<br>a  | 2<br>4%        | 28<br>7%         | 5<br>10%      | 5<br>7%          | 30<br>7%                  | 13<br>7%       | 22<br>7%       | 6<br>5%      | 23<br>7%        | 6<br>109                 |
| Bexley               | 1<br>*      | -               | 1<br>1%         | *              | 1<br>*           | -             | *                | 1<br>*                    | 1<br>1%        | -              | *            | 1<br>*          | -                        |
| Brent                | 12<br>2%    | -               | 12<br>5%<br>a   | 2<br>4%        | 10<br>2%         | 1<br>1%       | 2<br>3%          | 10<br>2%                  | 3<br>2%        | 9<br>3%        | 3<br>3%      | 5<br>2%         | 4<br>7%<br>k             |
| Bromley              | 12<br>2%    | -               | 12<br>5%<br>a   | *              | 9<br>2%          | 3<br>5%<br>c  | 2<br>3%          | 10<br>2%                  | 4<br>2%        | 8<br>2%        | 1<br>1%      | 10<br>3%        | *<br>19                  |
| City of London       | 45<br>9%    | 45<br>17%<br>b  | -               | 13<br>24%<br>d | 26<br>6%         | 6<br>13%      | 18<br>25%<br>g   | 27<br>6%                  | 27<br>15%<br>i | 18<br>6%       | 11<br>9%     | 27<br>8%        | 7<br>13 <sup>9</sup>     |
| City of Westminster  | 36<br>7%    | 36<br>14%<br>b  | -<br>-          | 1<br>1%        | 35<br>9%<br>ce   | 1<br>2%       | 9<br>12%<br>g    | 27<br>6%                  | 23<br>13%<br>i | 14<br>4%       | 12<br>10%    | 20<br>6%        | 3 69                     |
| Camden               | 21<br>4%    | 21<br>8%<br>b   | -<br>-          | 4<br>7%        | 16<br>4%         | 1<br>1%       | 1<br>1%          | 20<br>5%                  | 9<br>5%        | 12<br>4%       | 4<br>3%      | 16<br>5%        | 1<br>29                  |
| Croydon              | 8<br>2%     | -               | 8<br>3%<br>a    | *              | 7<br>2%          | 1<br>2%       | 2<br>3%          | 6<br>1%                   | *              | 8<br>2%<br>h   | 3<br>2%      | 4<br>1%         | 1<br>29                  |
| Ealing               | 14<br>3%    | -               | 14<br>6%<br>a   | 1<br>1%        | 10<br>2%         | 4<br>7%<br>cd | 1<br>1%          | 13<br>3%                  | 3<br>2%        | 11<br>3%       | 5<br>4%<br>k | 4<br>1%         | 5<br>9 <sup>9</sup><br>k |
| Enfield              | 19<br>4%    | -               | 19<br>8%<br>a   | 1<br>1%        | 15<br>4%         | 3<br>7%       | *                | 19<br>4%<br>f             | 4<br>2%        | 15<br>5%       | 7<br>6%      | 11<br>4%        | -                        |
| Greenwich            | 7<br>1%     | -<br>-          | 7<br>3%<br>a    | 3<br>5%<br>d   | 3<br>1%          | 1<br>2%       | 3<br>4%<br>g     | 4<br>1%                   | 4<br>2%        | 2<br>1%        | *            | 6<br>2%         | -                        |



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

|                        |             | LOCAT           |                 | EXPECTED C   | HANGES IN WORKFO | RCE SIZE      | PAST RECRU       |                           | CAPA          | CITY           | ]            | EXPECTED PRICES |             |
|------------------------|-------------|-----------------|-----------------|--------------|------------------|---------------|------------------|---------------------------|---------------|----------------|--------------|-----------------|-------------|
|                        | Total       | Inner<br>London | Outer<br>London | Increase     | Stay the same    | Fall          | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise         | Stay the same   | Fall        |
| Unweighted Total       |             | a               | b               | c            | d                | e             | f                | g                         | h             | 1              | J            | k               | 1           |
| ŭ                      | 500         | 262             | 238             | 110          | 321              | 69            | 141              | 359                       | 198           | 302            | 152          | 289             | 59          |
| Weighted Total         | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%   | 398<br>100%      | 49<br>100%    | 71<br>100%       | 429<br>100%               | 177<br>100%   | 323<br>100%    | 122<br>100%  | 324<br>100%     | 54<br>100   |
| Hackney                | 15<br>3%    | 15<br>6%<br>b   | -               | 3<br>5%      | 11<br>3%         | 1<br>1%       | 4<br>5%          | 11<br>3%                  | 5<br>3%       | 9<br>3%        | 3<br>2%      | 12<br>4%        | 1<br>1      |
| Hammersmith and Fulham | 12<br>2%    | 12<br>5%<br>b   | -               | *            | 9<br>2%          | 3<br>7%<br>cd | *<br>1%          | 12<br>3%                  | 4<br>2%       | 8<br>3%        | 2<br>2%      | 10<br>3%        | -           |
| Haringey               | 16<br>3%    | 16<br>6%<br>b   | -               | 2<br>3%      | 14<br>4%         | 1<br>1%       | 2<br>2%          | 15<br>3%                  | 3<br>2%       | 14<br>4%       | 2<br>2%      | 14<br>4%        | 1           |
| Iarrow                 | 13<br>3%    |                 | 13<br>6%<br>a   | *<br>1%      | 11<br>3%         | 3<br>5%       | 2<br>3%          | 11<br>3%                  | 1 *           | 13<br>4%<br>h  | 4<br>3%      | 7<br>2%         | 3<br>5      |
| lavering               | 5<br>1%     | -<br>-          | 5<br>2%<br>a    | -            | 5<br>1%          | 1<br>1%       | 1<br>1%          | 4<br>1%                   | 1<br>1%       | 4<br>1%        | *            | 3<br>1%         | 1<br>2      |
| Hillingdon             | 13<br>3%    | -               | 13<br>6%<br>a   | 4<br>7%<br>d | 7<br>2%          | 2<br>5%       | 3<br>4%          | 10<br>2%                  | 6<br>4%       | 7<br>2%        | 5<br>4%      | 8<br>2%         | -           |
| Hounslow               | 7<br>1%     | -               | 7<br>3%<br>a    | 3<br>5%<br>d | 4<br>1%          | *             | *                | 7<br>2%                   | 3<br>2%       | 4<br>1%        | *            | 7<br>2%         | -           |
| slington               | 11<br>2%    | 11<br>4%<br>b   | -               | 2<br>5%      | 8<br>2%          | 1<br>1%       | 4<br>6%<br>g     | 7<br><b>2</b> %           | 5<br>3%       | 6<br>2%        | 3<br>3%      | 5<br>1%         | 3<br>6<br>k |
| Kensington and Chelsea | 11<br>2%    | 11<br>4%<br>b   | -               | *<br>1%      | 10<br>3%         | *             | *<br>1%          | 10<br>2%                  | 3<br>2%       | 8<br>2%        | 5<br>4%<br>k | 3<br>1%         | 3<br>5<br>k |
| Cingston upon Thames   | 12<br>2%    | -               | 12<br>5%<br>a   | 1<br>2%      | 10<br>3%         | -             | 1<br>1%          | 11<br>3%                  | 2<br>1%       | 10<br>3%       | 5<br>4%      | 7<br>2%         | -           |
| Lambeth                | 10<br>2%    | 10<br>4%<br>b   | -               | -            | 10<br>2%         | *             | 1<br>1%          | 9<br>2%                   | 3<br>2%       | 7<br>2%        | 1 *          | 9<br>3%         | -           |
| Lewisham               | 2 *         | 2<br>1%         | -               | -            | 2<br>1%          | -             | -                | 2<br>*                    | 1             | 2 *            | -            | 2<br>1%         | -           |



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

|                      |             | LOCAT                |                      | EXPECTED C     | HANGES IN WORKFO | ORCE SIZE    | PAST RECR        |                           | CAPA            | ACITY          | l l           | EXPECTED PRICES |                |
|----------------------|-------------|----------------------|----------------------|----------------|------------------|--------------|------------------|---------------------------|-----------------|----------------|---------------|-----------------|----------------|
|                      | Total       | Inner<br>London<br>a | Outer<br>London<br>b | Increase       | Stay the same d  | Fall e       | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity | Rise          | Stay the same k | Fall           |
| Jnweighted Total     | 500         | 262                  | 238                  | 110            | u<br>321         | 69           | 141              | g<br>359                  | 198             | 302            | J<br>152      | 289             | 59             |
| Weighted Total       | 500<br>100% | 265<br>100%          | 235<br>100%          | 53<br>100%     | 398<br>100%      | 49<br>100%   | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323<br>100%    | 122<br>100%   | 324<br>100%     | 5 <sup>2</sup> |
| Merton               | 5<br>1%     | -                    | 5<br>2%<br>a         | -              | 5<br>1%          | -            |                  | 5<br>1%                   | 2<br>1%         | 3<br>1%        | -             | 5<br>2%         |                |
| Newham               | 11<br>2%    | 11<br>4%<br>b        | -                    | *              | 11<br>3%         | *<br>1%      | *                | 11<br>3%                  | 3<br>2%         | 8<br>3%        | 4<br>3%       | 6<br>2%         | :              |
| Redbridge            | 26<br>5%    | -                    | 26<br>11%<br>a       | **             | 23<br>6%<br>c    | 3<br>6%<br>c | 1<br>1%          | 25<br>6%<br>f             | 2<br>1%         | 24<br>7%<br>h  | 8<br>7%       | 14<br>4%        |                |
| cichmond upon Thames | 18<br>4%    |                      | 18<br>8%<br>a        | 1<br>1%        | 17<br>4%         | *            | 1<br>2%          | 17<br>4%                  | 6<br>3%         | 12<br>4%       | *             | 13<br>4%<br>j   |                |
| outhwark             | 26<br>5%    | 26<br>10%<br>b       | -<br>-               | 5<br>9%        | 17<br>4%         | 4<br>9%      | 1<br>2%          | 25<br>6%<br>f             | 6<br>3%         | 20<br>6%       | 10<br>8%<br>l | 16<br>5%        |                |
| Sutton               | 11<br>2%    | -                    | 11<br>5%<br>a        | 1<br>2%        | 7<br>2%          | 2<br>5%      | -                | 11<br>3%                  | 5<br>3%         | 6<br>2%        |               | 10<br>3%<br>j   |                |
| ower Hamlets         | 20<br>4%    | 20<br>8%<br>b        | -                    | 1<br>1%        | 16<br>4%         | 3<br>6%      | 3<br>4%          | 17<br>4%                  | 7<br>4%         | 13<br>4%       | 6<br>5%       | 11<br>3%        |                |
| Valtham Forest       | 10<br>2%    | -                    | 10<br>4%<br>a        | * 1%           | 9<br>2%          | 1<br>1%      | 2<br>3%          | 8<br>2%                   | 4<br>2%         | 6<br>2%        | 1 *           | 9<br>3%         |                |
| Vandsworth           | 29<br>6%    | 29<br>11%<br>b       | -                    | 1<br>2%        | 28<br>7%<br>ce   | -            | *                | 29<br>7%<br>f             | 12<br>7%        | 18<br>5%       | 6<br>5%       | 22<br>7%        |                |
| Outside London       | -           | -                    | -                    | -              | -                | -            | -                | -                         | -               | -              | -             | -               |                |
| NETS                 |             |                      |                      |                |                  |              |                  |                           |                 |                |               |                 |                |
| let: Inner London    | 265<br>53%  | 265<br>100%<br>b     | -<br>-               | 31<br>59%<br>e | 214<br>54%       | 20<br>41%    | 43<br>60%        | 222<br>52%                | 108<br>61%<br>i | 157<br>49%     | 69<br>57%     | 171<br>53%      | :              |
| Net: Outer London    | 235<br>47%  | -                    | 235<br>100%          | 22<br>41%      | 184<br>46%       | 29<br>59%    | 28<br>40%        | 207<br>48%                | 69<br>39%       | 166<br>51%     | 53<br>43%     | 153<br>47%      | 3              |



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

|                               |             | LOCATI          |                 | EXPECTED O     | CHANGES IN WORKFO | ORCE SIZE      | PAST RECR        | UITMENT                   | CAPA            | CITY           | E           | EXPECTED PRICES |            |
|-------------------------------|-------------|-----------------|-----------------|----------------|-------------------|----------------|------------------|---------------------------|-----------------|----------------|-------------|-----------------|------------|
|                               | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same     | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity | Rise        | Stay the same   | Fall       |
|                               |             | a               | b               | c              | d                 | e              | f                | g                         | h               | i              | j           | k               | 1          |
| Unweighted Total              | 500         | 262             | 238             | 110            | 321               | 69             | 141              | 359                       | 198             | 302            | 152         | 289             | 59         |
| Weighted Total                | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%       | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323<br>100%    | 122<br>100% | 324<br>100%     | 54<br>100% |
| Net: West London Alliance     | 107<br>21%  | 12<br>5%        | 95<br>41%<br>a  | 12<br>23%      | 78<br>20%         | 17<br>35%<br>d | 14<br>20%        | 93<br>22%                 | 33<br>19%       | 74<br>23%      | 26<br>22%   | 64<br>20%       | 17<br>31%  |
| Net: Central London Forward   | 242<br>48%  | 242<br>91%<br>b | -               | 31<br>58%<br>e | 194<br>49%<br>e   | 17<br>34%      | 42<br>59%<br>g   | 199<br>46%                | 101<br>57%<br>i | 140<br>43%     | 63<br>52%   | 156<br>48%      | 23<br>42%  |
| Net: Local London             | 86<br>17%   | 11<br>4%        | 74<br>32%<br>a  | 7<br>13%       | 70<br>17%         | 9<br>19%       | 9<br>12%         | 77<br>18%                 | 24<br>13%       | 62<br>19%      | 23<br>19%   | 55<br>17%       | 8<br>14%   |
| Net: South London Partnership | 65<br>13%   | -               | 65<br>28%<br>a  | 3<br>6%        | 56<br>14%<br>c    | 6<br>12%       | 6<br>9%          | 59<br>14%                 | 19<br>11%       | 47<br>14%      | 9<br>8%     | 49<br>15%<br>j  | 7<br>13%   |



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

|                      |             | BUSINESS BOROUGH     |                             |                   |                             |  |  |  |  |  |
|----------------------|-------------|----------------------|-----------------------------|-------------------|-----------------------------|--|--|--|--|--|
|                      | Total       | West London Alliance | Central London<br>Forward   | Local London      | South London<br>Partnership |  |  |  |  |  |
|                      |             | a                    | b                           | c                 | d                           |  |  |  |  |  |
| Unweighted Total     | 500         | 114                  | 235                         | 90                | 61                          |  |  |  |  |  |
| Weighted Total       | 500<br>100% | 107<br>100%          | 242<br>100%                 | 86<br>100%        | 65<br>100%                  |  |  |  |  |  |
| Barking and Dagenham | 7<br>1%     | -                    | -                           | 7<br>8%<br>abd    | -                           |  |  |  |  |  |
| Barnet               | 35<br>7%    | 35<br>33%<br>bcd     | -<br>-                      | <del>-</del><br>- | -<br>-                      |  |  |  |  |  |
| Bexley               | 1           |                      | -<br>-                      | 1<br>1%           |                             |  |  |  |  |  |
| Brent                | 12<br>2%    | 12<br>12%<br>bcd     | -                           | <del>-</del><br>- | -                           |  |  |  |  |  |
| Bromley              | 12<br>2%    | -                    | -                           | -                 | 12<br>18%<br>abc            |  |  |  |  |  |
| City of London       | 45<br>9%    | -                    | 45<br>19%<br>acd            | <del>-</del><br>- | -                           |  |  |  |  |  |
| City of Westminster  | 36<br>7%    | -                    | 36<br>15%<br>acd            | <del>-</del><br>- | -<br>-                      |  |  |  |  |  |
| Camden               | 21<br>4%    | -                    | 21<br>9%<br>acd             | <del>-</del><br>- | -                           |  |  |  |  |  |
| Croydon              | 8<br>2%     | -                    | -<br>-                      | <del>-</del><br>- | 8<br>12%<br>abc             |  |  |  |  |  |
| Ealing               | 14<br>3%    | 14<br>13%<br>bcd     | -                           | -                 | -                           |  |  |  |  |  |
| Enfield              | 19<br>4%    | -<br>-               | -                           | 19<br>22%<br>abd  | -<br>-                      |  |  |  |  |  |
| Greenwich            | 7<br>1%     | -<br>-               | -                           | 7<br>8%<br>abd    | -                           |  |  |  |  |  |
| Hackney              | 15<br>3%    | -                    | <sup>1</sup> 5<br>6%<br>acd | -                 | -                           |  |  |  |  |  |

Proportion/Means: Columns Tested (95% risk level): a/b/c/d

**Prepared by Savanta ComRes** 



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

|                        |             |                      | BUSINESS BO<br>Central London | UKUUGH           | South London     |  |
|------------------------|-------------|----------------------|-------------------------------|------------------|------------------|--|
|                        | Total       | West London Alliance | Forward                       | Local London     | Partnership      |  |
|                        |             | a                    | b                             | c                | d                |  |
| Unweighted Total       | 500         | 114                  | 235                           | 90               | 61               |  |
| Weighted Total         | 500<br>100% | 107<br>100%          | 242<br>100%                   | 86<br>100%       | 65<br>100%       |  |
| Hammersmith and Fulham | 12<br>2%    | 12<br>11%<br>bcd     | -                             | -                | -                |  |
| Haringey               | 16<br>3%    | -                    | 16<br>7%<br>acd               | -<br>-           | -                |  |
| Harrow                 | 13<br>3%    | 13<br>13%<br>bcd     | -<br>-                        | -                | -                |  |
| Havering               | 5<br>1%     | -                    | -<br>-                        | 5<br>6%<br>ab    | -                |  |
| Hillingdon             | 13<br>3%    | 13<br>12%<br>bcd     | -<br>-                        | -<br>-           | -                |  |
| Hounslow               | 7<br>1%     | 7<br>7%<br>bed       | -                             | -<br>-           |                  |  |
| Islington              | 11<br>2%    | -                    | 11<br>5%<br>ac                | -<br>-           | -                |  |
| Kensington and Chelsea | 11<br>2%    | -                    | 11<br>4%<br>ac                | -                | -                |  |
| Kingston upon Thames   | 12<br>2%    | -                    | -                             | -                | 12<br>18%<br>abc |  |
| Lambeth                | 10<br>2%    | Ī                    | 10<br>4%<br>a                 | -<br>-           | -                |  |
| Lewisham               | 2 *         | -                    | 2<br>1%                       | -                | -                |  |
| Merton                 | 5<br>1%     | Ī                    | :                             | :                | 5<br>8%<br>abc   |  |
| Newham                 | 11<br>2%    | -<br>-               | -<br>-                        | 11<br>13%<br>abd | -                |  |

Proportion/Means: Columns Tested (95% risk level): a/b/c/d

**Prepared by Savanta ComRes** 



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

|                             |       | BUSINESS BOROUGH     |                           |              |                             |  |  |  |  |  |
|-----------------------------|-------|----------------------|---------------------------|--------------|-----------------------------|--|--|--|--|--|
|                             | Total | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |  |  |  |  |  |
|                             |       | a a                  | b                         | С            | d                           |  |  |  |  |  |
| Unweighted Total            | 500   | 114                  | 235                       | 90           | 61                          |  |  |  |  |  |
| Weighted Total              | 500   | 107                  | 242                       | 86           | 65                          |  |  |  |  |  |
|                             | 100%  | 100%                 | 100%                      | 100%         | 100%                        |  |  |  |  |  |
| Redbridge                   | 26    | -                    | -                         | 26           | -                           |  |  |  |  |  |
|                             | 5%    | -                    | -                         | 30%<br>abd   | -                           |  |  |  |  |  |
| Richmond upon Thames        | 18    | -                    | -                         | -            | 18                          |  |  |  |  |  |
|                             | 4%    | -                    | -                         | -            | 27%<br>abc                  |  |  |  |  |  |
| Southwark                   | 26    | -                    | 26                        | -            | -                           |  |  |  |  |  |
|                             | 5%    | -                    | 11%<br>acd                | -            | -                           |  |  |  |  |  |
| Sutton                      | 11    | -                    | -                         | -            | 11                          |  |  |  |  |  |
|                             | 2%    | -                    | -                         | -            | 17%<br>abc                  |  |  |  |  |  |
| Tower Hamlets               | 20    | -                    | 20                        | -            | -                           |  |  |  |  |  |
|                             | 4%    | -                    | 8%<br>acd                 | -            | -                           |  |  |  |  |  |
| Waltham Forest              | 10    | -                    | -                         | 10           | -                           |  |  |  |  |  |
|                             | 2%    | -                    | -                         | 12%<br>abd   | -                           |  |  |  |  |  |
| Wandsworth                  | 29    | -                    | 29                        | -            | -                           |  |  |  |  |  |
|                             | 6%    | -                    | 12%<br>acd                | -            | -                           |  |  |  |  |  |
| Outside London              | -     | -                    | -                         | -            | -                           |  |  |  |  |  |
|                             | -     | -                    | -                         | -            | -                           |  |  |  |  |  |
| NETS                        |       |                      |                           |              |                             |  |  |  |  |  |
| Net: Inner London           | 265   | 12                   | 242                       | 11           | -                           |  |  |  |  |  |
|                             | 53%   | 11%<br>d             | 100%<br>acd               | 13%<br>d     | -                           |  |  |  |  |  |
| Net: Outer London           | 235   | 95                   | -                         | 74           | 65                          |  |  |  |  |  |
|                             | 47%   | 89%<br>b             | -                         | 87%<br>b     | 100%<br>abc                 |  |  |  |  |  |
| Net: West London Alliance   | 107   | 107                  | -                         | -            | -                           |  |  |  |  |  |
|                             | 21%   | 100%<br>bcd          | -                         | -            | -                           |  |  |  |  |  |
| Net: Central London Forward | 242   | -                    | 242                       | -            | -                           |  |  |  |  |  |
|                             | 48%   | _                    | 100%                      | _            |                             |  |  |  |  |  |

Proportion/Means: Columns Tested (95% risk level): a/b/c/d

**Prepared by Savanta ComRes** 



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

|                               |             | BUSINESS BOROUGH     |                           |                   |                             |  |  |  |  |  |  |
|-------------------------------|-------------|----------------------|---------------------------|-------------------|-----------------------------|--|--|--|--|--|--|
|                               | Total       | West London Alliance | Central London<br>Forward | Local London      | South London<br>Partnership |  |  |  |  |  |  |
|                               |             | a                    | b                         | c                 | d                           |  |  |  |  |  |  |
| Unweighted Total              | 500         | 114                  | 235                       | 90                | 61                          |  |  |  |  |  |  |
| Weighted Total                | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%        | 65<br>100%                  |  |  |  |  |  |  |
| Net: Local London             | 86<br>17%   | -                    | -                         | 86<br>100%<br>abd | -                           |  |  |  |  |  |  |
| Net: South London Partnership | 65<br>13%   | -                    | -                         | -                 | 65<br>100%<br>abc           |  |  |  |  |  |  |



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           | 500<br>100% | 76<br>15% | 215<br>43% | 209<br>42% | 3    |
| Cashflow                 | 500<br>100% | 62<br>12% | 189<br>38% | 249<br>50% | 4    |
| Business domestic orders | 500<br>100% | 50<br>10% | 222<br>44% | 227<br>45% | 4    |
| Employment               | 500<br>100% | 41<br>8%  | 317<br>63% | 142<br>28% | 2    |



#### Q1\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Domestic sales** 

Base: All respondents

|                               |               |               | BUSINES     | SS SIZE        |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | 3/SERVICES      |
|-------------------------------|---------------|---------------|-------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-----------------|
|                               |               | Total_        | 0-9         | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services        |
| 1                             |               |               | a           | D              | *c   | α                       | e  | Ī                           | g   | n  | 1   | J   | К             | 1               |
| Unweighted Total              |               | 500           | 300         | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459             |
| Weighted Total                |               | 500<br>100%   | 453<br>100% | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100%     |
| Up                            | (1)           | 76<br>15%     | 66<br>15%   | 11<br>23%<br>a | 5<br>30%   | 9<br>12%                | 17<br>18%  | 9<br>14%                    | 14<br>21%   | 13<br>11%                                  | 5<br>16%  | 5<br>15%  | 11<br>24%     | 65<br>14%       |
| Same                          | (0)           | 215<br>43%    | 197<br>44%  | 18<br>38%      | 5<br>28%   | 33<br>44%<br>e          | 26<br>27%  | 35<br>51%<br>e              | 36<br>56%<br>eij  | 58<br>49%<br>e                             | 10<br>34%   | 13<br>38%   | 14<br>28%     | 201<br>45%<br>k |
| Down                          | (-1)          | 209<br>42%    | 190<br>42%  | 19<br>40%      | 7<br>42%   | 33<br>44%<br>g          | 52<br>5 55%<br>fg  | 24<br>35%                   | 15<br>23%   | 47<br>40%<br>g                             | 14<br>50%<br>g  | 16<br>47%<br>g  | 24<br>48%     | 185<br>41%      |
| Mean score                    |               | 3             | 3           | 2              | 1  | 3                       | 4  | 2                           | *<br>dehij  | 3  | 3   | 3   | 2             | 3               |
| Standard deviation            |               | .71           | .70         | .78            | .87  | .68                     | .77  | .67                         | .67   | .65  | .75   | .73   | .82           | .70             |
| Standard error                |               | .03           | .04         | .06            | .22  | .10                     | .07  | .10                         | .08   | .08  | .11   | .08   | .13           | .03             |
| Proportion/Means: Columns Tes | sted (95% ris | k level): a/b | - c/d/e/f/g | /h/i/j - k/l   | i  |                         |  |                             |   |  |   |   |               | !               |



#### Q1\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Domestic sales

Base: All respondents

|                                      |      |             | LOCAT           | TON             | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | ITMENT                    | CAPA           | ACITY           | I               | EXPECTED PRICES  |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|-----------------|-----------------|------------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise            | Stay the same    | Fall            |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h              | i               | j               | k                | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302             | 152             | 289              | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%     | 324<br>100%      | 54<br>100%      |
| Up                                   | (1)  | 76<br>15%   | 44<br>17%       | 32<br>14%       | 19<br>35%<br>de | 57<br>14%<br>e   | * 1%            | 25<br>35%<br>g   | 51<br>12%                 | 51<br>29%<br>i | 25<br>8%        | 30<br>25%<br>kl | 42<br>13%        | 4<br>6%         |
| Same                                 | (0)  | 215<br>43%  | 134<br>51%<br>b | 81<br>34%       | 21<br>39%<br>e  | 188<br>47%<br>e  | 6<br>12%        | 34<br>48%        | 181<br>42%                | 97<br>55%<br>i | 118<br>37%      | 44<br>36%       | 158<br>49%<br>jl | 13<br>24%       |
| Down                                 | (-1) | 209<br>42%  | 86<br>33%       | 122<br>52%<br>a | 14<br>26%       | 152<br>38%<br>c  | 42<br>87%<br>cd | 12<br>17%        | 197<br>46%<br>f           | 29<br>16%      | 179<br>56%<br>h | 47<br>39%       | 123<br>38%       | 38<br>70%<br>jk |
| Mean score                           |      | 3           | 2<br>b          | 4               | .1<br>de        | 2<br>e           | 9               | .2<br>g          | 3                         | .1<br>i        | 5               | 1<br>l          | 2<br>l           | 6               |
| Standard deviation<br>Standard error |      | .71<br>.03  | .69<br>.04      | .72<br>.05      | .78<br>.07      | .69<br>.04       | .38<br>.05      | .70<br>.06       | .68<br>.04                | .66<br>.05     | .64<br>.04      | .79<br>.06      | .67<br>.04       | .61<br>.08      |



BLIGINIEGG BODOLICH

#### 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 BOROUGH     |                |              |              |  |  |  |  |  |  |
|--------------------|------|-------|----------------------|----------------|--------------|--------------|--|--|--|--|--|--|
|                    |      |       |                      | Central London |              | South London |  |  |  |  |  |  |
|                    |      | Total | West London Alliance | Forward        | Local London | Partnership  |  |  |  |  |  |  |
|                    |      |       | a                    | b              | c            | d            |  |  |  |  |  |  |
| Unweighted Total   |      | 500   | 114                  | 235            | 90           | 61           |  |  |  |  |  |  |
| Weighted Total     |      | 500   | 107                  | 242            | 86           | 65           |  |  |  |  |  |  |
|                    |      | 100%  | 100%                 | 100%           | 100%         | 100%         |  |  |  |  |  |  |
| Up                 | (1)  | 76    | 14                   | 42             | 16           | 4            |  |  |  |  |  |  |
|                    |      | 15%   | 13%                  | 18%            | 19%          | 6%           |  |  |  |  |  |  |
|                    |      |       |                      | d              | d            |              |  |  |  |  |  |  |
| Same               | (0)  | 215   | 40                   | 125            | 24           | 26           |  |  |  |  |  |  |
|                    |      | 43%   | 37%                  | 52%            | 28%          | 40%          |  |  |  |  |  |  |
|                    |      |       |                      | ac             |              |              |  |  |  |  |  |  |
| Down               | (-1) | 209   | 54                   | 74             | 45           | 35           |  |  |  |  |  |  |
|                    |      | 42%   | 50%                  | 31%            | 53%          | 54%          |  |  |  |  |  |  |
|                    |      |       | b                    |                | b            | b            |  |  |  |  |  |  |
| Mean score         |      | 3     | 4                    | 1              | 3            | 5            |  |  |  |  |  |  |
|                    |      |       |                      | acd            |              |              |  |  |  |  |  |  |
| Standard deviation |      | .71   | .70                  | .68            | .78          | .61          |  |  |  |  |  |  |
| Standard error     |      | .03   | .07                  | .04            | .08          | .08          |  |  |  |  |  |  |
| i                  |      |       |                      |                |              |              |  |  |  |  |  |  |



#### 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

|                           |                    |               | BUSINES         | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|---------------------------|--------------------|---------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                           | _                  | Total         | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                           |                    |               | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total          |                    | 500           | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total            |                    | 500<br>100%   | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Up                        | (1)                | 50<br>10%     | 41<br>9%        | 10<br>21%<br>a | 3<br>15%   | 4<br>5%                 | 11<br>12%  | 10<br>14%                   | 11<br>16%<br>h  | 6<br>5%                                    | 3<br>11%  | 3<br>10%  | 6<br>13%      | 44<br>10%   |
| Same                      | (0)                | 222<br>44%    | 202<br>45%      | 21<br>44%      | 7<br>43%   | 36<br>48%<br>e          | 30<br>31%  | 34<br>50%<br>ei             | 39<br>60%<br>ei   | 54<br>46%                                  | 8<br>28%  | 16<br>46%<br>e  | 19<br>39%     | 204<br>45%  |
| Down                      | (-1)               | 227<br>45%    | 211<br>47%<br>b | 17<br>35%      | 7<br>41%   | 35<br>47%<br>g          | 55<br>57%<br>fg  | 24<br>36%                   | 16<br>24%   | 58<br>49%<br>g                             | 17<br>61%<br>fg   | 15<br>44%<br>g  | 24<br>49%     | 204<br>45%  |
| Mean score                |                    | 4             | 4               | 1<br>a         | 3  | 4                       | 5  | 2<br>ei                     | 1<br>dehij  | 4  | 5   | 3   | 4             | 4           |
| Standard deviation        |                    | .66           | .64             | .74            | .73  | .59                     | .70  | .68                         | .64   | .60  | .69   | .66   | .70           | .65         |
| Standard error            |                    | .03           | .04             | .05            | .19  | .08                     | .07  | .10                         | .07   | .07  | .10   | .07   | .11           | .03         |
| Proportion/Means: Columns | s Tested (95% risl | k level): a/b | - c/d/e/f/g/    | /h/i/j - k/l   | I  |                         |  |                             |   |  |   |   |               |             |



#### 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

|                                      |      |             | LOCAT           | TON             | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA            | CITY            | F               | EXPECTED PRICES  |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|-----------------|-----------------|-----------------|------------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity  | Rise            | Stay the same    | Fall            |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h               | i               | j               | k                | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198             | 302             | 152             | 289              | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323<br>100%     | 122<br>100%     | 324<br>100%      | 54<br>100%      |
| Up                                   | (1)  | 50<br>10%   | 27<br>10%       | 23<br>10%       | 17<br>31%<br>de | 33<br>8%<br>e    | *               | 18<br>26%<br>g   | 32<br>7%                  | 37<br>21%<br>i  | 13<br>4%        | 25<br>21%<br>kl | 21<br>7%         | 4<br>7%         |
| Same                                 | (0)  | 222<br>44%  | 141<br>53%<br>b | 81<br>34%       | 22<br>41%<br>e  | 194<br>49%<br>e  | 7<br>14%        | 38<br>53%<br>g   | 184<br>43%                | 100<br>56%<br>i | 122<br>38%      | 42<br>34%<br>1  | 171<br>53%<br>jl | 10<br>18%       |
| Down                                 | (-1) | 227<br>45%  | 97<br>37%       | 131<br>56%<br>a | 15<br>28%       | 171<br>43%<br>c  | 42<br>85%<br>cd | 15<br>21%        | 212<br>50%<br>f           | 40<br>22%       | 188<br>58%<br>h | 55<br>45%       | 132<br>41%       | 41<br>76%<br>jk |
| Mean score                           |      | 4           | 3<br>b          | 5               | *<br>de         | 3<br>e           | 8               | *<br>g           | 4                         | * i             | 5               | 2<br>l          | 3<br>1           | 7               |
| Standard deviation<br>Standard error |      | .66<br>.03  | .63<br>.04      | .67<br>.04      | .78<br>.07      | .63<br>.04       | .37<br>.05      | .69<br>.06       | .63<br>.03                | .66<br>.05      | .57<br>.03      | .78<br>.06      | .60<br>.04       | .59<br>.08      |



#### 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 BOROUGH     |                           |                |                             |  |  |  |  |  |
|--------------------------------------|------|-------------|----------------------|---------------------------|----------------|-----------------------------|--|--|--|--|--|
|                                      |      | Total       | West London Alliance | Central London<br>Forward | Local London   | South London<br>Partnership |  |  |  |  |  |
|                                      | _    |             | a                    | b                         | c              | d                           |  |  |  |  |  |
| Unweighted Total                     |      | 500         | 114                  | 235                       | 90             | 61                          |  |  |  |  |  |
| Weighted Total                       |      | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%     | 65<br>100%                  |  |  |  |  |  |
| Up                                   | (1)  | 50<br>10%   | 11<br>10%            | 26<br>11%                 | 11<br>12%      | 3<br>4%                     |  |  |  |  |  |
| Same                                 | (0)  | 222<br>44%  | 36<br>33%            | 131<br>54%<br>acd         | 30<br>35%      | 26<br>40%                   |  |  |  |  |  |
| Down                                 | (-1) | 227<br>45%  | 61<br>57%<br>b       | 85<br>35%                 | 45<br>53%<br>b | 37<br>56%<br>b              |  |  |  |  |  |
| Mean score                           |      | 4           | 5                    | 2<br>acd                  | 4              | 5                           |  |  |  |  |  |
| Standard deviation<br>Standard error |      | .66<br>.03  | .68<br>.06           | .63<br>.04                | .70<br>.07     | .58<br>.07                  |  |  |  |  |  |



Q1\_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Employment**Base: All respondents

|                               |               |             | BUSINES         | 3S SIZE        |  |                         | MANUFACTURING  | G/SERVICES                  |   |  |   |   |               |             |
|-------------------------------|---------------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                               |               | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
| 1                             |               |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total              |               | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total                |               | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>6 100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>% 100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Up                            | (1)           | 41<br>8%    | 31<br>7%        | 10<br>22%<br>a | -  | 7<br>10%                | 10<br>10%<br>j   | 10<br>14%<br>j              | 7<br>10%  | 4<br>4%                                    | 3<br>10%  | 1<br>3%   | 4<br>8%       | 37<br>8%    |
| Same                          | (0)           | 317<br>63%  | 292<br>65%<br>b | 24<br>52%      | 9<br>56%   | 43<br>58%               | 57<br>6 60%  | 39<br>58%                   | 44<br>68%<br>i  | 88<br>75%<br>ei                            | 14<br>50%   | 21<br>62%   | 25<br>51%     | 292<br>65%  |
| Down                          | (-1)          | 142<br>28%  | 130<br>29%      | 12<br>26%      | 7<br>44%   | 24<br>33%               | 28<br>6 30%  | 19<br>28%                   | 14<br>22%   | 25<br>21%                                  | 11<br>40%<br>gh   | 12<br>35%   | 20<br>41%     | 122<br>27%  |
| Mean score                    |               | 2           | 2               | *              | 4  | 2                       | 2  | 1                           | 1   | 2  | 3   | 3   | 3             | 2           |
| Standard deviation            |               | -57         | .56             | a<br>.70       | .51  | .61                     | .61  | .64                         | .56   | .47  | .65   | .53   | .63           | .56         |
| Standard deviation            |               | .03         | .03             | .05            | .13  | .09                     | .06  | .09                         | .06   | .06  | .09   | .06   | .10           | .03         |
| Proportion/Means: Columns Tes | sted (95% ris | _           | -               | -              |  | Ź                       |  | -                           |   |  | •   |   |               |             |



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 C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA            | CITY            | I              | EXPECTED PRICES |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|-----------------|-----------------|----------------|-----------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity  | Rise           | Stay the same   | Fall            |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h               | i               | j              | k               | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198             | 302             | 152            | 289             | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323<br>100%     | 122<br>100%    | 324<br>100%     | 54<br>100%      |
| Up                                   | (1)  | 41<br>8%    | 24<br>9%        | 17<br>7%        | 21<br>39%<br>de | 21<br>5%         | *               | 28<br>39%<br>g   | 13<br>3%                  | 30<br>17%<br>i  | 12<br>4%        | 12<br>10%      | 28<br>9%        | 2<br>3%         |
| Same                                 | (0)  | 317<br>63%  | 184<br>69%<br>b | 133<br>57%      | 22<br>41%       | 278<br>70%<br>ce | 17<br>35%       | 29<br>41%        | 287<br>67%<br>f           | 128<br>72%<br>i | 189<br>59%      | 79<br>65%<br>1 | 213<br>66%<br>l | 25<br>46%       |
| Down                                 | (-1) | 142<br>28%  | 57<br>22%       | 85<br>36%<br>a  | 11<br>20%       | 100<br>25%       | 32<br>65%<br>cd | 14<br>20%        | 128<br>30%<br>f           | 20<br>11%       | 122<br>38%<br>h | 31<br>26%      | 83<br>26%       | 28<br>51%<br>jk |
| Mean score                           |      | 2           | 1<br>b          | 3               | .2<br>de        | 2<br>e           | 6               | .2<br>g          | 3                         | .1<br>i         | 3               | 2<br>l         | 2<br>l          | 5               |
| Standard deviation<br>Standard error |      | .57<br>.03  | .54<br>.03      | .60<br>.04      | .75<br>.07      | .51<br>.03       | .49<br>.06      | .75<br>.06       | .51<br>.03                | ·53<br>.04      | .55<br>.03      | .58<br>.05     | .56<br>.03      | .57<br>.07      |



#### Q1\_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Employment**Base: All respondents

|                    |      |       |                      | BUSINESS BO               | OROUGH       |                             |
|--------------------|------|-------|----------------------|---------------------------|--------------|-----------------------------|
|                    |      | Total | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|                    |      | Total |                      | b                         |              | d                           |
|                    |      |       | a                    | D                         | c            | u                           |
| Unweighted Total   |      | 500   | 114                  | 235                       | 90           | 61                          |
| Weighted Total     |      | 500   | 107                  | 242                       | 86           | 65                          |
|                    |      | 100%  | 100%                 | 100%                      | 100%         | 100%                        |
| Up                 | (1)  | 41    | 8                    | 23                        | 8            | 3                           |
|                    |      | 8%    | 7%                   | 10%                       | 9%           | 4%                          |
| Same               | (0)  | 317   | 71                   | 163                       | 48           | 35                          |
|                    |      | 63%   | 66%                  | 67%                       | 56%          | 53%                         |
|                    |      |       |                      | d                         |              |                             |
| Down               | (-1) | 142   | 29                   | 55                        | 29           | 28                          |
|                    |      | 28%   | 27%                  | 23%                       | 34%          | 43%                         |
|                    |      |       |                      |                           | b            | ab                          |
| Mean score         |      | 2     | 2                    | 1                         | 2            | 4                           |
|                    |      |       | d                    | d                         |              |                             |
| Standard deviation |      | .57   | .55                  | .56                       | .62          | -57                         |
| Standard error     |      | .03   | .05                  | .04                       | .07          | .07                         |
|                    |      |       |                      |                           |              |                             |



#### Q1\_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow

Base: All respondents

|                                      |                 |               | BUSINES         | SS SIZE        |  | INDUSTRY                  |  |                               |   |  |  |   |                 |             |  |
|--------------------------------------|-----------------|---------------|-----------------|----------------|--|---------------------------|--|-------------------------------|---|--|--|---|-----------------|-------------|--|
|                                      | -               | Total         | 0-9<br>a        | 10+<br>b       | Agriculture,<br>forestry & fishing<br>/ production<br>*c | Construction / property d | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication f | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public administration and defence / education / health i | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing k | Services    |  |
| Unweighted Total                     |                 | 500           | 300             | 200            | 15   | 48                        | 113  | 47                            | 76  | 64   | 49   | 88  | 41              | 459         |  |
| Weighted Total                       |                 | 500<br>100%   | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%                | 95<br>6 100%   | 68<br>100%                    | 65<br>100%  | 118<br>100%                                | 28<br>100%   | 34<br>100%  | 49<br>100%      | 451<br>100% |  |
| Up                                   | (1)             | 62<br>12%     | 51<br>11%       | 10<br>22%<br>a | 5<br>28%   | 7<br>9%                   | 13<br>14%  | 7<br>10%                      | 9<br>14%  | 13<br>11%                                  | 5<br>17%   | 4<br>12%  | 9<br>18%        | 53<br>12%   |  |
| Same                                 | (0)             | 189<br>38%    | 176<br>39%<br>b | 13<br>28%      | 2<br>14%   | 31<br>42%<br>e            | 21<br>22%  | 27<br>40%<br>e                | 32<br>49%<br>eij  | 58<br>50%<br>eij                           | 7<br>23%   | 11<br>32%   | 12<br>26%       | 177<br>39%  |  |
| Down                                 | (-1)            | 249<br>50%    | 226<br>50%      | 24<br>50%      | 10<br>59%  | 37<br>49%                 | 62<br>65%<br>gh  | 34<br>50%                     | 24<br>37%   | 47<br>40%                                  | 17<br>59%<br>gh  | 19<br>56%<br>gh   | 28<br>57%       | 221<br>49%  |  |
| Mean score                           |                 | 4             | 4               | 3              | 3  | 4                         | 5  | 4                             | 2<br>e  | 3  | 4  | 4   | 4               | 4           |  |
| Standard deviation<br>Standard error |                 | .69<br>.03    | .68<br>.04      | .81<br>.06     | .90<br>.23   | .65<br>.09                | .73<br>.07   | .67<br>.10                    | .68<br>.08  | .65<br>.08                                 | .78<br>.11   | .71<br>.08  | .78<br>.12      | .69<br>.03  |  |
| Proportion/Means: Columns            | Tested (95% ris | k level): a/b | o - c/d/e/f/g   | /h/i/j - k/l   | i  |                           |  |                               |   |  |  |   |                 |             |  |



#### Q1\_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow

Base: All respondents

|                                      |      |             |                 |                 | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | CITY            | I               | EXPECTED PRICES  |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|-----------------|-----------------|------------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise            | Stay the same    | Fall            |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h              | i               | j               | k                | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302             | 152             | 289              | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%     | 324<br>100%      | 54<br>100%      |
| Up                                   | (1)  | 62<br>12%   | 30<br>11%       | 32<br>14%       | 14<br>27%<br>de | 47<br>12%<br>e   | 1<br>1%         | 20<br>28%<br>g   | 42<br>10%                 | 46<br>26%<br>i | 16<br>5%        | 23<br>19%<br>kl | 38<br>12%<br>l   | 1<br>1%         |
| Same                                 | (0)  | 189<br>38%  | 113<br>43%<br>b | 76<br>32%       | 17<br>32%<br>e  | 169<br>42%<br>e  | 3<br>7%         | 29<br>40%        | 160<br>37%                | 87<br>49%<br>i | 102<br>32%      | 36<br>30%       | 139<br>43%<br>jl | 14<br>26%       |
| Down                                 | (-1) | 249<br>50%  | 122<br>46%      | 127<br>54%      | 22<br>41%       | 182<br>46%       | 45<br>92%<br>cd | 23<br>32%        | 227<br>53%<br>f           | 45<br>25%      | 204<br>63%<br>h | 63<br>52%       | 147<br>45%       | 40<br>73%<br>jk |
| Mean score                           |      | 4           | 3               | 4               | 1<br>de         | 3<br>e           | 9               | *<br>g           | 4                         | *<br>i         | 6               | 3<br>1          | 3<br>1           | 7               |
| Standard deviation<br>Standard error |      | .69<br>.03  | .67<br>.04      | .72<br>.05      | .82<br>.08      | .68<br>.04       | .34<br>.04      | .78<br>.07       | .66<br>.04                | .72<br>.05     | .59<br>.03      | .77<br>.06      | .68<br>.04       | .48<br>.06      |



BLIGINIEGG BODOLICH

#### Q1\_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow

Base: All respondents

|  | BUSINESS BOROUGH |                 |                      |                           |                 |                             |  |  |  |  |
|--|------------------|-----------------|----------------------|---------------------------|-----------------|-----------------------------|--|--|--|--|
|  |                  | Total           | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |  |  |  |  |
|  |                  |                 | a                    | b                         | c               | d                           |  |  |  |  |
| Unweighted Total                                   |                  | 500             | 114                  | 235                       | 90              | 61                          |  |  |  |  |
| Weighted Total                                     |                  | 500<br>100%     | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |  |  |  |  |
| Up   | (1)              | 62<br>12%       | 13<br>12%            | 25<br>10%                 | 18<br>21%<br>bd | 5<br>8%                     |  |  |  |  |
| Same   | (0)              | 189<br>38%      | 36<br>33%<br>c       | 106<br>44%<br>c           | 17<br>20%       | 30<br>46%<br>c              |  |  |  |  |
| Down   | (-1)             | 249<br>50%      | 59<br>55%            | 110<br>46%                | 50<br>58%<br>b  | 30<br>47%                   |  |  |  |  |
| Mean score<br>Standard deviation<br>Standard error |                  | 4<br>.69<br>.03 | 4<br>.70<br>.07      | 4<br>.66<br>.04           | 4<br>.82<br>.09 | 4<br>.63<br>.08             |  |  |  |  |



My business does not expert

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      | outside the UK | Mean |
|------------------------|-------------|----------|-----------|-----------|----------------|------|
| Business export orders | 500<br>100% | 39<br>8% | 92<br>18% | 72<br>14% | 297<br>59%     | 2    |
| Export sales           | 500<br>100% | 36<br>7% | 94<br>19% | 73<br>15% | 297<br>59%     | 2    |



#### Q2\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales
Base: All respondents

|   |      |             | BUSINES         | SSIZE          |  |                         | MANUFACTURING  | G/SERVICES                  |   |  |   |   |               |             |
|---|------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|   |      | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|   | _    |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total                        |      | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total                          |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Up                                      | (1)  | 36<br>7%    | 26<br>6%        | 9<br>20%<br>a  | 3<br>15%   | 3<br>4%                 | 8<br>8%  | 4<br>6%                     | 10<br>16%<br>dhj  | 6<br>5%                                    | 2<br>6%   | 1<br>2%   | 5<br>11%      | 30<br>7%    |
| Same                                    | (0)  | 94<br>19%   | 80<br>18%       | 14<br>30%<br>a | 7<br>40%   | 3<br>5%                 | 12<br>12%  | 12<br>18%<br>d              | 12<br>19%<br>d  | 37<br>32%<br>dei                           | 3<br>12%  | 8<br>22%<br>d   | 10<br>21%     | 84<br>19%   |
| Down                                    | (-1) | 73<br>15%   | 65<br>14%       | 8<br>18%       | 2<br>13%   | 5<br>7%                 | 34<br>36%<br>dfghij  | 8<br>11%<br>g               | 1<br>1%   | 15<br>13%<br>g                             | 3<br>12%<br>g   | 5<br>16%<br>g   | 5<br>10%      | 68<br>15%   |
| My business does not export outside the |      |             |                 |                |  |                         |  |                             |   |  |   |   |               |             |
| UK                                      |      | 297<br>59%  | 282<br>62%<br>b | 15<br>33%      | 5<br>32%   | 63<br>85%<br>efghj      | 42<br>44%  | 44<br>65%<br>e              | 42<br>64%<br>e  | 60<br>51%                                  | 20<br>71%<br>eh   | 21<br>60%<br>e  | 28<br>58%     | 269<br>60%  |
| Mean score                              |      | 2           | 2               | *<br>a         | *  | 2                       | 5  | 1                           | .4<br>ehj   | 2<br>e                                     | 2   | 3   | *             | 2           |
| Standard deviation                      |      | .71         | .70             | .76            | .67  | .85                     | .74  | .71                         | .57   | .58  | .79   | .59   | .73           | .71         |
| Standard error                          |      | .04         | .07             | .06            | .21  | .23                     | .09  | .13                         | .08   | .09  | .19   | .10   | .15           | .04         |



#### Q2\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales
Base: All respondents

|                                      |        |             | LOCAT           | ΓΙΟΝ            | EXPECTED C      | HANGES IN WORKFO          | RCE SIZE        | PAST RECRU       | ITMENT                    | CAPA           | CITY            | I              | EXPECTED PRICES |            |
|--------------------------------------|--------|-------------|-----------------|-----------------|-----------------|---------------------------|-----------------|------------------|---------------------------|----------------|-----------------|----------------|-----------------|------------|
|                                      |        | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same             | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise           | Stay the same   | Fall       |
|                                      | _      |             | a               | b               | c               | d                         | e               | f                | g                         | h              | i               | j              | k               | 1          |
| Unweighted Total                     |        | 500         | 262             | 238             | 110             | 321                       | 69              | 141              | 359                       | 198            | 302             | 152            | 289             | 59         |
| Weighted Total                       |        | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%               | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%    | 324<br>100%     | 54<br>100% |
| Up                                   | (1)    | 36<br>7%    | 21<br>8%        | 15<br>6%        | 10<br>19%<br>de | <sup>2</sup> 5<br>6%<br>e | *               | 18<br>25%<br>g   | 18<br>4%                  | 30<br>17%<br>i | 6<br>2%         | 14<br>12%<br>k | 18<br>6%        | 3<br>6%    |
| Same                                 | (0)    | 94<br>19%   | 56<br>21%       | 38<br>16%       | 19<br>36%<br>de | 70<br>18%                 | 5<br>11%        | 20<br>28%<br>g   | 74<br>17%                 | 46<br>26%<br>i | 48<br>15%       | 23<br>19%      | 65<br>20%       | 6<br>11%   |
| Down                                 | (-1)   | 73<br>15%   | 44<br>17%       | 29<br>12%       | 5<br>9%         | 52<br>13%                 | 16<br>33%<br>cd | 11<br>15%        | 62<br>15%                 | 19<br>10%      | 55<br>17%<br>h  | 23<br>19%      | 40<br>12%       | 11<br>20%  |
| My business does not export outside  | the UK | 297<br>59%  | 144<br>54%      | 153<br>65%<br>a | 19<br>36%       | 250<br>63%<br>c           | 27<br>56%<br>c  | 23<br>32%        | 274<br>64%<br>f           | 83<br>47%      | 214<br>66%<br>h | 61<br>50%      | 201<br>62%<br>j | 34<br>63%  |
| Mean score                           |        | 2           | 2               | 2               | .2<br>de        | 2<br>e                    | 7               | .1<br>g          | 3                         | .1<br>i        | 4               | 1              | 2               | 4          |
| Standard deviation<br>Standard error |        | .71<br>.04  | .71<br>.06      | .72<br>.07      | .65<br>.07      | .70<br>.06                | .47<br>.07      | .76<br>.07       | .66<br>.05                | .71<br>.06     | .60<br>.05      | .78<br>.08     | .67<br>.06      | .77<br>.13 |



#### 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 BO               | OROUGH          |                             |
|--|------|-----------------|----------------------|---------------------------|-----------------|-----------------------------|
|  |      | Total           | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|  |      |                 | a                    | b                         | c               | d                           |
| Unweighted Total                                   |      | 500             | 114                  | 235                       | 90              | 61                          |
| Weighted Total                                     |      | 500<br>100%     | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Up   | (1)  | 36<br>7%        | 9<br>9%              | 20<br>8%                  | 4<br>5%         | 2<br>3%                     |
| Same   | (0)  | 94<br>19%       | 19<br>18%            | 54<br>22%<br>d            | 14<br>16%       | 7<br>10%                    |
| Down   | (-1) | 73<br>15%       | 19<br>18%            | 37<br>15%                 | 12<br>14%       | 5<br>8%                     |
| My business does not export outside the UK         |      | 297<br>59%      | 59<br>55%            | 130<br>54%                | 55<br>65%       | 52<br>79%<br>ab             |
| Mean score<br>Standard deviation<br>Standard error |      | 2<br>.71<br>.04 | 2<br>.75<br>.09      | 1<br>.70<br>.06           | 3<br>.70<br>.11 | 2<br>.70<br>.16             |



#### 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

|  |      |             | BUSINES         | S SIZE         |                 |                         | MANUFACTURING  | S/SERVICES                  |   |  |   |   |               |             |
|--|------|-------------|-----------------|----------------|-----------------|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|  |      |             |                 |                |                 | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|  | _    |             | a               | b              | / production *c | d                       | e  | f                           | g   | h  | i   | j   | k             | l           |
| Unweighted Total                           |      | 500         | 300             | 200            | 15              | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total                             |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%      | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Up   | (1)  | 39<br>8%    | 29<br>6%        | 9<br>20%<br>a  | 3<br>15%        | 3<br>4%                 | 9<br>10%<br>j  | 7<br>11%<br>j               | 12<br>19%<br>dhj  | 2<br>2%                                    | 2<br>6%   | 1<br>2%   | 5<br>11%      | 33<br>7%    |
| Same                                       | (0)  | 92<br>18%   | 80<br>18%       | 12<br>25%<br>a | 7<br>43%        | 6<br>8%                 | 10<br>10%  | 12<br>18%                   | 8<br>13%  | 37<br>32%<br>degi                          | 4<br>13%  | 7<br>21%<br>e   | 13<br>27%     | 78<br>17%   |
| Down                                       | (-1) | 72<br>14%   | 64<br>14%       | 8<br>18%       | 4<br>25%        | 3<br>3%                 | 34<br>35%<br>dfghij  | 7<br>11%                    | 3<br>5%   | 14<br>12%                                  | 3<br>9%   | 5<br>14%<br>g   | 5<br>9%       | 68<br>15%   |
| My business does not export outside the UK |      | 297<br>59%  | 280<br>62%<br>b | 18<br>38%      | 3<br>16%        | 63<br>85%<br>efghj      | 43<br>45%  | 41<br>61%                   | 42<br>64%<br>e  | 64<br>54%                                  | 20<br>71%<br>e  | 22<br>63%<br>e  | 26<br>53%     | 272<br>60%  |
| Mean score                                 |      | 2           | 2               | *<br>a         | 1               | *                       | 5  | *                           | .4<br>ehj   | 2  | 1   | 3   | *             | 2           |
| Standard deviation<br>Standard error       |      | .72<br>.04  | .71<br>.07      | .79<br>.06     | .71<br>.21      | .71<br>.19              | .78<br>.09   | .75<br>.14                  | .72<br>.10  | .51<br>.09                                 | .77<br>.18  | .60<br>.10  | .66<br>.13    | .73<br>.05  |



#### 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

|                                      |        |             | LOCAT           | TION            | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | ITMENT                    | CAPA           | CITY            | I              | EXPECTED PRICES |            |
|--------------------------------------|--------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|-----------------|----------------|-----------------|------------|
|                                      |        | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise           | Stay the same   | Fall       |
|                                      | _      |             | a               | b               | c               | d                | e               | f                | g                         | h              | i               | j              | k               | l          |
| Unweighted Total                     |        | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302             | 152            | 289             | 59         |
| Weighted Total                       |        | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%    | 324<br>100%     | 54<br>100% |
| Up                                   | (1)    | 39<br>8%    | 28<br>11%<br>b  | 10<br>4%        | 13<br>24%<br>de | 26<br>6%<br>e    | *               | 20<br>27%<br>g   | 19<br>4%                  | 30<br>17%<br>i | 9<br>3%         | 13<br>11%      | 23<br>7%        | 2<br>4%    |
| Same                                 | (0)    | 92<br>18%   | 58<br>22%<br>b  | 34<br>15%       | 20<br>37%<br>de | 67<br>17%        | 5<br>11%        | 22<br>31%<br>g   | 69<br>16%                 | 48<br>27%<br>i | 44<br>14%       | 22<br>18%      | 65<br>20%<br>l  | 5<br>9%    |
| Down                                 | (-1)   | 72<br>14%   | 39<br>15%       | 34<br>14%       | 1<br>2%         | 56<br>14%<br>c   | 15<br>31%<br>cd | 8<br>11%         | 64<br>15%                 | 18<br>10%      | 54<br>17%<br>h  | 23<br>19%<br>k | 38<br>12%       | 11<br>20%  |
| My business does not export outside  | the UK | 297<br>59%  | 140<br>53%      | 157<br>67%<br>a | 20<br>37%       | 249<br>63%<br>c  | 28<br>58%<br>c  | 21<br>30%        | 276<br>64%<br>f           | 82<br>46%      | 215<br>67%<br>h | 64<br>53%      | 197<br>61%      | 36<br>67%  |
| Mean score                           |        | 2           | 1<br>b          | 3               | .3<br>de        | 2<br>e           | 7               | .2<br>g          | 3                         | .1<br>i        | 4               | 2              | 1<br>l          | 5          |
| Standard deviation<br>Standard error |        | .72<br>.04  | .73<br>.06      | .69<br>.07      | ·55<br>.06      | .72<br>.06       | .46<br>.07      | .72<br>.07       | .68<br>.06                | .70<br>.06     | .64<br>.06      | .78<br>.08     | .69<br>.06      | .74<br>.13 |



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#### $Q2\_2$ . Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Business export orders** 

Base: All respondents

|  |      |       |                      | BUSINESS BO    | DROUGH       |              |
|--|------|-------|----------------------|----------------|--------------|--------------|
|  |      |       |                      | Central London |              | South London |
|  |      | Total | West London Alliance | Forward        | Local London | Partnership  |
|  |      |       | a                    | b              | c            | d            |
| Unweighted Total                           |      | 500   | 114                  | 235            | 90           | 61           |
| Weighted Total                             |      | 500   | 107                  | 242            | 86           | 65           |
|  |      | 100%  | 100%                 | 100%           | 100%         | 100%         |
| Up   | (1)  | 39    | 6                    | 28             | 3            | 1            |
|  |      | 8%    | 6%                   | 11%            | 4%           | 2%           |
|  |      |       |                      | cd             |              |              |
| Same                                       | (0)  | 92    | 18                   | 53             | 14           | 7            |
|  |      | 18%   | 17%                  | 22%            | 16%          | 10%          |
|  |      |       |                      | d              |              |              |
| Down                                       | (-1) | 72    | 20                   | 34             | 13           | 6            |
|  |      | 14%   | 19%                  | 14%            | 15%          | 9%           |
| My business does not export outside the UK |      | 297   | 63                   | 127            | 55           | 52           |
|  |      | 59%   | 59%                  | 53%            | 65%          | 79%          |
|  |      |       |                      |                | b            | ab           |
| Mean score                                 |      | 2     | 3                    | 1              | 3            | 3            |
|  |      |       |                      | ac             |              |              |
| Standard deviation                         |      | .72   | .72                  | .73            | .66          | .67          |
| Standard error                             |      | .04   | .09                  | .06            | .11          | .14          |



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

#### **SUMMARY TABLE**

Base: All those who have export sales / export orders

|                        | Total       | Up        | Same      | Down      | My business does not export<br>outside the UK | Mean |
|------------------------|-------------|-----------|-----------|-----------|---|------|
| Business export orders | 203         | 39        | 92        | 72        | -   | 2    |
|                        | 100%        | 19%       | 45%       | 36%       | -   |      |
| Export sales           | 203<br>100% | 36<br>18% | 94<br>46% | 73<br>36% | -   | -,2  |



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#### Q2\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Export sales** 

Base: All those who have export sales

|  |      |             | BUSINES     | S SIZE        |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|--|------|-------------|-------------|---------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|  |      | Total       | 0-9         | 10+           | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|  | _    |             | a           | b             | *c   | *d                      | e  | *f                          | g   | h  | *i  | j   | *k            | 1           |
| Unweighted Total                           |      | 270         | 112         | 158           | 10   | 14                      | 75   | 28                          | 50  | 38   | 18  | 37  | 23            | 247         |
| Weighted Total                             |      | 203<br>100% | 172<br>100% | 32<br>100%    | 11<br>100%   | 11<br>100%              | 54<br>100%   | 24<br>100%                  | 23<br>100%  | 58<br>100%                                 | 8<br>100%   | 14<br>100%  | 21<br>100%    | 183<br>100% |
| Up   | (1)  | 36<br>18%   | 26<br>15%   | 9<br>29%<br>a | 3<br>22%   | 3<br>25%                | 8<br>15%   | 4<br>18%                    | 10<br>44%<br>ehj  | 6<br>10%                                   | 2<br>19%  | 1<br>5%   | 5<br>26%      | 30<br>17%   |
| Same                                       | (0)  | 94<br>46%   | 80<br>47%   | 14<br>44%     | 7<br>59%   | 3<br>30%                | 12<br>22%  | 12<br>50%                   | 12<br>53%<br>e  | 37<br>65%<br>e                             | 3<br>41%  | 8<br>55%<br>e   | 10<br>49%     | 84<br>46%   |
| Down                                       | (-1) | 73<br>36%   | 65<br>38%   | 8<br>27%      | 2<br>19%   | 5<br>46%                | 34<br>64%<br>ghj   | 8<br>32%                    | 1<br>3%   | 15<br>25%<br>g                             | 3<br>40%  | 5<br>40%<br>g   | 5<br>25%      | 68<br>37%   |
| My business does not export outside the UK |      | -           | -           | -<br>-        | -  | -<br>-                  | -  |                             | -<br>-  |  | -<br>-  | -<br>-  | -<br>-        | -<br>-      |
| Mean score                                 |      | 2           | 2           | *<br>a        | *  | 2                       | 5  | 1                           | .4<br>ehj   | 2<br>e                                     | 2   | 3   | *             | 2           |
| Standard deviation<br>Standard error       |      | .71<br>.04  | .70<br>.07  | .76<br>.06    | .67<br>.21   | .85<br>.23              | .74<br>.09   | .71<br>.13                  | .57<br>.08  | .58<br>.09                                 | .79<br>.19  | .59<br>.10  | ·73<br>.15    | .71<br>.04  |



#### Q2\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Export sales** 

Base: All those who have export sales

|   |      |             | LOCAT           | ΓΙΟΝ            | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | CITY           | I          | EXPECTED PRICES |                |
|---|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|----------------|------------|-----------------|----------------|
|   |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise       | Stay the same   | Fall           |
|   |      |             | a               | b               | с               | d                | e               | f                | g                         | h              | i              | j          | k               | 1              |
| Unweighted Total                          |      | 270         | 163             | 107             | 88              | 140              | 42              | 114              | 156                       | 141            | 129            | 102        | 134             | 34             |
| Weighted Total                            |      | 203<br>100% | 121<br>100%     | 82<br>100%      | 34<br>100%      | 147<br>100%      | 22<br>100%      | 49<br>100%       | 154<br>100%               | 94<br>100%     | 109<br>100%    | 60<br>100% | 123<br>100%     | 20<br>100%     |
| Up  | (1)  | 36<br>18%   | 21<br>17%       | 15<br>18%       | 10<br>30%<br>de | 25<br>17%<br>e   | *<br>1%         | 18<br>37%<br>g   | 18<br>11%                 | 30<br>32%<br>i | 6<br>5%        | 14<br>23%  | 18<br>15%       | 3<br>16%       |
| Same                                      | (0)  | 94<br>46%   | 56<br>46%       | 38<br>46%       | 19<br>56%<br>e  | 70<br>47%<br>e   | 5<br>25%        | 20<br>41%        | 74<br>48%                 | 46<br>49%      | 48<br>44%      | 23<br>39%  | 65<br>53%<br>jl | 6<br>30%       |
| Down                                      | (-1) | 73<br>36%   | 44<br>37%       | 29<br>35%       | 5<br>14%        | 52<br>36%<br>c   | 16<br>75%<br>cd | 11<br>22%        | 62<br>40%<br>f            | 19<br>20%      | 55<br>50%<br>h | 23<br>38%  | 40<br>32%       | 11<br>54%<br>k |
| My business does not export outside the U | K    | -           | -               | -               |                 |                  | -               |                  | -                         |                | -              |            |                 | -              |
| Mean score                                |      | 2           | 2               | 2               | .2<br>de        | 2<br>e           | 7               | .1<br>g          | 3                         | .1<br>i        | 4              | 1          | 2               | 4              |
| Standard deviation<br>Standard error      |      | .71<br>.04  | .71<br>.06      | .72<br>.07      | .65<br>.07      | .70<br>.06       | .47<br>.07      | .76<br>.07       | .66<br>.05                | .71<br>.06     | .60<br>.05     | .78<br>.08 | .67<br>.06      | .77<br>.13     |



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#### Q2\_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Export sales** 

Base: All those who have export sales

|  |      |       |                      | BUSINESS BO    | JROUGH       |              |
|--|------|-------|----------------------|----------------|--------------|--------------|
|  |      |       |                      | Central London |              | South London |
|  |      | Total | West London Alliance | Forward        | Local London | Partnership  |
|  | _    |       | a                    | b              | c            | *d           |
| Unweighted Total                           |      | 270   | 64                   | 145            | 41           | 20           |
| Weighted Total                             |      | 203   | 48                   | 111            | 30           | 14           |
|  |      | 100%  | 100%                 | 100%           | 100%         | 100%         |
| Up   | (1)  | 36    | 9                    | 20             | 4            | 2            |
|  |      | 18%   | 20%                  | 18%            | 14%          | 14%          |
| Same                                       | (0)  | 94    | 19                   | 54             | 14           | 7            |
|  |      | 46%   | 40%                  | 49%            | 46%          | 49%          |
| Down                                       | (-1) | 73    | 19                   | 37             | 12           | 5            |
|  |      | 36%   | 40%                  | 33%            | 40%          | 37%          |
| My business does not export outside the UK |      | -     | -                    | -              | -            | -            |
|  |      | -     | -                    | -              | -            | -            |
| Mean score                                 |      | 2     | 2                    | 1              | 3            | 2            |
| Standard deviation                         |      | .71   | .75                  | .70            | .70          | .70          |
| Standard error                             |      | .04   | .09                  | .06            | .11          | .16          |
|  |      | .71   | .75                  | .70            | .70          | .70          |



#### Q2\_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Business export orders** 

Base: All those who have export orders

|  |      |             | BUSINES     | S SIZE        |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|--|------|-------------|-------------|---------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|  |      | Total       | 0-9         | 10+           | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|  | _    |             | a           | b             | *c   | *d                      | e  | *f                          | g   | h  | *i  | j   | *k            | 1           |
| Unweighted Total                           |      | 266         | 111         | 155           | 12   | 14                      | 74   | 29                          | 49  | 36   | 18  | 34  | 25            | 241         |
| Weighted Total                             |      | 203<br>100% | 174<br>100% | 29<br>100%    | 14<br>100%   | 11<br>100%              | 53<br>100%   | 27<br>100%                  | 23<br>100%  | 54<br>100%                                 | 8<br>100%   | 13<br>100%  | 23<br>100%    | 180<br>100% |
| Up   | (1)  | 39<br>19%   | 29<br>17%   | 9<br>32%<br>a | 3<br>18%   | 3<br>24%                | 9<br>17%   | 7<br>27%                    | 12<br>52%<br>ehj  | 2<br>4%                                    | 2<br>22%  | 1<br>5%   | 5<br>23%      | 33<br>19%   |
| Same                                       | (0)  | 92<br>45%   | 80<br>46%   | 12<br>40%     | 7<br>51%   | 6<br>54%                | 10<br>19%  | 12<br>45%                   | 8<br>35%<br>e   | 37<br>69%<br>eg                            | 4<br>47%  | 7<br>57%<br>e   | 13<br>58%     | 78<br>44%   |
| Down                                       | (-1) | 72<br>36%   | 64<br>37%   | 8<br>28%      | 4<br>30%   | 3<br>22%                | 34<br>64%<br>ghj   | 7<br>28%                    | 3<br>13%  | 14<br>26%                                  | 3<br>32%  | 5<br>38%<br>g   | 5<br>20%      | 68<br>38%   |
| My business does not export outside the UK |      | -           | -           | -<br>-        | -  | -<br>-                  |  |                             | -<br>-  |  | -<br>-  | -<br>-  | -<br>-        | -<br>-      |
| Mean score                                 |      | 2           | 2           | *<br>a        | 1  | *                       | 5  | *                           | .4<br>ehj   | 2  | -,1   | 3   | *             | 2           |
| Standard deviation<br>Standard error       |      | .72<br>.04  | .71<br>.07  | .79<br>.06    | .71<br>.21   | .71<br>.19              | .78<br>.09   | .75<br>.14                  | .72<br>.10  | .51<br>.09                                 | .77<br>.18  | .60<br>.10  | .66<br>.13    | .73<br>.05  |



#### Q2\_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Business export orders** 

Base: All those who have export orders

|   |      |             | LOCAT           | ΓΙΟΝ            | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | ACITY          | I          | EXPECTED PRICES |                |
|---|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|----------------|------------|-----------------|----------------|
|   |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise       | Stay the same   | Fall           |
|   | _    | ·           | a               | b               | c               | d                | e               | f                | g                         | h              | i              | j          | k               | 1              |
| Unweighted Total                        |      | 266         | 162             | 104             | 86              | 140              | 40              | 115              | 151                       | 142            | 124            | 102        | 133             | 31             |
| Weighted Total                          |      | 203<br>100% | 125<br>100%     | 78<br>100%      | 34<br>100%      | 148<br>100%      | 21<br>100%      | 50<br>100%       | 153<br>100%               | 95<br>100%     | 107<br>100%    | 58<br>100% | 127<br>100%     | 18<br>100%     |
| Up                                      | (1)  | 39<br>19%   | 28<br>23%       | 10<br>13%       | 13<br>37%<br>de | 26<br>17%<br>e   | *               | 20<br>39%<br>g   | 19<br>12%                 | 30<br>31%<br>i | 9<br>8%        | 13<br>22%  | 23<br>18%       | 2<br>14%       |
| Same                                    | (0)  | 92<br>45%   | 58<br>46%       | 34<br>44%       | 20<br>59%<br>de | 67<br>45%<br>e   | 5<br>26%        | 22<br>45%        | 69<br>45%                 | 48<br>50%      | 44<br>41%      | 22<br>37%  | 65<br>51%<br>jl | 5<br>26%       |
| Down                                    | (-1) | 72<br>36%   | 39<br>31%       | 34<br>43%       | 1<br>3%         | 56<br>38%<br>c   | 15<br>74%<br>cd | 8<br>16%         | 64<br>42%<br>f            | 18<br>19%      | 54<br>51%<br>h | 23<br>40%  | 38<br>30%       | 11<br>60%<br>k |
| My business does not export outside the | e UK | -           | -               | -               | -               | -                | -               | -                | -                         | -              | -              | -          | -               | -              |
| Mean score                              |      | 2           | 1<br>b          | 3               | .3<br>de        | 2<br>e           | 7               | .2<br>g          | 3                         | .1<br>i        | 4              | 2          | 1<br>l          | 5              |
| Standard deviation<br>Standard error    |      | .72<br>.04  | .73<br>.06      | .69<br>.07      | .55<br>.06      | .72<br>.06       | .46<br>.07      | .72<br>.07       | .68<br>.06                | .70<br>.06     | .64<br>.06     | .78<br>.08 | .69<br>.06      | .74<br>.13     |



BLIGINIEGG BODOLICH

#### $Q2\_2$ . Excluding seasonality, how have the last three months compared to the previous three months in terms of:

**Business export orders** 

Base: All those who have export orders

|  |      |       |                      | BUSINESS BO    | DROUGH       |              |
|--|------|-------|----------------------|----------------|--------------|--------------|
|  |      | m . 1 | 7.7 . 7 1 . 17       | Central London | . 1. 1       | South London |
|  |      | Total | West London Alliance | Forward        | Local London | Partnership  |
|  |      |       | a                    | b              | c            | *d           |
| Unweighted Total                           |      | 266   | 61                   | 144            | 39           | 22           |
| Weighted Total                             |      | 203   | 44                   | 115            | 30           | 14           |
|  |      | 100%  | 100%                 | 100%           | 100%         | 100%         |
| Up   | (1)  | 39    | 6                    | 28             | 3            | 1            |
|  |      | 19%   | 14%                  | 24%            | 10%          | 10%          |
| Same                                       | (0)  | 92    | 18                   | 53             | 14           | 7            |
|  |      | 45%   | 40%                  | 46%            | 47%          | 48%          |
| Down                                       | (-1) | 72    | 20                   | 34             | 13           | 6            |
|  |      | 36%   | 45%                  | 29%            | 43%          | 42%          |
|  |      |       | b                    |                |              |              |
| My business does not export outside the UK |      | -     | -                    | -              | -            | -            |
|  |      | -     | -                    | -              | -            | -            |
| Mean score                                 |      | -,2   | 3                    | 1              | 3            | 3            |
|  |      |       |                      | ac             |              |              |
| Standard deviation                         |      | .72   | .72                  | .73            | .66          | .67          |
| Standard error                             |      | .04   | .09                  | .06            | .11          | .14          |



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

|                  |             | BUSINES         | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|------------------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                  | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                  |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total   | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Increase         | 53<br>11%   | 40<br>9%        | 14<br>29%<br>a | 3<br>16%   | 3<br>4%                 | 12<br>12%  | 12<br>18%<br>d              | 9<br>13%  | 7<br>6%                                    | 4<br>16%<br>d   | 4<br>12%  | 5<br>11%      | 48<br>11%   |
| Stay the same    | 398<br>80%  | 370<br>82%<br>b | 28<br>60%      | 14<br>82%  | 67<br>89%<br>ij         | 74<br>78%  | 50<br>74%                   | 51<br>78%   | 98<br>83%                                  | 20<br>70%   | 24<br>70%   | 40<br>83%     | 357<br>79%  |
| Fall             | 49<br>10%   | 44<br>10%       | 5<br>11%       | * 3%   | 5<br>7%                 | 10<br>10%  | 6<br>8%                     | 6<br>9%   | 12<br>10%                                  | 4<br>14%  | 6<br>18%  | 3<br>6%       | 46<br>10%   |



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

|                  |             | LOCA            | ΓΙΟΝ            | EXPECTED C       | HANGES IN WORKFO  | ORCE SIZE        | PAST RECRU       | ITMENT                    | CAPA           | ACITY          | ]              | EXPECTED PRICES             |                 |
|------------------|-------------|-----------------|-----------------|------------------|-------------------|------------------|------------------|---------------------------|----------------|----------------|----------------|-----------------------------|-----------------|
|                  | Total       | Inner<br>London | Outer<br>London | Increase         | Stay the same     | Fall             | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise           | Stay the same               | Fall            |
|                  |             | a               | b               | c                | d                 | e                | f                | g                         | h              | i              | j              | k                           | 1               |
| Unweighted Total | 500         | 262             | 238             | 110              | 321               | 69               | 141              | 359                       | 198            | 302            | 152            | 289                         | 59              |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%       | 398<br>100%       | 49<br>100%       | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%    | 324<br>100%                 | 54<br>100%      |
| Increase         | 53<br>11%   | 31<br>12%       | 22<br>9%        | 53<br>100%<br>de | -<br>-            | -                | 27<br>38%<br>g   | 26<br>6%                  | 28<br>16%<br>i | 26<br>8%       | 17<br>14%      | 32<br>10%                   | 4<br>7%         |
| Stay the same    | 398<br>80%  | 214<br>81%      | 184<br>78%      | -                | 398<br>100%<br>ce | -                | 37<br>52%        | 360<br>84%<br>f           | 148<br>84%     | 249<br>77%     | 91<br>75%<br>l | <sup>275</sup><br>85%<br>jl | 31<br>58%       |
| Fall             | 49<br>10%   | 20<br>8%        | 29<br>12%       | -                | -                 | 49<br>100%<br>cd | 7<br>9%          | 42<br>10%                 | 1<br>1%        | 48<br>15%<br>h | 13<br>11%<br>k | 17<br>5%                    | 19<br>35%<br>jk |



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

|                  |       |                      | BUSINESS BO               | OROUGH       |                             |
|------------------|-------|----------------------|---------------------------|--------------|-----------------------------|
|                  | Total | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|                  |       | a a                  | b                         | c c          | d                           |
| Unweighted Total | 500   | 114                  | 235                       | 90           | 61                          |
| Weighted Total   | 500   | 107                  | 242                       | 86           | 65                          |
|                  | 100%  | 100%                 | 100%                      | 100%         | 100%                        |
| Increase         | 53    | 12                   | 31                        | 7            | 3                           |
|                  | 11%   | 11%                  | 13%                       | 8%           | 5%                          |
| Stay the same    | 398   | 78                   | 194                       | 70           | 56                          |
|                  | 80%   | 73%                  | 80%                       | 81%          | 86%                         |
| Fall             | 49    | 17                   | 17                        | 9            | 6                           |
|                  | 10%   | 16%                  | 7%                        | 11%          | 9%                          |



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

|                  |             | BUSINES         | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING  | G/SERVICES      |
|------------------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|----------------|-----------------|
|                  | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services        |
|                  |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k              | 1               |
| Unweighted Total | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459             |
| Weighted Total   | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%     |
| Yes              | 71<br>14%   | 52<br>11%       | 19<br>42%<br>a | 5<br>29%   | 12<br>17%<br>h          | 15<br>16%<br>h   | 13<br>19%<br>h              | 12<br>19%<br>h  | 5<br>5%                                    | 6<br>20%<br>h   | 3<br>10%  | 14<br>28%<br>l | 58<br>13%       |
| No               | 429<br>86%  | 401<br>89%<br>b | 27<br>58%      | 12<br>71%  | 62<br>83%               | 81<br>84%  | 55<br>81%                   | 53<br>81%   | 112<br>95%<br>defgi                        | 22<br>80%   | 31<br>90%   | 35<br>72%      | 393<br>87%<br>k |



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

|                  |             | LOCAT           | ΓΙΟΝ            | EXPECTED CHANGES IN WORKFORCE SIZE |                 |                | PAST RECRU       | JITMENT                   | CAPA           | ACITY           | I           | EXPECTED PRICES       |            |
|------------------|-------------|-----------------|-----------------|------------------------------------|-----------------|----------------|------------------|---------------------------|----------------|-----------------|-------------|-----------------------|------------|
|                  | Total       | Inner<br>London | Outer<br>London | Increase                           | Stay the same   | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise        | Stay the same         | Fall       |
| _                |             | a               | b               | с                                  | d               | e              | f                | g                         | h              | i               | j           | k                     | 1          |
| Unweighted Total | 500         | 262             | 238             | 110                                | 321             | 69             | 141              | 359                       | 198            | 302             | 152         | 289                   | 59         |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%                         | 398<br>100%     | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100% | 324<br>100%           | 54<br>100% |
| Yes              | 71<br>14%   | 43<br>16%       | 28<br>12%       | 27<br>51%<br>de                    | 37<br>9%        | 7<br>14%       | 71<br>100%<br>g  | -<br>-                    | 44<br>25%<br>i | 28<br>9%        | 15<br>12%   | 51<br>16%             | 5<br>10%   |
| No               | 429<br>86%  | 222<br>84%      | 207<br>88%      | 26<br>49%                          | 360<br>91%<br>c | 42<br>86%<br>c | -                | 429<br>100%<br>f          | 133<br>75%     | 295<br>91%<br>h | 107<br>88%  | <sup>273</sup><br>84% | 49<br>90%  |



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

BUSINESS BOROUGH Central London South London Total West London Alliance Forward Local London Partnership Unweighted Total 61 500 114 235 Weighted Total 107 242 86 65 500 100% 100% 100% 100% 100% Yes 6 71 14 42 9 18% 10% 14% 13% 10% No 429 93 199 77 59 87% 82% 90% 90%



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

|                  |            | BUSINES    | SSIZE          |  |                         |  |                             |   |  |   |   |               | G/SERVICES |
|------------------|------------|------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|------------|
|                  | Total      | 0-9        | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services   |
|                  |            | a          | b              | *c   | *d                      | e  | *f                          | g   | *h   | *1  | *J  | *k            | 1          |
| Unweighted Total | 141        | 34         | 107            | 5  | 11                      | 33   | 19                          | 30  | 17   | 13  | 13  | 14            | 127        |
| Weighted Total   | 71<br>100% | 52<br>100% | 19<br>100%     | 5<br>100%  | 12<br>100%              | 15<br>100%   | 13<br>100%                  | 12<br>100%  | 5<br>100%                                  | 6<br>100%   | 3<br>100%   | 14<br>100%    | 58<br>100% |
| Full-time        | 40<br>56%  | 26<br>49%  | 14<br>73%<br>a | 2<br>47%   | 7<br>53%                | 10<br>66%<br>g   | 10<br>74%                   | 4<br>37%  | 4<br>67%                                   | 2<br>29%  | 2<br>56%  | 5<br>38%      | 35<br>60%  |
| Part-time        | 37<br>52%  | 27<br>53%  | 9<br>48%       | 5<br>97%   | 6<br>48%                | 8<br>52%   | 4<br>31%                    | 6<br>48%  | 4<br>65%                                   | 3<br>59%  | 2<br>55%  | 11<br>78%     | 26<br>45%  |
| Temporary        | 13<br>19%  | 10<br>19%  | 3<br>16%       |  | *<br>1%                 | 2<br>17%   | 4<br>30%                    | 3<br>24%  | *  | 2<br>41%  | 2<br>49%  | *<br>1%       | 13<br>23%  |
| Permanent        | 10<br>14%  | 7<br>13%   | 4<br>19%       | -  | 3<br>26%                | 1<br>5%  | 4<br>29%                    | * 3%  | 1<br>12%                                   | 1<br>12%  | 1<br>33%  | 2<br>16%      | 8<br>14%   |



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

|                  |            | LOCATION                  |            | EXPECTED CHANGES IN WORKFORCE SIZE |            | PAST RECRU       |                           | CAPA          | ACITY          | I             | EXPECTED PRICES |            |           |
|------------------|------------|---------------------------|------------|------------------------------------|------------|------------------|---------------------------|---------------|----------------|---------------|-----------------|------------|-----------|
|                  | Total      | Inner Outer London London |            |                                    |            | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise          | Stay the same   | Fall       |           |
|                  |            | a                         | b          | c                                  | d          | *e               | f                         | *g            | h              | i             | j               | k          | *1        |
| Unweighted Total | 141        | 87                        | 54         | 77                                 | 51         | 13               | 141                       | -             | 93             | 48            | 55              | 70         | 16        |
| Weighted Total   | 71<br>100% | 43<br>100%                | 28<br>100% | 27<br>100%                         | 37<br>100% | 7<br>100%        | 71<br>100%                | -             | 44<br>100%     | 28<br>100%    | 15<br>100%      | 51<br>100% | 5<br>100% |
| Full-time        | 40<br>56%  | 25<br>58%                 | 15<br>53%  | 20<br>73%<br>d                     | 20<br>52%  | *<br>4%          | 40<br>56%                 | -             | 30<br>68%<br>i | 10<br>36%     | 10<br>64%       | 26<br>51%  | 4<br>82%  |
| Part-time        | 37<br>52%  | 21<br>49%                 | 16<br>55%  | 12<br>43%                          | 19<br>50%  | 6<br>94%         | 37<br>52%                 | -             | 20<br>45%      | 17<br>62%     | 6<br>41%        | 30<br>58%  | 1<br>20%  |
| Temporary        | 13<br>19%  | 11<br>26%<br>b            | 2<br>8%    | 4<br>16%                           | 6<br>15%   | 3<br>51%         | 13<br>19%                 | -             | 5<br>12%       | 8<br>29%<br>h | 6<br>39%<br>k   | 7<br>14%   | *<br>5%   |
| Permanent        | 10<br>14%  | 5<br>12%                  | 5<br>18%   | 6<br>22%                           | 4<br>11%   | *<br>2%          | 10<br>14%                 | -             | 5<br>12%       | 5<br>18%      | 3<br>17%        | 8<br>15%   | -         |



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

|                  |       | BUSINESS BOROUGH     |                           |              |                             |  |  |  |  |  |  |
|------------------|-------|----------------------|---------------------------|--------------|-----------------------------|--|--|--|--|--|--|
|                  | Total | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |  |  |  |  |  |  |
|                  |       | *a                   | b                         | *c           | *d                          |  |  |  |  |  |  |
| Unweighted Total | 141   | 27                   | 80                        | 19           | 15                          |  |  |  |  |  |  |
| Weighted Total   | 71    | 14                   | 42                        | 9            | 6                           |  |  |  |  |  |  |
|                  | 100%  | 100%                 | 100%                      | 100%         | 100%                        |  |  |  |  |  |  |
| Full-time        | 40    | 6                    | 25                        | 7            | 2                           |  |  |  |  |  |  |
|                  | 56%   | 40%                  | 58%                       | 84%          | 37%                         |  |  |  |  |  |  |
| Part-time        | 37    | 7                    | 21                        | 4            | 5                           |  |  |  |  |  |  |
|                  | 52%   | 48%                  | 49%                       | 46%          | 82%                         |  |  |  |  |  |  |
| Temporary        | 13    | 2                    | 11                        | *            | *                           |  |  |  |  |  |  |
|                  | 19%   | 12%                  | 26%                       | 6%           | 4%                          |  |  |  |  |  |  |
| Permanent        | 10    | 3                    | 5                         | *            | 1                           |  |  |  |  |  |  |
|                  | 14%   | 24%                  | 12%                       | 5%           | 20%                         |  |  |  |  |  |  |

Proportion/Means: Columns Tested (95% risk level): a/b/c/d



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

|                  |            | BUSINES    | S SIZE     |  |                         |  |                             |   |  |   |   | MANUFACTURING | G/SERVICES |
|------------------|------------|------------|------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|------------|
|                  | Total      | 0-9        | 10+        | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services   |
|                  |            | a          | b          | *c   | *d                      | <u>e</u>   | *f                          | g   | *h   | *i  | *j  | *k            | 1          |
| Unweighted Total | 141        | 34         | 107        | 5  | 11                      | 33   | 19                          | 30  | 17   | 13  | 13  | 14            | 127        |
| Weighted Total   | 71<br>100% | 52<br>100% | 19<br>100% | 5<br>100%  | 12<br>100%              | 15<br>100%   | 13<br>100%                  | 12<br>100%  | 5<br>100%                                  | 6<br>100%   | 3<br>100%   | 14<br>100%    | 58<br>100% |
| Yes              | 42<br>59%  | 28<br>55%  | 14<br>70%  | *<br>4%  | 9<br>74%                | 8<br>57%   | 4<br>28%                    | 9<br>77%  | 4<br>81%                                   | 6<br>97%  | 1<br>38%  | 7<br>49%      | 35<br>61%  |
| No               | 29<br>41%  | 23<br>45%  | 6<br>30%   | 5<br>96%   | 3<br>26%                | 6<br>43%   | 9<br>72%                    | 3<br>23%  | 1<br>19%                                   | *<br>3%   | 2<br>62%  | 7<br>51%      | 22<br>39%  |



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

|                  |            | LOCAT           | TION            | EXPECTED CHANGES IN WORKFORCE SIZE |                |           |                  |                           | CAPA           | CITY           | I              | EXPECTED PRICES |           |
|------------------|------------|-----------------|-----------------|------------------------------------|----------------|-----------|------------------|---------------------------|----------------|----------------|----------------|-----------------|-----------|
|                  | Total      | Inner<br>London | Outer<br>London | Increase                           | Stay the same  | Fall      | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise           | Stay the same   | Fall      |
|                  |            | a               | b               | С                                  | d              | *e        | f                | *g                        | h              | i              | j              | k               | *1        |
| Unweighted Total | 141        | 87              | 54              | 77                                 | 51             | 13        | 141              | -                         | 93             | 48             | 55             | 70              | 16        |
| Weighted Total   | 71<br>100% | 43<br>100%      | 28<br>100%      | 27<br>100%                         | 37<br>100%     | 7<br>100% | 71<br>100%       |                           | 44<br>100%     | 28<br>100%     | 15<br>100%     | 51<br>100%      | 5<br>100% |
| Yes              | 42<br>59%  | 27<br>62%       | 15<br>54%       | 11<br>39%                          | 25<br>66%<br>c | 7<br>99%  | 42<br>59%        | -                         | 22<br>51%      | 20<br>71%<br>h | 11<br>74%<br>k | 27<br>53%       | 4<br>74%  |
| No               | 29<br>41%  | 16<br>38%       | 13<br>46%       | 17<br>61%<br>d                     | 13<br>34%      | *<br>1%   | 29<br>41%        | -                         | 21<br>49%<br>i | 8<br>29%       | 4<br>26%       | 24<br>47%<br>j  | 1<br>26%  |



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

|                  |       |                      | BUSINESS BO    | OROUGH       |              |
|------------------|-------|----------------------|----------------|--------------|--------------|
|                  |       |                      | Central London |              | South London |
|                  | Total | West London Alliance | Forward        | Local London | Partnership  |
|                  |       | *a                   | b              | *c           | *d           |
| Unweighted Total | 141   | 27                   | 80             | 19           | 15           |
| Weighted Total   | 71    | 14                   | 42             | 9            | 6            |
|                  | 100%  | 100%                 | 100%           | 100%         | 100%         |
| Yes              | 42    | 9                    | 26             | 2            | 5            |
|                  | 59%   | 62%                  | 62%            | 26%          | 75%          |
| No               | 29    | 5                    | 16             | 6            | 2            |
|                  | 41%   | 38%                  | 38%            | 74%          | 25%          |



## $\ensuremath{\mathbf{Q7}}.$ In which category did you have difficulties? Base: All who had difficulties in recruiting

|                           | _          | BUSINES    | SINESS SIZE INDUSTRY |  |                            |  |                             |   |  | MANUFACTURING/SERVICES  |   |               |            |
|---------------------------|------------|------------|----------------------|--|----------------------------|--|-----------------------------|---|--|---|---|---------------|------------|
|                           | Total      | 0-9        | 10+                  | Agriculture,<br>forestry & fishing<br>/ production | Construction /<br>property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services   |
|                           |            | *a         | b                    | *c   | *d                         | *e   | *f                          | *g  | *h   | *i  | *j  | *k            | 1          |
| Unweighted Total          | 84         | 20         | 64                   | 3  | 8                          | 24   | 8                           | 16  | 9  | 11  | 5   | 10            | 74         |
| Weighted Total            | 42<br>100% | 28<br>100% | 14<br>100%           | *<br>100%  | 9<br>100%                  | 8<br>100%  | 4<br>100%                   | 9<br>100%   | 4<br>100%                                  | 6<br>100%   | 1<br>100%   | 7<br>100%     | 35<br>100% |
| Skilled manual/ technical | 25<br>59%  | 18<br>62%  | 7<br>54%             | *<br>62%   | 8<br>89%                   | 7<br>87%   | *<br>10%                    | 5<br>51%  | 2<br>46%                                   | 2<br>29%  | 1<br>44%  | 6<br>84%      | 19<br>55%  |
| Professional/ managerial  | 20<br>48%  | 11<br>38%  | 9<br>68%             | *<br>62%   | 1<br>15%                   | 2<br>21%   | 1<br>17%                    | 9<br>95%  | 4<br>79%                                   | 2<br>44%  | 1<br>100%   | 1<br>22%      | 19<br>52%  |
| Un/ semi-skilled          | 11<br>27%  | 9<br>33%   | 2<br>15%             | -<br>-   | 3<br>33%                   | 1<br>15%   | 3<br>78%                    | 2<br>20%  | *<br>4%                                    | 2<br>28%  | 1<br>41%  | 3<br>46%      | 8<br>23%   |
| Clerical                  | 3<br>6%    | -          | 3<br>18%             |  |                            | *<br>5%  | -                           | *<br>2%   | 2<br>43%                                   |   | -   |               | 3<br>7%    |



## $\ensuremath{\mathbf{Q7}}.$ In which category did you have difficulties? Base: All who had difficulties in recruiting

|                           |            | LOCATION        |                 | EXPECTED CHANGES IN WORKFORCE SIZE |                | PAST RECRU |                  | CAPA                      | ACITY         | 1              | EXPECTED PRICES |               |           |
|---------------------------|------------|-----------------|-----------------|------------------------------------|----------------|------------|------------------|---------------------------|---------------|----------------|-----------------|---------------|-----------|
|                           | Total      | Inner<br>London | Outer<br>London | Increase                           | Stay the same  | Fall       | Tried to recruit | Did not try to<br>recruit | Full capacity | Below capacity | Rise            | Stay the same | Fall      |
|                           |            | a               | b               | c                                  | d              | *e         | f                | *g                        | h             | i              | j               | k             | *1        |
| Unweighted Total          | 84         | 48              | 36              | 38                                 | 34             | 12         | 84               | -                         | 50            | 34             | 33              | 41            | 10        |
| Weighted Total            | 42<br>100% | 27<br>100%      | 15<br>100%      | 11<br>100%                         | 25<br>100%     | 7<br>100%  | 42<br>100%       |                           | 22<br>100%    | 20<br>100%     | 11<br>100%      | 27<br>100%    | 4<br>100% |
| Skilled manual/ technical | 25<br>59%  | 17<br>65%       | 8<br>50%        | 4<br>39%                           | 19<br>76%<br>c | 2<br>32%   | 25<br>59%        | -                         | 15<br>66%     | 10<br>52%      | 8<br>74%        | 15<br>55%     | 2<br>49%  |
| Professional/ managerial  | 20<br>48%  | 11<br>43%       | 9<br>56%        | 7<br>66%<br>d                      | 9<br>37%       | 4<br>56%   | 20<br>48%        | -                         | 11<br>48%     | 9<br>46%       | 6<br>55%        | 12<br>43%     | 2<br>56%  |
| Un/ semi-skilled          | 11<br>27%  | 8<br>32%        | 3<br>18%        | 2<br>21%                           | 4<br>18%       | 5<br>70%   | 11<br>27%        | -                         | 5<br>21%      | 7<br>33%       | 2<br>18%        | 8<br>31%      | 1<br>26%  |
| Clerical                  | 3<br>6%    | 2<br>8%         | *<br>3%         | 2<br>23%                           |                | *<br>1%    | 3<br>6%          | -                         | *<br>2%       | 2<br>11%       | 1<br>8%         | 2<br>6%       | *<br>1%   |



## $\ensuremath{\mathbf{Q7}}.$ In which category did you have difficulties? Base: All who had difficulties in recruiting

BUSINESS BOROUGH Central London South London Total West London Alliance Forward Local London Partnership Unweighted Total 84 20 43 10 11 Weighted Total 26 42 2 100% 100% 100% 100% 100% Skilled manual/technical 6 25 17 1 59% 67% 65% 27% 28% Professional/ managerial 20 2 11 48% 44% 42% 72% Un/ semi-skilled 8 11 2 27% 32% 27% Clerical 3



#### Q8\_SUM. How have your investment plans changed over the past three months?

#### **SUMMARY TABLE**

Base: All respondents

|                     | Total_      | Increased | Same       | Decreased  | Mean |
|---------------------|-------------|-----------|------------|------------|------|
| Training            | 500<br>100% | 76<br>15% | 314<br>63% | 110<br>22% | 1    |
| Plant and equipment | 500<br>100% | 52<br>10% | 329<br>66% | 119<br>24% | 1    |



#### Q8\_1. How have your investment plans changed over the past three months?

#### Plant and equipment

Base: All respondents

|                              |               |               | BUSINES         | SS SIZE        |  |                         | MANUFACTURING/SERVICES   |                             |   |  |   |   |                |                 |
|------------------------------|---------------|---------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|----------------|-----------------|
|                              | -             | Total         | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services        |
|                              |               |               | a               | D              | *c   | a                       | e  | 1                           | g   | п  | 1   | J   | K              | 1 1             |
| Unweighted Total             |               | 500           | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459             |
| Weighted Total               |               | 500<br>100%   | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%     |
| Increased                    | (1)           | 52<br>10%     | 40<br>9%        | 12<br>25%<br>a | -  | 10<br>13%               | 12<br>6 12%  | 7<br>10%                    | 9<br>14%  | 5<br>4%                                    | 4<br>6 14%  | 5<br>16%<br>h   | 4<br>8%        | 48<br>11%       |
| Same                         | (0)           | 329<br>66%    | 305<br>67%<br>b | 24<br>52%      | 11<br>68%  | 44<br>59%               | 60<br>63%  | 52<br>76%<br>i              | 46<br>70%<br>i  | 81<br>69%<br>i                             | 14<br>50%   | 21<br>61%   | 25<br>50%      | 305<br>67%<br>k |
| Decreased                    | (-1)          | 119<br>24%    | 109<br>24%      | 10<br>22%      | 5<br>32%   | 21<br>28%               | 24<br>6 25%  | 9<br>14%                    | 11<br>16%   | 31<br>26%                                  | 10<br>36%<br>fg   | 8<br>23%  | 20<br>42%<br>1 | 99<br>22%       |
| Mean score                   |               | 1             | 2               | *<br>a         | 3  | 2                       | 1  | *                           | *<br>h  | 2  | 2   | 1   | 3              | 1<br>k          |
| Standard deviation           |               | -57           | -55             | .70            | .48  | .63                     | .60  | .49                         | .55   | .51  | .69   | .63   | .62            | .56             |
| Standard error               |               | .03           | .03             | .05            | .12  | .09                     | .06  | .07                         | .06   | .06  | .10   | .07   | .10            | .03             |
| Proportion/Means: Columns Te | sted (95% ris | k level): a/b | - c/d/e/f/g     | /h/i/j - k/J   | i  |                         |  |                             |   |  |   |   |                |                 |



#### Q8\_1. How have your investment plans changed over the past three months?

#### Plant and equipment

Base: All respondents

|                                      |      |             | LOCAT           | TON             | EXPECTED CHANGES IN WORKFORCE SIZE |                  | PAST RECRU      | JITMENT          | CAPA                      | CITY            | I              | EXPECTED PRICES |                  |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|------------------------------------|------------------|-----------------|------------------|---------------------------|-----------------|----------------|-----------------|------------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase                           | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity | Rise            | Stay the same    | Fall            |
|                                      | _    |             | a               | b               | с                                  | d                | e               | f                | g                         | h               | i              | j               | k                | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110                                | 321              | 69              | 141              | 359                       | 198             | 302            | 152             | 289              | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%                         | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323<br>100%    | 122<br>100%     | 324<br>100%      | 54<br>100%      |
| Increased                            | (1)  | 52<br>10%   | 21<br>8%        | 31<br>13%       | 18<br>33%<br>de                    | 30<br>8%         | 4<br>9%         | 20<br>28%<br>g   | 32<br>7%                  | 28<br>16%<br>i  | 24<br>7%       | 19<br>16%<br>k  | 28<br>9%         | 5<br>8%         |
| Same                                 | (0)  | 329<br>66%  | 200<br>75%<br>b | 129<br>55%      | 27<br>51%<br>e                     | 286<br>72%<br>ce | 16<br>32%       | 38<br>54%        | 291<br>68%<br>f           | 127<br>72%<br>i | 202<br>63%     | 72<br>59%<br>1  | 234<br>72%<br>jl | 24<br>44%       |
| Decreased                            | (-1) | 119<br>24%  | 44<br>17%       | 75<br>32%<br>a  | 9<br>16%                           | 81<br>20%        | 29<br>60%<br>cd | 13<br>19%        | 106<br>25%                | 22<br>13%       | 97<br>30%<br>h | 31<br>25%       | 62<br>19%        | 26<br>48%<br>jk |
| Mean score                           |      | 1           | 1<br>b          | 2               | .2<br>de                           | 1<br>e           | 5               | .1<br>g          | 2                         | *<br>i          | 2              | 1<br>l          | 1<br>l           | 4               |
| Standard deviation<br>Standard error |      | .57<br>.03  | .49<br>.03      | .64<br>.04      | .69<br>.07                         | .51<br>.03       | .66<br>.08      | .68<br>.06       | .54<br>.03                | ·53<br>.04      | .57<br>.03     | .64<br>.05      | .52<br>.03       | .64<br>.08      |



#### Q8\_1. How have your investment plans changed over the past three months?

Plant and equipment

Base: All respondents

|  |      |                 |                      | BUSINESS BO               | OROUGH          |                             |
|--|------|-----------------|----------------------|---------------------------|-----------------|-----------------------------|
|  |      | Total           | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|  |      | Total           | a a                  | b                         | c c             | d                           |
| Unweighted Total                                   |      | 500             | 114                  | 235                       | 90              | 61                          |
| Weighted Total                                     |      | 500<br>100%     | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Increased  | (1)  | 52<br>10%       | 12<br>11%            | 21<br>9%                  | 15<br>18%<br>bd | 4<br>5%                     |
| Same   | (0)  | 329<br>66%      | 63<br>59%<br>c       | 181<br>75%<br>ac          | 38<br>44%       | 47<br>72%<br>c              |
| Decreased  | (-1) | 119<br>24%      | 32<br>30%<br>b       | 39<br>16%                 | 33<br>38%<br>b  | 15<br>23%                   |
| Mean score<br>Standard deviation<br>Standard error |      | 1<br>.57<br>.03 | 2<br>.61<br>.06      | 1<br>.50<br>.03           | 2<br>.73<br>.08 | 2<br>.51<br>.06             |



#### Q8\_2. How have your investment plans changed over the past three months?

Training Base: All respondents

|                           |                  |               | BUSINES         | S SIZE         |  |                           |   | INDUS                         | STRY  |  |  |   | MANUFACTURING   | G/SERVICES  |
|---------------------------|------------------|---------------|-----------------|----------------|--|---------------------------|---|-------------------------------|---|--|--|---|-----------------|-------------|
|                           | -                | Total _       | 0-9<br>a        | 10+<br>b       | Agriculture,<br>forestry & fishing<br>/ production<br>*c | Construction / property d | Motor trades / wholesale / retail / transport & storage / accommodation & food services e | Information & communication f | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public administration and defence / education / health i | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing k | Services 1  |
| Unweighted Total          |                  | 500           | 300             | 200            | 15   | 48                        | 113   | 47                            | 76  | 64   | 49   | 88  | 41              | 459         |
| Weighted Total            |                  | 500<br>100%   | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%                | 95<br>100%  | 68<br>100%                    | 65<br>100%  | 118<br>100%                                | 28<br>100%   | 34<br>100%  | 49<br>100%      | 451<br>100% |
| Increased                 | (1)              | 76<br>15%     | 63<br>14%       | 13<br>27%<br>a | 2<br>15%   | 2<br>3%                   | 14<br>15%<br>d  | 17<br>26%<br>dh               | 18<br>27%<br>deh  | 11<br>10%                                  | 5<br>16%<br>d  | 6<br>17%<br>d   | 4<br>8%         | 72<br>16%   |
| Same                      | (0)              | 314<br>63%    | 293<br>65%<br>b | 22<br>46%      | 9<br>55%   | 50<br>67%                 | 60 63%  | 35<br>52%                     | 38<br>58%   | 86<br>73%<br>fi                            | 14<br>48%  | 22<br>65%   | 25<br>51%       | 289<br>64%  |
| Decreased                 | (-1)             | 110<br>22%    | 98<br>22%       | 12<br>27%      | 5<br>30%   | 22<br>30%<br>g            | 21<br>22%   | 15<br>22%                     | 10<br>15%   | 21<br>18%                                  | 10<br>35%<br>ghj   | 6<br>19%  | 20<br>41%<br>1  | 90<br>20%   |
| Mean score                |                  | 1             | 1               | *              | 2  | 3                         | 1   | *<br>d                        | .1<br>dehi  | 1  | 2  | 4<br>*  | 3               | *<br>k      |
| Standard deviation        |                  | .61           | .59             | .74            | .67  | .51                       | .61   | .70                           | .64   | .52  | .71  | .60   | .62             | .60         |
| Standard error            |                  | .03           | .03             | .05            | .17  | .07                       | .06   | .10                           | .07   | .06  | .10  | .06   | .10             | .03         |
| Proportion/Means: Columns | Tested (95% risl | k level): a/b | - c/d/e/f/g     | /h/i/j - k/l   | Į  |                           |   |                               |   |  |  |   |                 |             |



#### Q8\_2. How have your investment plans changed over the past three months?

Training Base: All respondents

|                                      |      |             | LOCA            | ΓΙΟΝ            | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | ITMENT                    | CAPA            | CITY           | E              | XPECTED PRICES |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|-----------------|----------------|----------------|----------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity   | Below capacity | Rise           | Stay the same  | Fall            |
|                                      | _    |             | a               | b               | с               | d                | e               | f                | g                         | h               | i              | j              | k              | l               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198             | 302            | 152            | 289            | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%     | 323<br>100%    | 122<br>100%    | 324<br>100%    | 54<br>100%      |
| Increased                            | (1)  | 76<br>15%   | 44<br>17%       | 32<br>13%       | 25<br>46%<br>de | 46<br>12%        | 5<br>9%         | 29<br>40%<br>g   | 47<br>11%                 | 27<br>15%       | 48<br>15%      | 21<br>17%<br>l | 52<br>16%<br>l | 2<br>5%         |
| Same                                 | (0)  | 314<br>63%  | 177<br>67%      | 138<br>59%      | 22<br>40%       | 276<br>69%<br>ce | 17<br>34%       | 30<br>43%        | 284<br>66%<br>f           | 126<br>71%<br>i | 188<br>58%     | 74<br>61%      | 211<br>65%     | 29<br>54%       |
| Decreased                            | (-1) | 110<br>22%  | 44<br>17%       | 66<br>28%<br>a  | 7<br>13%        | 75<br>19%        | 28<br>56%<br>cd | 12<br>18%        | 97<br>23%                 | 24<br>13%       | 86<br>27%<br>h | 27<br>22%      | 60<br>19%      | 23<br>42%<br>jk |
| Mean score                           |      | 1           | *<br>b          | 1               | .3<br>de        | 1<br>e           | 5               | .2<br>g          | 1                         | *<br>i          | 1              | * 1            | * 1            | 4               |
| Standard deviation<br>Standard error |      | .61<br>.03  | .58<br>.04      | .63<br>.04      | .70<br>.07      | ·55<br>.03       | .67<br>.08      | .73<br>.06       | .57<br>.03                | .54<br>.04      | .64<br>.04     | .63<br>.05     | .59<br>.03     | .58<br>.07      |



#### Q8\_2. How have your investment plans changed over the past three months?

Training Base: All respondents

|                    |      |       |                      | BUSINESS BO    | OROUGH       |              |
|--------------------|------|-------|----------------------|----------------|--------------|--------------|
|                    |      |       |                      | Central London |              | South London |
|                    |      | Total | West London Alliance | Forward        | Local London | Partnership  |
|                    |      |       | a                    | b              | c            | d            |
| Unweighted Total   |      | 500   | 114                  | 235            | 90           | 61           |
| Weighted Total     |      | 500   | 107                  | 242            | 86           | 65           |
|                    |      | 100%  | 100%                 | 100%           | 100%         | 100%         |
| Increased          | (1)  | 76    | 9                    | 41             | 19           | 7            |
|                    |      | 15%   | 9%                   | 17%            | 22%          | 10%          |
|                    |      |       |                      | a              | a            |              |
| Same               | (0)  | 314   | 69                   | 161            | 40           | 44           |
|                    |      | 63%   | 64%                  | 67%            | 47%          | 68%          |
|                    |      |       | c                    | c              |              | c            |
| Decreased          | (-1) | 110   | 29                   | 40             | 26           | 14           |
|                    |      | 22%   | 27%                  | 16%            | 31%          | 22%          |
|                    |      |       | b                    |                | b            |              |
| Mean score         |      | 1     | 2                    | *              | 1            | 1            |
|                    |      |       |                      | a              |              |              |
| Standard deviation |      | .61   | -57                  | .58            | .73          | .56          |
| Standard error     |      | .03   | .05                  | .04            | .08          | .07          |
| I                  |      |       |                      |                |              |              |



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      | 500<br>100% | 146<br>29% | 186<br>37%    | 168<br>34% | *    |
| Profitability | 500<br>100% | 131<br>26% | 203<br>41%    | 166<br>33% | 1    |



Q9\_1. Over the next twelve months what do you think will happen to your...

Turnover

Base: All respondents

|                           |                    |               | BUSINES     | SS SIZE        |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|---------------------------|--------------------|---------------|-------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                           | _                  | Total         | 0-9         | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
| 1                         |                    |               | a           | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total          |                    | 500           | 300         | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total            |                    | 500<br>100%   | 453<br>100% | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Increase                  | (1)                | 146<br>29%    | 127<br>28%  | 18<br>39%<br>a | 7<br>44%   | 19<br>26%               | 29<br>30%  | 17<br>25%                   | 23<br>36%<br>h  | 24<br>20%                                  | 11<br>38%<br>h  | 16<br>46%<br>defh   | 16<br>32%     | 130<br>29%  |
| Stay the same             | (0)                | 186<br>37%    | 172<br>38%  | 14<br>31%      | 3<br>15%   | 26<br>34%               | 36<br>37%<br>j   | 22<br>32%                   | 26<br>39%<br>j  | 59<br>50%<br>ij                            | 7<br>26%  | 8<br>24%  | 13<br>26%     | 174<br>39%  |
| Decrease                  | (-1)               | 168<br>34%    | 154<br>34%  | 14<br>30%      | 7<br>41%   | 30<br>40%               | 31<br>33%  | 29<br>43%<br>g              | 16<br>25%   | 35<br>29%                                  | 10<br>35%   | 10<br>30%   | 20<br>42%     | 147<br>33%  |
| Mean score                |                    | *             | 1           | .1             | *  | 1                       | *  | 2                           | .1<br>f   | 1  | *   | .2<br>df  | 1             | *           |
| Standard deviation        |                    | .79           | .79         | .84            | .95  | .80                     | .79  | .81                         | .78   | .70  | .87   | .87   | .86           | .78         |
| Standard error            |                    | .04           | .05         | .06            | .25  | .12                     | .07  | .12                         | .09   | .09  | .12   | .09   | .13           | .04         |
| Proportion/Means: Columns | s Tested (95% risl | د level): a/b | - c/d/e/f/g | /h/i/j - k/!   | i  |                         |  |                             |   |  |   |   |               |             |



#### Q9\_1. Over the next twelve months what do you think will happen to your...

Turnover

Base: All respondents

|                                      |      |             | LOCAT           | ΓΙΟΝ            | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | ITMENT                    | CAPA           | ACITY           | F              | EXPECTED PRICES |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|-----------------|----------------|-----------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise           | Stay the same   | Fall            |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h              | i               | j              | k               | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302             | 152            | 289             | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%    | 324<br>100%     | 54<br>100%      |
| Increase                             | (1)  | 146<br>29%  | 61<br>23%       | 85<br>36%<br>a  | 39<br>72%<br>de | 104<br>26%<br>e  | 3<br>6%         | 31<br>44%<br>g   | 114<br>27%                | 56<br>32%      | 90<br>28%       | 42<br>34%<br>1 | 93<br>29%       | 10<br>19%       |
| Stay the same                        | (0)  | 186<br>37%  | 114<br>43%<br>b | 73<br>31%       | 9<br>16%        | 170<br>43%<br>ce | 7<br>15%        | 19<br>27%        | 167<br>39%<br>f           | 87<br>49%<br>i | 100<br>31%      | 45<br>37%<br>1 | 131<br>40%<br>l | 11<br>20%       |
| Decrease                             | (-1) | 168<br>34%  | 90<br>34%       | 78<br>33%       | 6<br>11%        | 123<br>31%<br>c  | 38<br>78%<br>cd | 21<br>29%        | 147<br>34%                | 35<br>20%      | 133<br>41%<br>h | 35<br>29%      | 100<br>31%      | 33<br>61%<br>jk |
| Mean score                           |      | *           | 1               | *               | .6<br>de        | *<br>e           | 7               | .1<br>g          | 1                         | .1<br>i        | 1               | .1<br>1        | *               | 4               |
| Standard deviation<br>Standard error |      | .79<br>.04  | .75<br>.05      | .83<br>.05      | .69<br>.07      | .76<br>.04       | .58<br>.07      | .85<br>.07       | .78<br>.04                | .71<br>.05     | .82<br>.05      | .80<br>.06     | .77<br>.05      | .80<br>.10      |



#### Q9\_1. Over the next twelve months what do you think will happen to your...

Turnover

Base: All respondents

|                                      |      |             |                      | BUSINESS BO               | OROUGH          |                             |
|--------------------------------------|------|-------------|----------------------|---------------------------|-----------------|-----------------------------|
|                                      |      | Total       | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|                                      |      |             | a                    | b                         | c               | d                           |
| Unweighted Total                     |      | 500         | 114                  | 235                       | 90              | 61                          |
| Weighted Total                       |      | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Increase                             | (1)  | 146<br>29%  | 33<br>31%            | 55<br>23%                 | 38<br>45%<br>ab | 19<br>30%                   |
| Stay the same                        | (0)  | 186<br>37%  | 36<br>34%            | 105<br>43%<br>c           | 21<br>25%       | 24<br>37%                   |
| Decrease                             | (-1) | 168<br>34%  | 38<br>35%            | 82<br>34%                 | 26<br>31%       | 22<br>34%                   |
| Mean score                           |      | *           | *                    | 1                         | .1<br>b         | *                           |
| Standard deviation<br>Standard error |      | .79<br>.04  | .81<br>.08           | .75<br>.05                | .86<br>.09      | .80<br>.10                  |



Q9\_2. Over the next twelve months what do you think will happen to your...

Profitability
Base: All respondents

|                                      |             |               | BUSINES      | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING   | G/SERVICES  |
|--------------------------------------|-------------|---------------|--------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|-----------------|-------------|
|                                      | -           | Total         | 0-9          | 10+<br>b       | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing k | Services    |
| Unweighted Total                     |             | 500           | 300          | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41              | 459         |
| Weighted Total                       |             | 500<br>100%   | 453<br>100%  | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>5 100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%      | 451<br>100% |
| Increase                             | (1)         | 131<br>26%    | 112<br>25%   | 19<br>40%<br>a | 3<br>15%   | 17<br>23%               | 26<br>6 27%  | 15<br>22%                   | 23<br>36%<br>h  | 22<br>19%                                  | 11<br>37%<br>h  | 16<br>45%<br>defh   | 10<br>21%       | 121<br>27%  |
| Stay the same                        | (0)         | 203<br>41%    | 188<br>41%   | 15<br>33%      | 7<br>44%   | 28<br>37%               | 34<br>36%  | 24<br>36%                   | 28<br>42%<br>j  | 63<br>54%<br>eij                           | 9<br>6 33%  | 9<br>27%  | 18<br>37%       | 185<br>41%  |
| Decrease                             | (-1)        | 166<br>33%    | 153<br>34%   | 13<br>27%      | 7<br>41%   | 30<br>40%<br>g          | 36<br>6 37%<br>g   | 29<br>42%<br>g              | 14<br>22%   | 33<br>28%                                  | 8<br>30%  | 10<br>28%   | 20<br>42%       | 146<br>32%  |
| Mean score                           |             | 1             | 1            | .1<br>a        | 3  | 2                       | 1  | 2                           | .1<br>def   | 1  | .1  | .2<br>defh  | 2               | 1           |
| Standard deviation<br>Standard error |             | .77<br>.03    | .76<br>.04   | .82<br>.06     | .73<br>.19   | .78<br>.11              | .80<br>.08   | .78<br>.11                  | .75<br>.09  | .68<br>.08                                 | .83<br>.12  | .85<br>.09  | .77<br>.12      | .77<br>.04  |
| Proportion/Means: Columns Testo      | ed (95% ris | k level): a/b | - c/d/e/f/g/ | /h/i/j - k/l   | 1  |                         |  |                             |   |  |   |   |                 |             |



#### Q9\_2. Over the next twelve months what do you think will happen to your...

Profitability
Base: All respondents

|                                      |      |             | LOCAT           | TON             | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | CITY            | I              | EXPECTED PRICES  |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|-----------------|----------------|------------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise           | Stay the same    | Fall            |
|                                      | _    |             | a               | b               | с               | d                | e               | f                | g                         | h              | i               | j              | k                | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302             | 152            | 289              | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%    | 324<br>100%      | 54<br>100%      |
| Increase                             | (1)  | 131<br>26%  | 61<br>23%       | 70<br>30%       | 34<br>63%<br>de | 94<br>24%<br>e   | 3<br>5%         | 21<br>29%        | 110<br>26%                | 52<br>29%      | 79<br>24%       | 39<br>32%      | 81<br>25%        | 11<br>20%       |
| Stay the same                        | (0)  | 203<br>41%  | 122<br>46%<br>b | 81<br>34%       | 16<br>30%       | 176<br>44%<br>ce | 11<br>22%       | 33<br>46%        | 170<br>40%                | 85<br>48%<br>i | 118<br>37%      | 41<br>34%<br>1 | 154<br>47%<br>jl | 9<br>16%        |
| Decrease                             | (-1) | 166<br>33%  | 82<br>31%       | 84<br>36%       | 3<br>7%         | 127<br>32%<br>c  | 35<br>72%<br>cd | 18<br>25%        | 148<br>35%<br>f           | 40<br>23%      | 126<br>39%<br>h | 42<br>34%      | 89<br>28%        | 35<br>65%<br>jk |
| Mean score                           |      | 1           | 1               | 1               | .6<br>de        | 1<br>e           | 7               | *                | 1                         | .1<br>i        | 1               | * 1            | *<br>1           | 5               |
| Standard deviation<br>Standard error |      | .77<br>.03  | .73<br>.05      | .81<br>.05      | .62<br>.06      | .74<br>.04       | .58<br>.07      | .74<br>.06       | .77<br>.04                | .72<br>.05     | .78<br>.05      | .82<br>.07     | ·73<br>.04       | .81<br>.11      |



#### Q9\_2. Over the next twelve months what do you think will happen to your...

Profitability
Base: All respondents

|  |      |                 |                      | BUSINESS BO               | ROUGH          |                             |
|--|------|-----------------|----------------------|---------------------------|----------------|-----------------------------|
|  |      | Total           | West London Alliance | Central London<br>Forward | Local London   | South London<br>Partnership |
|  |      |                 | a                    | b                         | с              | d                           |
| Unweighted Total                                   |      | 500             | 114                  | 235                       | 90             | 61                          |
| Weighted Total                                     |      | 500<br>100%     | 107<br>100%          | 242<br>100%               | 86<br>100%     | 65<br>100%                  |
| Increase   | (1)  | 131<br>26%      | 30<br>28%            | 55<br>23%                 | 29<br>34%<br>b | 16<br>25%                   |
| Stay the same                                      | (0)  | 203<br>41%      | 37<br>34%            | 112<br>46%<br>ac          | 27<br>32%      | 27<br>42%                   |
| Decrease   | (-1) | 166<br>33%      | 40<br>38%            | 75<br>31%                 | 29<br>34%      | 22<br>33%                   |
| Mean score<br>Standard deviation<br>Standard error |      | 1<br>.77<br>.03 | 1<br>.81<br>.08      | 1<br>.73<br>.05           | .83<br>.09     | 1<br>.76<br>.10             |



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

|                     |               | BUSINES     | S SIZE     |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURIN  | G/SERVICES  |
|---------------------|---------------|-------------|------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                     | Total         | 0-9         | 10+        | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                     | <del></del> - | a           | b          | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total    | 500           | 300         | 200        | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total      | 500<br>100%   | 453<br>100% | 47<br>100% | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Full capacity       | 177<br>35%    | 159<br>35%  | 18<br>39%  | 11<br>68%  | 33<br>44%<br>ej         | 25<br>26%  | 29<br>42%<br>ej             | 19<br>30%   | 43<br>37%                                  | 8<br>28%  | 8<br>24%  | 23<br>48%     | 154<br>34%  |
| Below full capacity | 323<br>65%    | 294<br>65%  | 29<br>61%  | 5<br>32%   | 42<br>56%               | 70<br>74%<br>df  | 39<br>58%                   | 46<br>70%   | 74<br>63%                                  | 20<br>72%   | 26<br>76%<br>df   | 25<br>52%     | 298<br>66%  |



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

|                     |             | LOCAT           | TON             | EXPECTED C      | EXPECTED CHANGES IN WORKFORCE SIZE |                 | PAST RECRUITMENT C |                           | CAPA             | CAPACITY         |                | EXPECTED PRICES |                |
|---------------------|-------------|-----------------|-----------------|-----------------|------------------------------------|-----------------|--------------------|---------------------------|------------------|------------------|----------------|-----------------|----------------|
|                     | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same                      | Fall            | Tried to recruit   | Did not try to<br>recruit | Full capacity    | Below capacity   | Rise           | Stay the same   | Fall           |
|                     |             | a               | b               | С               | d                                  | e               | f                  | g                         | h                | i                | j              | k               | 1              |
| Unweighted Total    | 500         | 262             | 238             | 110             | 321                                | 69              | 141                | 359                       | 198              | 302              | 152            | 289             | 59             |
| Weighted Total      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%                        | 49<br>100%      | 71<br>100%         | 429<br>100%               | 177<br>100%      | 323<br>100%      | 122<br>100%    | 324<br>100%     | 54<br>100%     |
| Full capacity       | 177<br>35%  | 108<br>41%<br>b | 69<br>29%       | 28<br>52%<br>de | 148<br>37%<br>e                    | 1<br>3%         | 44<br>61%<br>g     | 133<br>31%                | 177<br>100%<br>i | -                | 53<br>43%<br>1 | 113<br>35%      | 12<br>22%      |
| Below full capacity | 323<br>65%  | 157<br>59%      | 166<br>71%<br>a | 26<br>48%       | 249<br>63%<br>c                    | 48<br>97%<br>cd | 28<br>39%          | 295<br>69%<br>f           | -                | 323<br>100%<br>h | 69<br>57%      | 211<br>65%      | 43<br>78%<br>j |



73%

71%

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

BUSINESS BOROUGH Central London South London Total West London Alliance Forward Local London Partnership Unweighted Total 61 500 114 235 90 Weighted Total 107 242 86 65 500 100% 100% 100% 100% 100% Full capacity 177 33 101 24 19 29% 35% 31% 42% 27% Below full capacity 62 323 74 140 47

65%

69%

58%



## <u>QES Q1 2021</u> <u>Online fieldwork: 4th February - 16th March 2021</u>

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

|                  |             | BUSINES     | S SIZE     |  |                           |  |                             |   |  | MANUFACTURIN(   | MANUFACTURING/SERVICES                                      |                |             |
|------------------|-------------|-------------|------------|--|---------------------------|--|-----------------------------|---|--|---|---|----------------|-------------|
|                  | Total       | 0-9         | 10+        | Agriculture,<br>forestry & fishing<br>/ production | Construction / property   | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services    |
|                  |             | a           | b          | *c   | d                         | e  | f                           | g   | h  | i   | j   | k              | 1           |
| Unweighted Total | 500         | 300         | 200        | 15   | 48                        | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459         |
| Weighted Total   | 500<br>100% | 453<br>100% | 47<br>100% | 17<br>100%   | 75<br>100%                | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100% |
| Rise             | 122<br>24%  | 109<br>24%  | 13<br>27%  | 7<br>40%   | <sup>25</sup><br>33%<br>f | 31<br>32%<br>f   | 2<br>2%                     | 17<br>26%<br>f  | 24<br>20%<br>f                             | 9<br>30%<br>f   | 8<br>24%<br>f   | 18<br>37%<br>1 | 104<br>23%  |
| Stay the same    | 324<br>65%  | 297<br>66%  | 27<br>57%  | 7<br>42%   | 42<br>56%                 | 53<br>56%  | 61<br>89%<br>deghij         | 43<br>67%   | 79<br>67%                                  | 18<br>64%   | 21<br>61%   | 25<br>52%      | 299<br>66%  |
| Fall             | 54<br>11%   | 47<br>10%   | 7<br>16%   | 3<br>18%   | 8<br>10%                  | 11<br>12%  | 6<br>8%                     | 5<br>7%   | 15<br>13%                                  | 2<br>6%   | 5<br>15%  | 5<br>11%       | 49<br>11%   |



Q11. Over the next three months do you expect the price of your goods/ services to:  ${\tt Base: All \, respondents}$ 

|                  |             | LOCATION        |                 | EXPECTED C     | EXPECTED CHANGES IN WORKFORCE SIZE |                 |                  | PAST RECRUITMENT          |                | CITY           | EXPECTED PRICES   |                   |                  |
|------------------|-------------|-----------------|-----------------|----------------|------------------------------------|-----------------|------------------|---------------------------|----------------|----------------|-------------------|-------------------|------------------|
|                  | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same                      | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise              | Stay the same     | Fall             |
|                  |             | a               | b               | c              | d                                  | e               | f                | g                         | h              | i              | j                 | k                 | 1                |
| Unweighted Total | 500         | 262             | 238             | 110            | 321                                | 69              | 141              | 359                       | 198            | 302            | 152               | 289               | 59               |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%                        | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%       | 324<br>100%       | 54<br>100%       |
| Rise             | 122<br>24%  | 69<br>26%       | 53<br>22%       | 17<br>32%      | 91<br>23%                          | 13<br>27%       | 15<br>21%        | 107<br>25%                | 53<br>30%<br>i | 69<br>21%      | 122<br>100%<br>kl | -                 | -                |
| Stay the same    | 324<br>65%  | 171<br>65%      | 153<br>65%      | 32<br>61%<br>e | 275<br>69%<br>e                    | 17<br>34%       | 51<br>71%        | 273<br>64%                | 113<br>64%     | 211<br>65%     | -                 | 324<br>100%<br>jl | -                |
| Fall             | 54<br>11%   | 25<br>9%        | 30<br>13%       | 4<br>7%        | 31<br>8%                           | 19<br>39%<br>cd | 5<br>8%          | 49<br>11%                 | 12<br>7%       | 43<br>13%<br>h | -                 | -<br>-            | 54<br>100%<br>jk |



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

|                  |             | BUSINESS BOROUGH     |                           |              |                             |  |  |  |  |
|------------------|-------------|----------------------|---------------------------|--------------|-----------------------------|--|--|--|--|
|                  | Total       | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |  |  |  |  |
|                  |             | a                    | b                         | с            | d                           |  |  |  |  |
| Unweighted Total | 500         | 114                  | 235                       | 90           | 61                          |  |  |  |  |
| Weighted Total   | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%   | 65<br>100%                  |  |  |  |  |
| Rise             | 122<br>24%  | 26<br>25%            | 63<br>26%                 | 23<br>27%    | 9<br>14%                    |  |  |  |  |
| Stay the same    | 324<br>65%  | 64<br>60%            | 156<br>65%                | 55<br>64%    | 49<br>75%<br>a              |  |  |  |  |
| Fall             | 54<br>11%   | 17<br>16%            | 23<br>9%                  | 8<br>9%      | 7<br>11%                    |  |  |  |  |



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

|                     |             | BUSINES         | S SIZE         | INDUSTRY   |                         |  |                             |   |  |   |   | MANUFACTURING/SERVICES |                 |
|---------------------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|------------------------|-----------------|
|                     | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing          | Services        |
|                     |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k                      | 1               |
| Unweighted Total    | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41                     | 459             |
| Weighted Total      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%             | 451<br>100%     |
| Raw material prices | 128<br>26%  | 109<br>24%      | 19<br>40%<br>a | 5<br>31%   | 37<br>49%<br>fghij      | 42<br>44%<br>fghij   | 11<br>16%                   | 9<br>14%  | 14<br>12%                                  | 5<br>18%  | 5<br>15%  | 24<br>49%<br>1         | 104<br>23%      |
| Finance costs       | 126<br>25%  | 108<br>24%      | 18<br>38%<br>a | 3<br>17%   | 14<br>18%               | 30<br>31%<br>f   | 9<br>14%                    | 26<br>40%<br>dfhj   | 27<br>23%                                  | 9<br>32%<br>f   | 9<br>25%  | 12<br>25%              | 114<br>25%      |
| Pay settlements     | 87<br>17%   | 74<br>16%       | 13<br>27%<br>a | 8<br>45%   | 12<br>16%               | 19<br>20%<br>j   | 15<br>22%<br>hj             | 18<br>28%<br>hij  | 10<br>9%                                   | 2<br>8%   | 3<br>9%   | 13<br>28%              | 74<br>16%       |
| Other overheads     | 144<br>29%  | 125<br>27%      | 19<br>41%<br>a | 6<br>38%   | 25<br>34%<br>f          | 32<br>33%<br>f   | 8<br>12%                    | 18<br>27%<br>f  | 39<br>33%<br>f                             | 6 22%   | 10<br>28%<br>f  | 13<br>26%              | 131<br>29%      |
| None of the above   | 157<br>31%  | 153<br>34%<br>b | 4<br>9%        |  | 11<br>14%               | 15<br>16%  | 30<br>44%<br>de             | 22<br>34%<br>de   | 52<br>44%<br>de                            | 10<br>37%<br>de   | 16<br>48%<br>de   | 3<br>6%                | 154<br>34%<br>k |



## <u>QES Q1 2021</u> <u>Online fieldwork: 4th February - 16th March 2021</u>

Q12. Is your business under any pressure to raise prices from any of the following?  ${\tt Base:All\; respondents}$ 

|                     |             | LOCATION        |                 | EXPECTED C     | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPACITY       |                | 1               |                 |                |
|---------------------|-------------|-----------------|-----------------|----------------|------------------|-----------------|------------------|---------------------------|----------------|----------------|-----------------|-----------------|----------------|
|                     | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise            | Stay the same   | Fall           |
|                     |             | a               | b               | c              | d                | e               | f                | g                         | h              | i              | j               | k               | 1              |
| Unweighted Total    | 500         | 262             | 238             | 110            | 321              | 69              | 141              | 359                       | 198            | 302            | 152             | 289             | 59             |
| Weighted Total      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%     | 324<br>100%     | 54<br>100%     |
| Raw material prices | 128<br>26%  | 59<br>22%       | 69<br>29%       | 17<br>32%      | 93<br>23%        | 18<br>37%<br>d  | 37<br>52%<br>g   | 91<br>21%                 | 50<br>28%      | 78<br>24%      | 60<br>49%<br>kl | 59<br>18%       | 9<br>17%       |
| Finance costs       | 126<br>25%  | 67<br>25%       | 59<br>25%       | 18<br>33%<br>d | 89<br>22%        | 19<br>40%<br>d  | 25<br>35%<br>g   | 101<br>24%                | 47<br>26%      | 80<br>25%      | 42<br>35%<br>k  | 65<br>20%       | 19<br>35%<br>k |
| Pay settlements     | 87<br>17%   | 45<br>17%       | 42<br>18%       | 16<br>30%<br>d | 59<br>15%        | 12<br>24%       | 32<br>45%<br>g   | 55<br>13%                 | 44<br>25%<br>i | 43<br>13%      | 21<br>17%       | 55<br>17%       | 11<br>21%      |
| Other overheads     | 144<br>29%  | 75<br>28%       | 69<br>29%       | 11<br>21%      | 113<br>28%       | 20<br>41%<br>cd | 9<br>12%         | 135<br>31%<br>f           | 47<br>26%      | 97<br>30%      | 51<br>42%<br>k  | 77<br>24%       | 16<br>30%      |
| None of the above   | 157<br>31%  | 86<br>33%       | 71<br>30%       | 9<br>17%       | 142<br>36%<br>ce | 6<br>13%        | 5<br>8%          | 152<br>35%<br>f           | 48<br>27%      | 109<br>34%     | 16<br>13%       | 126<br>39%<br>j | 14<br>27%<br>j |



Q12. Is your business under any pressure to raise prices from any of the following?  ${\tt Base:All\; respondents}$ 

|                     |             | BUSINESS BOROUGH     |                           |                  |                             |  |  |  |  |
|---------------------|-------------|----------------------|---------------------------|------------------|-----------------------------|--|--|--|--|
|                     | Total       | West London Alliance | Central London<br>Forward | Local London     | South London<br>Partnership |  |  |  |  |
|                     |             | a                    | b                         | c                | d                           |  |  |  |  |
| Unweighted Total    | 500         | 114                  | 235                       | 90               | 61                          |  |  |  |  |
| Weighted Total      | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%       | 65<br>100%                  |  |  |  |  |
| Raw material prices | 128<br>26%  | 31<br>29%            | 52<br>22%                 | 28<br>33%<br>b   | 16<br>25%                   |  |  |  |  |
| Finance costs       | 126<br>25%  | 26<br>24%            | 58<br>24%                 | 34<br>40%<br>abd | 8<br>12%                    |  |  |  |  |
| Pay settlements     | 87<br>17%   | 18<br>16%            | 45<br>18%                 | 16<br>19%        | 9<br>13%                    |  |  |  |  |
| Other overheads     | 144<br>29%  | 30<br>28%            | 67<br>28%                 | 20<br>23%        | 27<br>42%<br>bc             |  |  |  |  |
| None of the above   | 157<br>31%  | 40<br>37%            | 79<br>33%                 | 22<br>25%        | 17<br>25%                   |  |  |  |  |



## <u>QES Q1 2021</u> <u>Online fieldwork: 4th February - 16th March 2021</u>

Q13\_SUM. Please indicate the extent to which the following have varied in the past 3 months.

#### **SUMMARY TABLE**

Base: All respondents

| _   | Total       | Increased significantly | Increased slightly | Stayed the same | Decreased slightly | Decreased significantly | Net: Increased | Net: Decreased | Mean |
|---|-------------|-------------------------|--------------------|-----------------|--------------------|-------------------------|----------------|----------------|------|
| Cost of my business's energy                    | 500<br>100% | 36<br>7%                | 156<br>31%         | 260<br>52%      | 38<br>8%           | 9<br>2%                 | 192<br>38%     | 48<br>10%      | .3   |
| Cost of raw materials (sourced internationally) | 500<br>100% | 50<br>10%               | 122<br>24%         | 294<br>59%      | 21<br>4%           | 12<br>2%                | 173<br>35%     | 33<br>7%       | .4   |
| Cost of raw materials (sourced domestically)    | 500<br>100% | 37<br>7%                | 126<br>25%         | 311<br>62%      | 14<br>3%           | 11<br>2%                | 163<br>33%     | 26<br>5%       | .3   |
| Cost of fuel                                    | 500<br>100% | 34<br>7%                | 118<br>24%         | 285<br>57%      | 48<br>10%          | 15<br>3%                | 152<br>30%     | 63<br>13%      | .2   |
| Cost of borrowing                               | 500<br>100% | 28<br>6%                | 88<br>18%          | 323<br>65%      | 54<br>11%          | 8<br>2%                 | 116<br>23%     | 61<br>12%      | .1   |
| Pressure from employees to increase wages       | 500<br>100% | 22<br>4%                | 56<br>11%          | 390<br>78%      | 23<br>5%           | 10<br>2%                | 77<br>15%      | 33<br>7%       | .1   |



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 Motor trades wholesale / retail Finance & / transport & insurance / Public Arts, Agriculture, storage / business Professional. administration entertainment forestry & fishing Construction / accommodation & Information & administration scientific & and defence / recreation and / production Total food services communication and support technical education / health other services Manufacturing Services 0-9 10+ property g Unweighted Total 88 500 300 200 15 48 113 47 76 64 49 41 459 Weighted Total 68 118 28 65 500 453 47 17 75 95 34 49 451 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% Increased significantly (2) 22 16 6 6 3 5 5 17 4% 4% 12% 27% 1% 6% 2% 4% 4% 3% 2% 10% 4% а Increased slightly (1) 12 6 56 46 10 3 3 11 11 5 50 11% 10% 21% 15% 12% 13% 5% 17% 9% 7% 13% 12% 11% a f Stayed the same (o) 366 24 10 61 98 99 26 29 390 52 73 49 361 78% 81% 51% 57% 69% 76% 89% 75% 83% 79% 76% 59% 80% b dg Decreased slightly (-1) 16 2 23 14 2 2 9 14 15% 18% 2% 4% 1% 1% 8% 5% 4% 2% 19% 3% efghj Decreased significantly (-2)10 9 2 2 3 1 2 10 2% 2% 2% 3% 2% 3% 6% 2% NETS Net: Increased 77 62 16 9 18 5 16 11 67 14 3 5 15% 14% 33% 42% 13% 19% 7% 21% 14% 10% 16% 22% 15% f a Net: Decreased 33 26 14 4 2 3 3 3 9 24 6% 15% 18% 4% 4% 4% 3% 11% 19% 5% efgh 1 Mean score .1 .1 .3 -.1 .2 .1 .2 .1 .1 d d .68 .84 Standard deviation .63 .89 .90 .66 .63 .71 .60 .59 .57 .41 .59 Standard error .06 .08 .06 .06 .08 .03 .03 .23 .07 .09 .13 .03



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

|                                      |      |             | LOCAT           | TION            | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | CITY           | 1              | EXPECTED PRICES |                |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|----------------|----------------|-----------------|----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise           | Stay the same   | Fall           |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h              | i              | j              | k               | 1              |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302            | 152            | 289             | 59             |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%    | 324<br>100%     | 54<br>100%     |
| Increased significantly              | (2)  | 22<br>4%    | 11<br>4%        | 10<br>4%        | 5<br>10%<br>d   | 12<br>3%         | 4<br>8%<br>d    | 9<br>13%<br>g    | 13<br>3%                  | 11<br>6%       | 10<br>3%       | 9<br>8%<br>k   | 10<br>3%        | 2<br>4%        |
| Increased slightly                   | (1)  | 56<br>11%   | 33<br>13%       | 23<br>10%       | 16<br>30%<br>de | 34<br>8%         | 6<br>13%        | 25<br>35%<br>g   | 31<br>7%                  | 29<br>16%<br>i | 27<br>8%       | 18<br>15%      | 31<br>10%       | 6<br>12%       |
| Stayed the same                      | (0)  | 390<br>78%  | 212<br>80%      | 177<br>76%      | 28<br>53%       | 333<br>84%<br>ce | 29<br>59%       | 33<br>47%        | 356<br>83%<br>f           | 131<br>74%     | 259<br>80%     | 91<br>75%      | 261<br>81%      | 38<br>70%      |
| Decreased slightly                   | (-1) | 23<br>5%    | 7<br>3%         | 16<br>7%<br>a   | 4<br>8%<br>d    | 13<br>3%         | 5<br>11%<br>d   | 4<br>6%          | 19<br>4%                  | 4<br>2%        | 19<br>6%       | 3<br>2%        | 17<br>5%        | 4<br>7%        |
| Decreased significantly              | (-2) | 10<br>2%    | 1 *             | 8<br>4%<br>a    | -               | 5<br>1%          | 4<br>9%<br>cd   | *                | 9<br>2%                   | 2<br>1%        | 8<br>2%        | 1<br>1%        | 5<br>1%         | 4<br>8%<br>jk  |
| NETS                                 |      |             |                 |                 |                 |                  |                 |                  |                           |                |                |                |                 |                |
| Net: Increased                       |      | 77<br>15%   | 45<br>17%       | 33<br>14%       | 21<br>39%<br>de | 46<br>12%        | 10<br>21%<br>d  | 34<br>47%<br>g   | 44<br>10%                 | 40<br>23%<br>i | 37<br>12%      | 27<br>23%<br>k | 41<br>13%       | 9<br>16%       |
| Net: Decreased                       |      | 33<br>7%    | 8<br>3%         | 25<br>10%<br>a  | 4<br>8%         | 19<br>5%         | 10<br>20%<br>cd | 4<br>6%          | 28<br>7%                  | 6<br>4%        | 27<br>8%<br>h  | 3<br>3%        | <b>22</b><br>7% | 8<br>15%<br>jk |
| Mean score                           |      | .1          | .2<br>b         | *               | .4<br>de        | .1               | *               | ·5               | **                        | .2             | *              | .3<br>kl       | .1              | *              |
| Standard deviation<br>Standard error |      | .63<br>.03  | .56<br>.03      | .70<br>.05      | .78<br>.07      | .54<br>.03       | .97<br>.12      | .80<br>.07       | .57<br>.03                | .65<br>.05     | .60<br>.03     | .66<br>.05     | .57<br>.03      | .82<br>.11     |



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 BOROUGH Central London South London Total West London Alliance Forward Local London Partnership Unweighted Total 500 114 235 90 61 Weighted Total 86 65 500 107 242 100% 100% 100% 100% 100% Increased significantly (2) 8 22 11 4% 2% 9% ad Increased slightly (1) 56 11 30 8 11% 11% 12% 12% 84 66 Stayed the same (o) 390 192 47 78% 80% 77% 78% 72% Decreased slightly (-1) 6 8 23 3 5% 3% 12% bc Decreased significantly (-2)2 10 1 2 2% 4% 3% 3% NETS Net: Increased 8 14 41 15 15% 13% 17% 17% 12% 8 Net: Decreased 33 10 5 10 6% 7% 9% 3% 15% Mean score .2 .2 -.1 ad d Standard deviation .63 .63 .57 .75 .63 Standard error .06 .08 .04



Q13\_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing Base: All respondents

|                                      |      |             | BUSINES         | S SIZE         |  |                            |  | INDUS                       | STRY  |  |   |   | MANUFACTURING  | G/SERVICES_     |
|--------------------------------------|------|-------------|-----------------|----------------|--|----------------------------|--|-----------------------------|---|--|---|---|----------------|-----------------|
|                                      |      | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction /<br>property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services        |
|                                      | _    |             | a               | b              | *c   | d                          | e  | f                           | g   | h  | i   | j   | k              | 1               |
| Unweighted Total                     |      | 500         | 300             | 200            | 15   | 48                         | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459             |
| Weighted Total                       |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%                 | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%     |
| Increased significantly              | (2)  | 28<br>6%    | 22<br>5%        | 6<br>13%<br>a  | -  | 5<br>7%                    | 4<br>5 5%  | 1<br>1%                     | 9<br>14%<br>efhj  | 4<br>4%                                    | 3<br>9%   | 2<br>5%   | 5<br>10%       | 23<br>5%        |
| Increased slightly                   | (1)  | 88<br>18%   | 79<br>17%       | 9<br>20%       | 3<br>15%   | 12<br>16%                  | 19<br>20%  | 18<br>27%<br>j              | 12<br>18%   | 17<br>14%                                  | 4<br>16%  | 3<br>10%  | 9<br>18%       | 79<br>18%       |
| Stayed the same                      | (0)  | 323<br>65%  | 297<br>65%<br>b | 26<br>56%      | 7<br>42%   | 44<br>58%                  | 62<br>65%  | 44<br>64%                   | 41<br>63%   | 82<br>70%                                  | 18<br>65%   | 26<br>75%<br>d  | 24<br>49%      | 299<br>66%<br>k |
| Decreased slightly                   | (-1) | 54<br>11%   | 49<br>11%       | 5<br>11%       | 5<br>27%   | 14<br>19%<br>gij           | 8<br>9%  | 5<br>8%                     | 3<br>5%   | 14<br>12%                                  | 1<br>5%   | 2<br>7%   | 9<br>19%       | 45<br>10%       |
| Decreased significantly              | (-2) | 8<br>2%     | 7<br>2%         | *              | 3<br>15%   | -                          | 2<br>2%  | *                           | -   | -  | 1<br>5%   | 1<br>4%   | 3<br>5%<br>1   | 5<br>1%         |
| NETS                                 |      |             |                 |                |  |                            |  |                             |   |  |   |   |                |                 |
| Net: Increased                       |      | 116<br>23%  | 100<br>22%      | 15<br>33%<br>a | 3<br>15%   | 17<br>23%                  | 23<br>24%  | 19<br>28%                   | 21<br>32%<br>j  | 21<br>18%                                  | 7<br>25%  | 5<br>15%  | 13<br>28%      | 102<br>23%      |
| Net: Decreased                       |      | 61<br>12%   | 56<br>12%       | 5<br>11%       | 7<br>42%   | 14<br>19%<br>g             | 11 11%   | 5<br>8%                     | 3<br>5%   | 14<br>12%                                  | 3<br>10%  | 3<br>10%  | 12<br>24%<br>l | 50<br>11%       |
| Mean score                           |      | .1          | .1              | .3<br>a        | 4  | .1                         | .1   | .2                          | .4<br>dehj  | .1   | .2  | .1  | .1             | .2              |
| Standard deviation<br>Standard error |      | .74<br>.03  | .72<br>.04      | .85<br>.06     | .95<br>.24   | .78<br>.11                 | .74<br>.07   | .59<br>.09                  | .79<br>.09  | .64<br>.08                                 | .88<br>.13  | .72<br>.08  | .99<br>.15     | .71<br>.03      |

Savanta: ComRes

Q13\_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing Base: All respondents

|                                      |      |             | LOCAT           | ΓΙΟΝ            | EXPECTED C     | HANGES IN WORKFO | RCE SIZE      | PAST RECRU       | UTMENT                    | CAPA           | CITY           | 1              | EXPECTED PRICES |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|----------------|------------------|---------------|------------------|---------------------------|----------------|----------------|----------------|-----------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same    | Fall          | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise           | Stay the same   | Fall            |
|                                      | _    |             | a               | b               | c              | d                | e             | f                | g                         | h              | i              | j              | k               | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110            | 321              | 69            | 141              | 359                       | 198            | 302            | 152            | 289             | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%      | 49<br>100%    | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%    | 324<br>100%     | 54<br>100%      |
| Increased significantly              | (2)  | 28<br>6%    | 15<br>5%        | 13<br>6%        | 7<br>13%<br>d  | 18<br>5%         | 3<br>5%       | 11<br>15%<br>g   | 17<br>4%                  | 15<br>9%<br>i  | 12<br>4%       | 9<br>7%        | 14<br>4%        | 5<br>9%         |
| Increased slightly                   | (1)  | 88<br>18%   | 46<br>17%       | 42<br>18%       | 11<br>21%      | 67<br>17%        | 9<br>19%      | 16<br>23%        | 72<br>17%                 | 40<br>23%<br>i | 48<br>15%      | 24<br>19%      | 54<br>17%       | 11<br>20%       |
| Stayed the same                      | (0)  | 323<br>65%  | 174<br>66%      | 148<br>63%      | 30<br>56%      | 263<br>66%       | 29<br>60%     | 37<br>52%        | 286<br>67%<br>f           | 105<br>59%     | 218<br>67%     | 78<br>64%<br>1 | 219<br>68%<br>l | 25<br>47%       |
| Decreased slightly                   | (-1) | 54<br>11%   | 27<br>10%       | 27<br>11%       | 2<br>4%        | 45<br>11%<br>c   | 6<br>13%<br>c | 5<br>7%          | 49<br>11%                 | 13<br>8%       | 40<br>13%      | 10<br>9%       | 32<br>10%       | 12<br>21%<br>jk |
| Decreased significantly              | (-2) | 8<br>2%     | 3<br>1%         | 4<br>2%         | 3<br>6%<br>d   | 3<br>1%          | 1<br>2%       | 3<br>4%          | 5<br>1%                   | 3<br>2%        | 5<br>1%        | *              | 5<br>2%         | 2<br>3%         |
| NETS                                 |      |             |                 |                 |                |                  |               |                  |                           |                |                |                |                 |                 |
| Net: Increased                       |      | 116<br>23%  | 60<br>23%       | 55<br>24%       | 18<br>33%<br>d | 86<br>22%        | 12<br>25%     | 27<br>38%<br>g   | 89<br>21%                 | 56<br>31%<br>i | 60<br>19%      | 32<br>27%      | 68<br>21%       | 16<br>29%       |
| Net: Decreased                       |      | 61<br>12%   | 30<br>11%       | 31<br>13%       | 6<br>10%       | 48<br>12%        | 8<br>15%      | 7<br>10%         | 54<br>13%                 | 16<br>9%       | 45<br>14%      | 11<br>9%       | 37<br>12%       | 13<br>24%<br>jk |
| Mean score                           |      | .1          | .2              | .1              | .3             | .1               | .1            | .4<br>g          | .1                        | ·3             | .1             | .2             | .1              | .1              |
| Standard deviation<br>Standard error |      | .74<br>.03  | .72<br>.04      | .76<br>.05      | .96<br>.09     | .70<br>.04       | .79<br>.10    | .95<br>.08       | .69<br>.04                | .80<br>.06     | .69<br>.04     | .72<br>.06     | .70<br>.04      | .95<br>.12      |



Q13\_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing Base: All respondents

|                                      |      |             |                      | BUSINESS BO               | OROUGH          |                             |
|--------------------------------------|------|-------------|----------------------|---------------------------|-----------------|-----------------------------|
|                                      |      | Total       | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|                                      | _    |             | a                    | b                         | c               | d                           |
| Unweighted Total                     |      | 500         | 114                  | 235                       | 90              | 61                          |
| Weighted Total                       |      | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Increased significantly              | (2)  | 28<br>6%    | 6<br>6%              | 15<br>6%                  | 6<br>7%         | 2<br>2%                     |
| Increased slightly                   | (1)  | 88<br>18%   | 11<br>10%            | 39<br>16%                 | 25<br>29%<br>ab | 13<br>19%                   |
| Stayed the same                      | (0)  | 323<br>65%  | 71<br>66%            | 160<br>66%                | 49<br>58%       | 42<br>64%                   |
| Decreased slightly                   | (-1) | 54<br>11%   | 17<br>16%<br>c       | 24<br>10%                 | 4<br>4%         | 9<br>14%<br>c               |
| Decreased significantly              | (-2) | 8<br>2%     | 2<br>2%              | 3<br>1%                   | 2<br>3%         |                             |
| NETS                                 |      |             |                      |                           |                 |                             |
| Net: Increased                       |      | 116<br>23%  | 17<br>16%            | 54<br>22%                 | 30<br>36%<br>ab | 14<br>22%                   |
| Net: Decreased                       |      | 61<br>12%   | 19<br>18%<br>c       | 27<br>11%                 | 6<br>7%         | 9<br>14%                    |
| Mean score                           |      | .1          | *                    | .2                        | .3<br>a         | .1                          |
| Standard deviation<br>Standard error |      | .74<br>.03  | .76<br>.07           | .73<br>.05                | .78<br>.08      | .65<br>.08                  |



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

|                                      |      |             | BUSINES         | SS SIZE       |  |                            |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|--------------------------------------|------|-------------|-----------------|---------------|--|----------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                                      |      | Total       | 0-9             | 10+           | Agriculture,<br>forestry & fishing<br>/ production | Construction /<br>property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                                      | _    |             | a               | b             | *c   | d                          | e  | f                           | g   | h  | i   | j   | k             | l           |
| Unweighted Total                     |      | 500         | 300             | 200           | 15   | 48                         | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total                       |      | 500<br>100% | 453<br>100%     | 47<br>100%    | 17<br>100%   | 75<br>100%                 | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Increased significantly              | (2)  | 36<br>7%    | 29<br>6%        | 7<br>16%<br>a | -  | 11<br>14%<br>ej            | 2<br>3%  | 7<br>10%<br>ej              | 5<br>8%<br>j  | 8<br>7%                                    | 2<br>8%<br>j  | *<br>1%   | 6<br>12%      | 30<br>7%    |
| Increased slightly                   | (1)  | 156<br>31%  | 143<br>32%      | 13<br>28%     | 9<br>55%   | 20<br>27%                  | 32<br>34%<br>j   | 23<br>33%                   | 27<br>42%<br>ij   | 31<br>26%                                  | 7<br>25%  | 7<br>21%  | 19<br>38%     | 138<br>31%  |
| Stayed the same                      | (0)  | 260<br>52%  | 241<br>53%<br>b | 19<br>40%     | 7<br>44%   | 33<br>44%                  | 48<br>50%  | 32<br>48%                   | 32<br>50%   | 72<br>61%                                  | 13<br>47%   | 22<br>64%<br>d  | 20<br>41%     | 240<br>53%  |
| Decreased slightly                   | (-1) | 38<br>8%    | 32<br>7%        | 7<br>14%<br>a | *<br>1%  | 9<br>13%<br>g              | 10<br>10%<br>g   | 6<br>9%<br>g                | *   | 6<br>5%                                    | 4<br>13%<br>g   | 3<br>9%<br>g  | 2<br>5%       | 36<br>8%    |
| Decreased significantly              | (-2) | 9<br>2%     | 9<br>2%         | 1<br>1%       | -  | 2<br>3%                    | 3<br>3%  | -                           | *   | *  | 2<br>8%<br>gh   | 2<br>6%<br>g  | 2<br>5%       | 7<br>2%     |
| NETS                                 |      |             |                 |               |  |                            |  |                             |   |  |   |   |               |             |
| Net: Increased                       |      | 192<br>38%  | 172<br>38%      | 21<br>44%     | 9<br>55%   | 30<br>41%<br>j             | 35<br>37%<br>j   | 30<br>44%<br>j              | 32<br>50%<br>j  | 39<br>33%                                  | 9<br>32%  | 8<br>22%  | 24<br>50%     | 168<br>37%  |
| Net: Decreased                       |      | 48<br>10%   | 40<br>9%        | 7<br>16%<br>a | *<br>1%  | 12<br>16%<br>g             | 12<br>13%<br>g   | 6<br>9%<br>g                | * 1%  | 6<br>5%                                    | 6<br>21%<br>gh  | 5<br>14%<br>g   | 5<br>10%      | 43<br>10%   |
| Mean score                           |      | .3          | .3              | .4            | .5   | .4                         | .2   | .4                          | .6<br>eij   | .3   | .1  | *   | .5            | -3          |
| Standard deviation<br>Standard error |      | .80<br>.04  | .78<br>.04      | .98<br>.07    | .53<br>.14   | .98<br>.14                 | .78<br>.07   | .80<br>.12                  | .65<br>.08  | .69<br>.09                                 | 1.01<br>.14   | .76<br>.08  | .93<br>.15    | .78<br>.04  |



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

|                                      |      |             | LOCA            | ΓΙΟΝ            | EXPECTED C | HANGES IN WORKFO | ORCE SIZE  | PAST RECRU       | JITMENT                   | CAPA           | ACITY          |                | EXPECTED PRICES  |               |
|--------------------------------------|------|-------------|-----------------|-----------------|------------|------------------|------------|------------------|---------------------------|----------------|----------------|----------------|------------------|---------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase   | Stay the same    | Fall       | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise           | Stay the same    | Fall          |
|                                      | _    |             | a               | b               | c          | d                | e          | f                | g                         | h              | i              | j              | k                | 1             |
| Unweighted Total                     |      | 500         | 262             | 238             | 110        | 321              | 69         | 141              | 359                       | 198            | 302            | 152            | 289              | 59            |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100% | 398<br>100%      | 49<br>100% | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%    | 324<br>100%      | 54<br>100%    |
| Increased significantly              | (2)  | 36<br>7%    | 23<br>9%        | 13<br>6%        | 6<br>12%   | 25<br>6%         | 5<br>10%   | 14<br>19%<br>g   | 22<br>5%                  | 16<br>9%       | 20<br>6%       | 16<br>13%<br>k | 17<br>5%         | 3<br>6%       |
| Increased slightly                   | (1)  | 156<br>31%  | 87<br>33%       | 69<br>30%       | 16<br>30%  | 126<br>32%       | 15<br>30%  | 25<br>35%        | 131<br>31%                | 63<br>35%      | 94<br>29%      | 41<br>34%      | 95<br>29%        | 20<br>37%     |
| Stayed the same                      | (0)  | 260<br>52%  | 137<br>52%      | 123<br>52%      | 24<br>46%  | 212<br>53%       | 24<br>49%  | 24<br>34%        | 236<br>55%<br>f           | 86<br>48%      | 174<br>54%     | 54<br>44%      | 183<br>57%<br>jl | 23<br>42%     |
| Decreased slightly                   | (-1) | 38<br>8%    | 17<br>7%        | 21<br>9%        | 7<br>12%   | 28<br>7%         | 4<br>8%    | 8<br>11%         | 31<br>7%                  | 13<br>7%       | 26<br>8%       | 9<br>8%        | 25<br>8%         | 4<br>7%       |
| Decreased significantly              | (-2) | 9<br>2%     | 1               | 9<br>4%<br>a    | *          | 7<br>2%          | 2<br>4%    | *<br>1%          | 9<br>2%                   | 1 *            | 9<br>3%        | 1<br>1%        | 4<br>1%          | 4<br>8%<br>jk |
| NETS                                 |      |             |                 |                 |            |                  |            |                  |                           |                |                |                |                  |               |
| Net: Increased                       |      | 192<br>38%  | 110<br>42%      | 82<br>35%       | 22<br>42%  | 151<br>38%       | 19<br>40%  | 39<br>55%<br>g   | 153<br>36%                | 78<br>44%<br>i | 114<br>35%     | 57<br>47%<br>k | 112<br>35%       | 23<br>43%     |
| Net: Decreased                       |      | 48<br>10%   | 18<br>7%        | 29<br>13%<br>a  | 7<br>13%   | 35<br>9%         | 6<br>12%   | 8<br>12%         | 39<br>9%                  | 13<br>7%       | 34<br>11%      | 11<br>9%       | 29<br>9%         | 8<br>15%      |
| Mean score                           |      | .3          | .4<br>b         | .2              | .4         | .3               | .3         | .6<br>g          | .3                        | .5<br>i        | -3             | .5<br>k        | .3               | .3            |
| Standard deviation<br>Standard error |      | .80<br>.04  | .75<br>.05      | .83<br>.05      | .87<br>.08 | .77<br>.04       | .90<br>.11 | .95<br>.08       | .76<br>.04                | .77<br>.05     | .81<br>.05     | .86<br>.07     | .73<br>.04       | .97<br>.13    |



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 BO               | OROUGH       |                             |
|--------------------------------------|------|-------|----------------------|---------------------------|--------------|-----------------------------|
|                                      |      | Total | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|                                      | _    |       | a                    | b                         | c            | d                           |
| Unweighted Total                     |      | 500   | 114                  | 235                       | 90           | 61                          |
| Weighted Total                       |      | 500   | 107                  | 242                       | 86           | 65                          |
|                                      |      | 100%  | 100%                 | 100%                      | 100%         | 100%                        |
| Increased significantly              | (2)  | 36    | 6                    | 21                        | 3            | 6                           |
|                                      |      | 7%    | 6%                   | 9%                        | 4%           | 9%                          |
| Increased slightly                   | (1)  | 156   | 22                   | 81                        | 30           | 24                          |
|                                      |      | 31%   | 20%                  | 33%                       | 35%          | 37%                         |
|                                      |      |       |                      | a                         | a            | a                           |
| Stayed the same                      | (0)  | 260   | 67                   | 122                       | 49           | 22                          |
|                                      |      | 52%   | 62%                  | 51%                       | 57%          | 34%                         |
|                                      |      |       | bd                   | d                         | d            |                             |
| Decreased slightly                   | (-1) | 38    | 8                    | 17                        | 1            | 12                          |
|                                      |      | 8%    | 7%                   | 7%                        | 1%           | 18%                         |
|                                      |      |       | c                    | c                         |              | abc                         |
| Decreased significantly              | (-2) | 9     | 5                    | 1                         | 3            | 2                           |
|                                      |      | 2%    | 4%                   | *                         | 3%           | 2%                          |
|                                      |      |       | b                    |                           | b            |                             |
| NETS                                 |      |       |                      |                           |              |                             |
| Net: Increased                       |      | 192   | 28                   | 101                       | 33           | 30                          |
|                                      |      | 38%   | 26%                  | 42%                       | 39%          | 46%                         |
|                                      |      |       |                      | a                         |              | a                           |
| Net: Decreased                       |      | 48    | 12                   | 18                        | 4            | 14                          |
|                                      |      | 10%   | 12%                  | 7%                        | 4%           | 21%                         |
|                                      |      |       |                      |                           |              | bc                          |
| Mean score                           |      | .3    | .2                   | .4                        | .4           | .3                          |
| 0. 1 11 12                           |      | 0-    | 0.                   | a                         |              | - 4                         |
| Standard deviation<br>Standard error |      | .80   | .81<br>.08           | .76                       | .72<br>.08   | .96<br>.12                  |
| Standard error                       |      | .04   | .08                  | .05                       | .08          | .12                         |



Q13\_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel Base: All respondents

|                                      |      |             | BUSINES         | S SIZE         |  |                         |  | INDUS                       | TRY   |  |   |   | MANUFACTURING     | G/SERVICES      |
|--------------------------------------|------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|-------------------|-----------------|
|                                      |      | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing     | Services        |
|                                      | _    |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k                 | 1               |
| Unweighted Total                     |      | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41                | 459             |
| Weighted Total                       |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%        | 451<br>100%     |
| Increased significantly              | (2)  | 34<br>7%    | 29<br>6%        | 5<br>11%       | -  | 8<br>10%<br>j           | 6<br>7%  | 1<br>2%                     | 11<br>17%<br>efhj   | 4<br>3%                                    | 3<br>10%<br>j   | 1<br>2%   | 5<br>11%          | 29<br>6%        |
| Increased slightly                   | (1)  | 118<br>24%  | 103<br>23%      | 15<br>32%<br>a | 5<br>27%   | 30<br>41%<br>efghij     | 23<br>24%  | 10<br>14%                   | 15<br>23%   | 24<br>21%                                  | 4<br>14%  | 6<br>19%  | 21<br>42%<br>l    | 97<br>22%       |
| Stayed the same                      | (0)  | 285<br>57%  | 264<br>58%<br>b | 21<br>44%      | 8<br>46%   | 32<br>42%               | 52<br>54%  | 44<br>65%<br>d              | 34<br>52%   | 76<br>64%<br>d                             | 16<br>58%   | 24<br>71%<br>deg  | 16<br>32%         | 269<br>60%<br>k |
| Decreased slightly                   | (-1) | 48<br>10%   | 44<br>10%       | 5<br>10%       | 5<br>27%   | 5<br>7%                 | 10<br>11%<br>g   | 10<br>15%<br>gj             | 2<br>3%   | 13<br>11%                                  | 3<br>9%   | 1<br>3%   | 7<br>14%          | 41<br>9%        |
| Decreased significantly              | (-2) | 15<br>3%    | 13<br>3%        | 1<br>3%        | -  | -                       | 4<br>4%  | 2<br>4%                     | 3<br>5%   | 1<br>1%                                    | 2<br>8%<br>dh   | 2<br>5%   | <del>-</del><br>- | 15<br>3%        |
| NETS                                 |      |             |                 |                |  |                         |  |                             |   |  |   |   |                   |                 |
| Net: Increased                       |      | 152<br>30%  | 132<br>29%      | 20<br>43%<br>a | 5<br>27%   | 38<br>51%<br>efhij      | 30<br>31%  | 11<br>16%                   | 26<br>40%<br>fhj  | 29<br>24%                                  | 7<br>25%  | 7<br>21%  | 26<br>53%<br>l    | 126<br>28%      |
| Net: Decreased                       |      | 63<br>13%   | 57<br>13%       | 6<br>13%       | 5<br>27%   | 5<br>7%                 | 14<br>15%  | 13<br>19%                   | 5<br>8%   | 13<br>11%                                  | 5<br>18%  | 3<br>8%   | 7<br>14%          | 56<br>12%       |
| Mean score                           |      | .2          | .2              | .4<br>a        | *  | .5<br>efhij             | .2   | *                           | .4<br>fj  | .2   | .1  | .1  | .5<br>1           | .2              |
| Standard deviation<br>Standard error |      | .82<br>.04  | .81<br>.05      | .93<br>.07     | .76<br>.20   | .77<br>.11              | .88<br>.08   | .72<br>.11                  | .99<br>.11  | .67<br>.08                                 | 1.01<br>.14   | .72<br>.08  | .88<br>.14        | .81<br>.04      |



Q13\_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel Base: All respondents

|                                      |      |             | LOCAT           | ΓΙΟΝ            | EXPECTED C    | HANGES IN WORKFO | RCE SIZE   | PAST RECRU       | JITMENT                   | CAPA           | CITY            | 1               | EXPECTED PRICES |            |
|--------------------------------------|------|-------------|-----------------|-----------------|---------------|------------------|------------|------------------|---------------------------|----------------|-----------------|-----------------|-----------------|------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase      | Stay the same    | Fall       | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise            | Stay the same   | Fall       |
|                                      | _    |             | a               | b               | c             | d                | e          | f                | g                         | h              | i               | j               | k               | 1          |
| Unweighted Total                     |      | 500         | 262             | 238             | 110           | 321              | 69         | 141              | 359                       | 198            | 302             | 152             | 289             | 59         |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%    | 398<br>100%      | 49<br>100% | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%     | 324<br>100%     | 54<br>100% |
| Increased significantly              | (2)  | 34<br>7%    | 19<br>7%        | 15<br>6%        | 7<br>13%<br>d | 24<br>6%         | 3<br>7%    | 11<br>16%<br>g   | 23<br>5%                  | 19<br>11%<br>i | 15<br>5%        | 16<br>13%<br>kl | 16<br>5%        | 2<br>4%    |
| Increased slightly                   | (1)  | 118<br>24%  | 51<br>19%       | 67<br>28%<br>a  | 13<br>25%     | 93<br>23%        | 12<br>24%  | 24<br>34%<br>g   | 94<br>22%                 | 48<br>27%      | 70<br>22%       | 39<br>32%<br>k  | 64<br>20%       | 15<br>27%  |
| Stayed the same                      | (0)  | 285<br>57%  | 168<br>64%<br>b | 116<br>50%      | 25<br>46%     | 234<br>59%<br>c  | 26<br>54%  | 25<br>35%        | 260<br>61%<br>f           | 84<br>48%      | 200<br>62%<br>h | 55<br>45%       | 202<br>62%<br>j | 28<br>51%  |
| Decreased slightly                   | (-1) | 48<br>10%   | 23<br>9%        | 26<br>11%       | 4<br>7%       | 39<br>10%        | 6<br>13%   | 10<br>13%        | 39<br>9%                  | 20<br>11%      | 28<br>9%        | 10<br>8%        | 31<br>10%       | 7<br>13%   |
| Decreased significantly              | (-2) | 15<br>3%    | 3<br>1%         | 12<br>5%<br>a   | 5<br>9%<br>d  | 9<br>2%          | 1<br>3%    | 1<br>2%          | 14<br>3%                  | 6<br>3%        | 9<br>3%         | 1<br>1%         | 11<br>3%        | 3<br>5%    |
| NETS                                 |      |             |                 |                 |               |                  |            |                  |                           |                |                 |                 |                 |            |
| Net: Increased                       |      | 152<br>30%  | 71<br>27%       | 81<br>35%       | 20<br>38%     | 117<br>29%       | 15<br>31%  | 35<br>50%<br>g   | 117<br>27%                | 67<br>38%<br>i | 85<br>26%       | 55<br>45%<br>k  | 80<br>25%       | 17<br>31%  |
| Net: Decreased                       |      | 63<br>13%   | 26<br>10%       | 38<br>16%<br>a  | 8<br>16%      | 47<br>12%        | 7<br>15%   | 11<br>15%        | 52<br>12%                 | 26<br>14%      | 38<br>12%       | 12<br>10%       | 42<br>13%       | 10<br>18%  |
| Mean score                           |      | .2          | .2              | .2              | -3            | .2               | .2         | ·5               | .2                        | .3             | .2              | .5<br>kl        | .1              | .1         |
| Standard deviation<br>Standard error |      | .82<br>.04  | .75<br>.05      | .90<br>.06      | 1.08<br>.10   | .78<br>.04       | .85<br>.10 | .98<br>.08       | .79<br>.04                | .92<br>.07     | .76<br>.04      | .87<br>.07      | .78<br>.05      | .87<br>.11 |



Q13\_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel Base: All respondents

|                         |      |           |                      | BUSINESS BO    | OROUGH       |              |
|-------------------------|------|-----------|----------------------|----------------|--------------|--------------|
|                         |      |           |                      | Central London |              | South London |
|                         |      | Total     | West London Alliance | Forward        | Local London | Partnership  |
|                         |      |           | a                    | b              | c            | d            |
| Unweighted Total        |      | 500       | 114                  | 235            | 90           | 61           |
| Weighted Total          |      | 500       | 107                  | 242            | 86           | 65           |
|                         |      | 100%      | 100%                 | 100%           | 100%         | 100%         |
| Increased significantly | (2)  | 34        | 5                    | 17             | 7            | 4            |
|                         |      | 7%        | 5%                   | 7%             | 8%           | 6%           |
| Increased slightly      | (1)  | 118       | 28                   | 47             | 21           | 22           |
|                         |      | 24%       | 26%                  | 20%            | 25%          | 33%<br>b     |
| Stayed the same         | (0)  | 285       | 59                   | 155            | 42           | 28           |
|                         |      | 57%       | 55%                  | 64%            | 49%          | 44%          |
|                         |      |           |                      | cd             |              |              |
| Decreased slightly      | (-1) | 48        | 11                   | 19             | 11           | 8            |
|                         |      | 10%       | 10%                  | 8%             | 13%          | 12%          |
| Decreased significantly | (-2) | 15        | 5                    | 3              | 4            | 3            |
|                         |      | 3%        | 4%                   | 1%             | 5%           | 4%           |
| NETS                    |      |           |                      |                |              |              |
| Net: Increased          |      | 152       | 33                   | 65             | 28           | 26           |
|                         |      | 30%       | 31%                  | 27%            | 33%          | 40%          |
|                         |      |           |                      |                |              | b            |
| Net: Decreased          |      | 63<br>13% | 16<br>14%            | 22<br>9%       | 15<br>18%    | 11<br>17%    |
|                         |      | 1370      | 14%                  | 9%             | b            | 1/76         |
| Mean score              |      | .2        | .2                   | .2             | .2           | .3           |
| Standard deviation      |      | .82       | .84                  | .75            | .94          | .92          |
| Standard error          |      | .04       | .08                  | .05            | .10          | .12          |



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

|                                      |      |             | BUSINES         | S SIZE         |  |                    |  | INDUS                       | STRY  |  |   |   | MANUFACTURING  | G/SERVICES      |
|--------------------------------------|------|-------------|-----------------|----------------|--|--------------------|--|-----------------------------|---|--|---|---|----------------|-----------------|
|                                      |      | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction /     | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services        |
|                                      | _    |             | a               | b              | *c   | d                  | e  | f                           | g   | h  | i   | j   | k              | 1               |
| Unweighted Total                     |      | 500         | 300             | 200            | 15   | 48                 | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459             |
| Weighted Total                       |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%         | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%     |
| Increased significantly              | (2)  | 37<br>7%    | 29<br>6%        | 8<br>18%<br>a  | 2<br>12%   | 9<br>12%           | 5<br>5%  | 3<br>5%                     | 4<br>6%   | 9<br>8%                                    | 4<br>12%<br>j   | 1<br>4%   | 9<br>18%<br>1  | 28<br>6%        |
| Increased slightly                   | (1)  | 126<br>25%  | 112<br>25%      | 14<br>30%      | 5<br>31%   | 32<br>43%<br>fghij | 34<br>35%<br>fhij  | 12<br>18%                   | 15<br>23%   | 16<br>14%                                  | 5<br>17%  | 6<br>18%  | 22<br>46%<br>1 | 103<br>23%      |
| Stayed the same                      | (0)  | 311<br>62%  | 289<br>64%<br>b | 23<br>49%      | 7<br>41%   | 32<br>42%          | 49<br>51%  | 50<br>74%<br>de             | 40<br>61%<br>d  | 92<br>78%<br>degi                          | 17<br>60%   | 25<br>74%<br>de   | 13<br>26%      | 299<br>66%<br>k |
| Decreased slightly                   | (-1) | 14<br>3%    | 13<br>3%        | 1<br>3%        | 3<br>15%   | 2<br>3%            | 5<br>6%  | 3<br>4%                     | 1<br>1%   | *  | 1<br>3%   | *<br>1%   | 5<br>10%<br>1  | 10<br>2%        |
| Decreased significantly              | (-2) | 11<br>2%    | 11<br>2%        | *<br>1%        | -  | -                  | 2<br>2%  | -                           | 5<br>8%<br>dfh  | *  | 2<br>8%<br>h  | 1<br>4%   | -              | 11<br>3%        |
| NETS                                 |      |             |                 |                |  |                    |  |                             |   |  |   |   |                |                 |
| Net: Increased                       |      | 163<br>33%  | 141<br>31%      | 22<br>47%<br>a | 7<br>44%   | 41<br>55%<br>fghij | 39<br>41%<br>fhj   | 15<br>23%                   | 19<br>29%   | 26<br>22%                                  | 8<br>29%  | 7<br>22%  | 31<br>64%<br>1 | 132<br>29%      |
| Net: Decreased                       |      | 26<br>5%    | 24<br>5%        | 2<br>4%        | 3<br>15%   | 2<br>3%            | 8<br>8%<br>h   | 3<br>4%                     | 6<br>10%<br>h   | *  | 3<br>10%<br>h   | 1<br>4%   | 5<br>10%       | 21<br>5%        |
| Mean score                           |      | .3          | -3              | .6<br>a        | .4   | .6<br>efghij       | .4   | .2                          | .2  | -3   | .2  | .2  | ·7             | -3              |
| Standard deviation<br>Standard error |      | .75<br>.03  | .74<br>.04      | .84<br>.06     | .92<br>.24   | .73                | .77<br>.07   | .60<br>.09                  | .89<br>.10  | .61<br>.08                                 | .99<br>.14  | .68<br>.07  | .88<br>.14     | .72<br>.03      |

Savanta: ComRes

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

|                                      |      |             | LOCAT           | ΓΙΟΝ            | EXPECTED C     | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | CITY           | I               | EXPECTED PRICES |                |
|--------------------------------------|------|-------------|-----------------|-----------------|----------------|------------------|-----------------|------------------|---------------------------|----------------|----------------|-----------------|-----------------|----------------|
|                                      | _    | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise            | Stay the same   | Fall           |
|                                      | _    |             | a               | b               | c              | d                | e               | f                | g                         | h              | i              | j               | k               | 1              |
| Unweighted Total                     |      | 500         | 262             | 238             | 110            | 321              | 69              | 141              | 359                       | 198            | 302            | 152             | 289             | 59             |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%     | 324<br>100%     | 54<br>100%     |
| Increased significantly              | (2)  | 37<br>7%    | 17<br>6%        | 20<br>9%        | 11<br>21%<br>d | 21<br>5%         | 5<br>10%        | 17<br>24%<br>g   | 20<br>5%                  | 24<br>13%<br>i | 13<br>4%       | 17<br>14%<br>k  | 18<br>5%        | 2<br>4%        |
| Increased slightly                   | (1)  | 126<br>25%  | 59<br>22%       | 66<br>28%       | 11<br>20%      | 93<br>23%        | 22<br>45%<br>cd | 30<br>42%<br>g   | 95<br>22%                 | 36<br>20%      | 90<br>28%      | 51<br>42%<br>k  | 57<br>18%       | 17<br>31%<br>k |
| Stayed the same                      | (0)  | 311<br>62%  | 181<br>68%<br>b | 130<br>55%      | 28<br>53%      | 264<br>66%<br>ce | 19<br>39%       | 18<br>25%        | 293<br>68%<br>f           | 109<br>61%     | 202<br>63%     | 49<br>40%       | 231<br>71%<br>j | 32<br>59%<br>j |
| Decreased slightly                   | (-1) | 14<br>3%    | 5<br>2%         | 10<br>4%        | 3<br>5%        | 11<br>3%         | 1<br>2%         | 6<br>9%<br>g     | 8<br>2%                   | 5<br>3%        | 9<br>3%        | 3<br>2%         | 10<br>3%        | 1<br>2%        |
| Decreased significantly              | (-2) | 11<br>2%    | 3<br>1%         | 9<br>4%         | 1<br>1%        | 9<br>2%          | 2<br>4%         | *                | 11<br>3%                  | 3<br>2%        | 8<br>2%        | 2<br>2%         | 8<br>2%         | 2<br>3%        |
| NETS                                 |      |             |                 |                 |                |                  |                 |                  |                           |                |                |                 |                 |                |
| Net: Increased                       |      | 163<br>33%  | 76<br>29%       | 86<br>37%       | 22<br>41%<br>d | 114<br>29%       | 27<br>55%<br>d  | 47<br>66%<br>g   | 116<br>27%                | 60<br>34%      | 103<br>32%     | 68<br>56%<br>kl | 75<br>23%       | 19<br>36%<br>k |
| Net: Decreased                       |      | 26<br>5%    | 7<br>3%         | 18<br>8%<br>a   | 3<br>6%        | 20<br>5%         | 3<br>6%         | 6<br>9%          | 20<br>5%                  | 9<br>5%        | 17<br>5%       | 5<br>4%         | 18<br>6%        | 3<br>6%        |
| Mean score                           |      | .3          | .3              | .3              | .5<br>d        | .3               | .6<br>d         | .8               | .2                        | .4             | .3             | .6<br>kl        | .2              | .3             |
| Standard deviation<br>Standard error |      | .75<br>.03  | .67<br>.04      | .84<br>.05      | .93<br>.09     | .70<br>.04       | .85<br>.10      | g<br>.91<br>.08  | .69<br>.04                | .83<br>.06     | .70<br>.04     | .81<br>.07      | .69<br>.04      | .75<br>.10     |



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 BO               | OROUGH           |                             |
|--|------|------------------|----------------------|---------------------------|------------------|-----------------------------|
|  |      | Total            | West London Alliance | Central London<br>Forward | Local London     | South London<br>Partnership |
|  | _    |                  | a                    | b                         | c                | d                           |
| Unweighted Total                                   |      | 500              | 114                  | 235                       | 90               | 61                          |
| Weighted Total                                     |      | 500<br>100%      | 107<br>100%          | 242<br>100%               | 86<br>100%       | 65<br>100%                  |
| Increased significantly                            | (2)  | 37<br>7%         | 6<br>6%              | 15<br>6%                  | 10<br>12%        | 6<br>9%                     |
| Increased slightly                                 | (1)  | 126<br>25%       | 34<br>31%<br>b       | 52<br>21%                 | 24<br>28%        | 16<br>25%                   |
| Stayed the same                                    | (0)  | 311<br>62%       | 61<br>57%            | 167<br>69%<br>acd         | 47<br>55%        | 36<br>55%                   |
| Decreased slightly                                 | (-1) | 14<br>3%         | 4<br>3%              | 4<br>2%                   | 3<br>3%          | 4<br>6%                     |
| Decreased significantly                            | (-2) | 11<br>2%         | 4<br>3%              | 3<br>1%                   | 2<br>3%          | 3<br>4%                     |
| NETS   |      |                  |                      |                           |                  |                             |
| Net: Increased                                     |      | 163<br>33%       | 40<br>37%            | 67<br>28%                 | 34<br>39%<br>b   | 22<br>34%                   |
| Net: Decreased                                     |      | 26<br>5%         | 7<br>7%              | 7<br>3%                   | 5<br>6%          | 7<br>10%<br>b               |
| Mean score<br>Standard deviation<br>Standard error |      | .3<br>.75<br>.03 | .3<br>.78<br>.07     | .3<br>.67<br>.04          | .4<br>.84<br>.09 | .3<br>.88<br>.11            |



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

|                                      |      |             | BUSINES         | SS SIZE        |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING  | G/SERVICES      |
|--------------------------------------|------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|----------------|-----------------|
|                                      |      | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services        |
|                                      | _    |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k              | 1               |
| Unweighted Total                     |      | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459             |
| Weighted Total                       |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%     |
| Increased significantly              | (2)  | 50<br>10%   | 40<br>9%        | 11<br>23%<br>a | 3<br>15%   | 13<br>17%               | 12<br>13%  | 4<br>6%                     | 5<br>8%   | 9<br>7%                                    | 2<br>9%   | 3<br>8%   | 9<br>18%       | 41<br>9%        |
| Increased slightly                   | (1)  | 122<br>24%  | 109<br>24%      | 13<br>28%      | 9<br>56%   | 23<br>30%<br>hj         | 32<br>33%<br>hj  | 19<br>27%<br>h              | 17<br>25%<br>h  | 12<br>10%                                  | 6<br>23%  | 5<br>14%  | 27<br>55%<br>1 | 95<br>21%       |
| Stayed the same                      | (0)  | 294<br>59%  | 275<br>61%<br>b | 19<br>41%      | 2<br>13%   | 35<br>46%               | 42<br>44%  | 43<br>63%<br>e              | 35<br>54%   | 95<br>81%<br>defgi                         | 16<br>59%   | 25<br>74%<br>deg  | 8<br>17%       | 286<br>63%<br>k |
| Decreased slightly                   | (-1) | 21<br>4%    | 20<br>4%        | 2<br>3%        | 3<br>15%   | 4<br>6%                 | 4<br>5%  | 3<br>4%                     | 6<br>9%<br>hj   | 1  | 1<br>3%   | *<br>1%   | 5<br>10%       | 17<br>4%        |
| Decreased significantly              | (-2) | 12<br>2%    | 10<br>2%        | 2<br>4%        | -  | -                       | 5<br>6%  | -                           | 2<br>3%   | 1<br>1%                                    | 2<br>7%   | 1<br>4%   |                | 12<br>3%        |
| NETS                                 |      |             |                 |                |  |                         |  |                             |   |  |   |   |                |                 |
| Net: Increased                       |      | 173<br>35%  | 149<br>33%      | 24<br>51%<br>a | 12<br>72%  | 36<br>48%<br>hj         | 44<br>46%<br>hj  | 22<br>33%                   | 22<br>34%<br>h  | 21<br>18%                                  | 9<br>31%  | 7<br><b>22</b> %  | 36<br>74%<br>1 | 137<br>30%      |
| Net: Decreased                       |      | 33<br>7%    | 30<br>7%        | 3<br>7%        | 3<br>15%   | 4<br>6%                 | 10<br>10%<br>h   | 3<br>4%                     | 8<br>12%<br>h   | 2<br>2%                                    | 3<br>10%  | 2<br>5%   | 5<br>10%       | 29<br>6%        |
| Mean score                           |      | -4          | .3              | .6<br>a        | .7   | .6<br>ghij              | .4   | .4                          | -3  | .2   | .2  | .2  | .8             | .3              |
| Standard deviation<br>Standard error |      | .81<br>.04  | .79<br>.05      | 1.01<br>.07    | .93<br>.24   | .85<br>.12              | .97<br>.09   | .65<br>.09                  | .85<br>.10  | .64<br>.08                                 | .93<br>.13  | .76<br>.08  | .85<br>.13     | .79<br>.04      |



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

|                                      |      |             | LOCAT           | TION            | EXPECTED C     | HANGES IN WORKFO | RCE SIZE       | PAST RECRU       | JITMENT                    | CAPA           | CITY           | 1               | EXPECTED PRICES           |                |
|--------------------------------------|------|-------------|-----------------|-----------------|----------------|------------------|----------------|------------------|----------------------------|----------------|----------------|-----------------|---------------------------|----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase       | Stay the same    | Fall           | Tried to recruit | Did not try to<br>recruit  | Full capacity  | Below capacity | Rise            | Stay the same             | Fall           |
|                                      | _    |             | a               | b               | с              | d                | e              | f                | g                          | h              | i              | j               | k                         | 1              |
| Unweighted Total                     |      | 500         | 262             | 238             | 110            | 321              | 69             | 141              | 359                        | 198            | 302            | 152             | 289                       | 59             |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%     | 398<br>100%      | 49<br>100%     | 71<br>100%       | 429<br>100%                | 177<br>100%    | 323<br>100%    | 122<br>100%     | 324<br>100%               | 54<br>100%     |
| Increased significantly              | (2)  | 50<br>10%   | 29<br>11%       | 22<br>9%        | 12<br>23%<br>d | 31<br>8%         | 7<br>14%       | 21<br>30%<br>g   | 29<br>7%                   | 25<br>14%<br>i | 25<br>8%       | 24<br>20%<br>k  | 20<br>6%                  | 6<br>12%       |
| Increased slightly                   | (1)  | 122<br>24%  | 70<br>26%       | 52<br>22%       | 14<br>27%      | 92<br>23%        | 16<br>32%      | 25<br>34%<br>g   | 98<br>23%                  | 36<br>20%      | 86<br>27%      | 47<br>39%<br>kl | 66<br>20%                 | 10<br>18%      |
| Stayed the same                      | (0)  | 294<br>59%  | 154<br>58%      | 140<br>59%      | 22<br>41%      | 250<br>63%<br>ce | 22<br>45%      | 19<br>27%        | <sup>275</sup><br>64%<br>f | 101<br>57%     | 193<br>60%     | 47<br>39%       | 214<br>66%<br>j           | 33<br>61%<br>j |
| Decreased slightly                   | (-1) | 21<br>4%    | 8<br>3%         | 13<br>6%        | 4<br>8%        | 16<br>4%         | 1<br>3%        | 6<br>9%<br>g     | 15<br>4%                   | 12<br>7%       | 10<br>3%       | 3<br>2%         | 16<br>5%                  | 2<br>4%        |
| Decreased significantly              | (-2) | 12<br>2%    | 4<br>1%         | 8<br>4%         | 1<br>2%        | 8<br>2%          | 3<br>6%        | *                | 12<br>3%                   | 3<br>2%        | 9<br>3%        | *               | 8<br>3%                   | 3<br>6%<br>j   |
| NETS                                 |      |             |                 |                 |                |                  |                |                  |                            |                |                |                 |                           |                |
| Net: Increased                       |      | 173<br>35%  | 99<br>37%       | 74<br>32%       | 26<br>50%<br>d | 124<br>31%       | 23<br>46%<br>d | 46<br>64%<br>g   | 127<br>30%                 | 62<br>35%      | 111<br>34%     | 71<br>59%<br>kl | 85<br>26%                 | 16<br>29%      |
| Net: Decreased                       |      | 33<br>7%    | 12<br>5%        | 21<br>9%<br>a   | 5<br>9%        | 24<br>6%         | 4<br>9%        | 6<br>9%          | 27<br>6%                   | 15<br>8%       | 19<br>6%       | 3<br>3%         | <sup>2</sup> 5<br>8%<br>j | 5<br>10%<br>j  |
| Mean score                           |      | .4          | .4              | .3              | .6<br>d        | .3               | .5             | .8               | .3                         | .4             | .3             | .8<br>kl        | .2                        | .3             |
| Standard deviation<br>Standard error |      | .81<br>.04  | .78<br>.05      | .84<br>.05      | .98<br>.09     | .76<br>.04       | .99<br>.12     | .97<br>.08       | .76<br>.04                 | .87<br>.06     | .78<br>.04     | .81<br>.07      | .74<br>.04                | .93<br>.12     |



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 BO               | OROUGH       |                             |
|-------------------------|------|-------------|----------------------|---------------------------|--------------|-----------------------------|
|                         |      | Total       | West London Alliance | Central London<br>Forward | Local London | South London<br>Partnership |
|                         | _    |             | a                    | b                         | С            | d                           |
| Unweighted Total        |      | 500         | 114                  | 235                       | 90           | 61                          |
| Weighted Total          |      | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%   | 65<br>100%                  |
|                         |      | 100%        | 100%                 | 100%                      | 100%         | 100%                        |
| Increased significantly | (2)  | 50          | 5                    | 29                        | 10           | 6                           |
|                         |      | 10%         | 5%                   | 12%<br>a                  | 12%          | 9%                          |
|                         |      |             |                      |                           |              |                             |
| Increased slightly      | (1)  | 122         | 24                   | 60                        | 24           | 14                          |
|                         |      | 24%         | 22%                  | 25%                       | 27%          | 22%                         |
| Stayed the same         | (0)  | 294         | 68                   | 142                       | 46           | 37                          |
|                         |      | 59%         | 63%                  | 59%                       | 54%          | 57%                         |
| Decreased slightly      | (-1) | 21          | 8                    | 7                         | 2            | 5                           |
| 0 3                     |      | 4%          | 8%                   | 3%                        | 2%           | 7%                          |
|                         |      |             | b                    |                           |              |                             |
| Decreased significantly | (-2) | 12          | 2                    | 4                         | 3            | 3                           |
|                         |      | 2%          | 2%                   | 1%                        | 4%           | 5%                          |
| NETS                    |      |             |                      |                           |              |                             |
| Net: Increased          |      | 173         | 29                   | 89                        | 34           | 20                          |
|                         |      | 35%         | 27%                  | 37%                       | 40%          | 31%                         |
| Net: Decreased          |      | 33          | 10                   | 10                        | 5            | 8                           |
|                         |      | 7%          | 9%                   | 4%                        | 6%           | 12%                         |
|                         |      |             |                      |                           |              | b                           |
| Mean score              |      | .4          | .2                   | .4                        | .4           | .2                          |
|                         |      |             |                      | a                         |              |                             |
| Standard deviation      |      | .81         | .73                  | .79                       | .88          | .89                         |
| Standard error          |      | .04         | .07                  | .05                       | .09          | .11                         |



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

|                    |             | BUSINES        | S SIZE         |  |                    |  | INDUS                       | TRY   |  |   |   | MANUFACTURING  | S/SERVICES     |
|--------------------|-------------|----------------|----------------|--|--------------------|--|-----------------------------|---|--|---|---|----------------|----------------|
|                    | Total       | 0-9            | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction /     | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing  | Services       |
|                    |             | a              | b              | *c   | d                  | e  | f                           | g   | h  | i   | j   | k              | 1              |
| Unweighted Total   | 500         | 300            | 200            | 15   | 48                 | 113  | 47                          | 76  | 64   | 49  | 88  | 41             | 459            |
| Weighted Total     | 500<br>100% | 453<br>100%    | 47<br>100%     | 17<br>100%   | 75<br>100%         | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%     | 451<br>100%    |
| Inflation          | 180<br>36%  | 164<br>36%     | 16<br>34%      | 7<br>41%   | 29<br>39%          | 34<br>36%  | 18<br>27%                   | 27<br>42%<br>j  | 47<br>40%                                  | 9 33%   | 9<br>26%  | 20<br>40%      | 161<br>36%     |
| Competition        | 174<br>35%  | 158<br>35%     | 16<br>35%      | 8<br>45%   | 40<br>54%<br>efghj | 30<br>32%  | 21<br>31%                   | 23<br>35%   | 28<br>24%                                  | 11<br>41%   | 12<br>36%   | 28<br>58%<br>l | 146<br>32%     |
| Corporate Taxation | 139<br>28%  | 121<br>27%     | 19<br>40%<br>a | 11<br>69%  | 29<br>38%<br>eij   | 17<br>18%  | 18<br>26%                   | 24<br>36%<br>eij  | 31<br>26%                                  | 4 14%   | 6<br>18%  | 24<br>49%<br>l | 115<br>26%     |
| Exchange rates     | 124<br>25%  | 111<br>24%     | 14<br>29%      | 7<br>44%   | 5<br>7%            | 36<br>38%<br>dhij  | 25<br>37%<br>dhij           | 20<br>30%<br>di   | 23<br>20%<br>i                             | 2<br>6%   | 6<br>17%  | 10<br>21%      | 114<br>25%     |
| Interest rates     | 111<br>22%  | 97<br>21%      | 14<br>30%<br>a | 3<br>15%   | 9<br>13%           | 34<br>36%<br>dhij  | 16<br>24%                   | 16<br>24%   | 23<br>20%                                  | 5<br>16%  | 6<br>16%  | 9<br>18%       | 102<br>23%     |
| Business rates     | 101<br>20%  | 82<br>18%      | 19<br>41%<br>a | 2<br>15%   | 17<br>23%          | 25<br>26%<br>fh  | 7<br>10%                    | 17<br>26%<br>f  | 16<br>13%                                  | 8<br>30%<br>fh  | 8<br>23%  | 10<br>21%      | 91<br>20%      |
| None of the above  | 72<br>14%   | 69<br>15%<br>b | 3<br>5%        |  | 3<br>4%            | 11<br>12%  | 11<br>16%                   | 5<br>8%   | 32<br>27%<br>degi                          | 3<br>11%  | 6<br>17%<br>d   | 1<br>2%        | 71<br>16%<br>k |



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

|                    |             | LOCAT           |                 | EXPECTED C      | HANGES IN WORKFO | ORCE SIZE      | PAST RECR        |                           | CAPA           | CITY           | E               | XPECTED PRICES  |                |
|--------------------|-------------|-----------------|-----------------|-----------------|------------------|----------------|------------------|---------------------------|----------------|----------------|-----------------|-----------------|----------------|
|                    | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity | Rise            | Stay the same   | Fall           |
|                    |             | a               | b               | c               | d                | e              | f                | g                         | h              | i              | j               | k               | 1              |
| Unweighted Total   | 500         | 262             | 238             | 110             | 321              | 69             | 141              | 359                       | 198            | 302            | 152             | 289             | 59             |
| Weighted Total     | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%    | 122<br>100%     | 324<br>100%     | 54<br>100%     |
| Inflation          | 180<br>36%  | 102<br>38%      | 79<br>34%       | 23<br>44%       | 137<br>34%       | 20<br>41%      | 29<br>40%        | 151<br>35%                | 66<br>37%      | 115<br>36%     | 56<br>46%<br>kl | 109<br>34%      | 15<br>27%      |
| Competition        | 174<br>35%  | 82<br>31%       | 92<br>39%<br>a  | 20<br>37%       | 132<br>33%       | 22<br>44%      | 28<br>39%        | 146<br>34%                | 64<br>36%      | 110<br>34%     | 41<br>34%       | 107<br>33%      | 26<br>47%<br>k |
| Corporate Taxation | 139<br>28%  | 87<br>33%<br>b  | 52<br>22%       | 15<br>28%       | 116<br>29%       | 9<br>18%       | 27<br>38%<br>g   | 112<br>26%                | 64<br>36%<br>i | 75<br>23%      | 45<br>37%<br>k  | 73<br>23%       | 21<br>39%<br>k |
| Exchange rates     | 124<br>25%  | 78<br>30%<br>b  | 46<br>20%       | 12<br>23%       | 97<br>24%        | 15<br>31%      | 26<br>36%<br>g   | 99<br>23%                 | 47<br>26%      | 78<br>24%      | 38<br>31%<br>k  | 71<br>22%       | 16<br>29%      |
| Interest rates     | 111<br>22%  | 67<br>25%       | 44<br>19%       | 16<br>30%<br>d  | 79<br>20%        | 16<br>32%<br>d | 21<br>29%        | 91<br>21%                 | 42<br>24%      | 69<br>21%      | 33<br>27%       | 66<br>20%       | 13<br>24%      |
| Business rates     | 101<br>20%  | 48<br>18%       | 53<br>23%       | 25<br>47%<br>de | 65<br>16%        | 11<br>22%      | 20<br>28%<br>g   | 80<br>19%                 | 34<br>19%      | 67<br>21%      | 33<br>27%<br>k  | 56<br>17%       | 12<br>22%      |
| None of the above  | 72<br>14%   | 40<br>15%       | 32<br>13%       | 1<br>3%         | 68<br>17%<br>ce  | 3<br>5%        | 1<br>2%          | 70<br>16%<br>f            | 20<br>11%      | 52<br>16%      | 3<br>3%         | 65<br>20%<br>jl | 3<br>6%        |



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

|                    |             |                      | BUSINESS BO               | OROUGH         |                             |
|--------------------|-------------|----------------------|---------------------------|----------------|-----------------------------|
|                    | Total       | West London Alliance | Central London<br>Forward | Local London   | South London<br>Partnership |
|                    |             | a                    | b                         | С              | d                           |
| Unweighted Total   | 500         | 114                  | 235                       | 90             | 61                          |
| Weighted Total     | 500<br>100% | 107<br>100%          | 242<br>100%               | 86<br>100%     | 65<br>100%                  |
| Inflation          | 180<br>36%  | 35<br>32%            | 90<br>37%                 | 33<br>38%      | 23<br>35%                   |
| Competition        | 174<br>35%  | 46<br>43%<br>bc      | 74<br>31%                 | 25<br>29%      | 29<br>44%<br>b              |
| Corporate Taxation | 139<br>28%  | 26<br>24%            | 78<br>32%<br>c            | 18<br>21%      | 17<br>26%                   |
| Exchange rates     | 124<br>25%  | 21<br>20%            | 72<br>30%<br>a            | 19<br>22%      | 12<br>19%                   |
| Interest rates     | 111<br>22%  | 15<br>14%            | 59<br>24%<br>a            | 24<br>29%<br>a | 12<br>19%                   |
| Business rates     | 101<br>20%  | 21<br>20%            | 43<br>18%                 | 22<br>25%      | 15<br>24%                   |
| None of the above  | 72<br>14%   | 16<br>15%            | 38<br>16%                 | 13<br>16%      | 5<br>7%                     |



Q15\_SUM. What do you expect to happen to the following economic indicators over the next twelve months?

#### **SUMMARY TABLE**

Base: All respondents

|                                     | Total | Improve | Stay the same | Worsen | Mean |
|-------------------------------------|-------|---------|---------------|--------|------|
| UK economic growth                  | 500   | 155     | 84            | 261    | 2    |
|                                     | 100%  | 31%     | 17%           | 52%    |      |
| Economic prospects for London       | 500   | 144     | 129           | 227    | 2    |
|                                     | 100%  | 29%     | 26%           | 45%    |      |
| Economic prospects for your company | 500   | 128     | 207           | 164    | 1    |
|                                     | 100%  | 26%     | 41%           | 33%    |      |



### Q15\_1. What do you expect to happen to the following economic indicators over the next twelve months?

#### UK economic growth

Base: All respondents

|                                      |      |             | BUSINES         | SSIZE          |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|--------------------------------------|------|-------------|-----------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                                      |      | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                                      | _    |             | a               | b              | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | 1           |
| Unweighted Total                     |      | 500         | 300             | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total                       |      | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Improve                              | (1)  | 155<br>31%  | 140<br>31%      | 15<br>32%      | 5<br>28%   | 27<br>36%               | 33<br>34%  | 16<br>23%                   | 21<br>33%   | 33<br>28%                                  | 10<br>35%   | 11<br>33%   | 14<br>29%     | 141<br>31%  |
| Stay the same                        | (0)  | 84<br>17%   | 70<br>15%       | 14<br>29%<br>a | 3<br>15%   | 15<br>20%               | 24<br>26%<br>fgj   | 6<br>9%                     | 8<br>12%  | 20<br>17%                                  | 4<br>13%  | 4<br>13%  | 9<br>19%      | 75<br>17%   |
| Worsen                               | (-1) | 261<br>52%  | 243<br>54%<br>b | 18<br>39%      | 10<br>57%  | 33<br>44%               | 38<br>40%  | 46<br>68%<br>de             | 36<br>55%   | 65<br>55%                                  | 15<br>52%   | 19<br>54%<br>e  | 26<br>52%     | 236<br>52%  |
| Mean score                           |      | 2           | 2               | 1<br>a         | 3  | 1<br>f                  | 1<br>f   | 4                           | 2   | 3  | 2   | 2   | 2             | 2           |
| Standard deviation<br>Standard error |      | .89<br>.04  | .89<br>.05      | .85<br>.06     | .90<br>.23   | .90<br>.13              | .87<br>.08   | .85<br>.12                  | .92<br>.11  | .87<br>.11                                 | .93<br>.13  | .92<br>.10  | .88<br>.14    | .89<br>.04  |



### Q15\_1. What do you expect to happen to the following economic indicators over the next twelve months?

#### UK economic growth

Base: All respondents

|                                      |      |             | LOCAT           | TON             | EXPECTED C      | HANGES IN WORKFO | RCE SIZE        | PAST RECRU       | JITMENT                   | CAPA           | ACITY           | I           | EXPECTED PRICES |            |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|---------------------------|----------------|-----------------|-------------|-----------------|------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall            | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise        | Stay the same   | Fall       |
|                                      | _    |             | a               | b               | c               | d                | e               | f                | g                         | h              | i               | j           | k               | 1          |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321              | 69              | 141              | 359                       | 198            | 302             | 152         | 289             | 59         |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%      | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100% | 324<br>100%     | 54<br>100% |
| Improve                              | (1)  | 155<br>31%  | 82<br>31%       | 73<br>31%       | 33<br>62%<br>de | 116<br>29%<br>e  | 5<br>11%        | 29<br>40%<br>g   | 126<br>29%                | 58<br>33%      | 97<br>30%       | 39<br>32%   | 100<br>31%      | 15<br>28%  |
| Stay the same                        | (0)  | 84<br>17%   | 43<br>16%       | 40<br>17%       | 10<br>18%       | 65<br>16%        | 9<br>18%        | 17<br>25%<br>g   | 66<br>15%                 | 43<br>24%<br>i | 41<br>13%       | 18<br>15%   | 55<br>17%       | 10<br>19%  |
| Worsen                               | (-1) | 261<br>52%  | 140<br>53%      | 122<br>52%      | 10<br>19%       | 217<br>54%<br>c  | 35<br>71%<br>cd | 25<br>35%        | 236<br>55%<br>f           | 76<br>43%      | 185<br>57%<br>h | 64<br>53%   | 168<br>52%      | 29<br>53%  |
| Mean score                           |      | 2           | 2               | 2               | .4<br>de        | 3<br>e           | 6               | *<br>g           | 3                         | 1<br>i         | 3               | 2           | 2               | 3          |
| Standard deviation<br>Standard error |      | .89<br>.04  | .89<br>.05      | .89<br>.06      | .80<br>.08      | .88<br>.05       | .68<br>.08      | .87<br>.07       | .88<br>.05                | .87<br>.06     | .90<br>.05      | .90<br>.07  | .89<br>.05      | .87<br>.11 |



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 BO               | OROUGH          |                             |
|--|------|-----------------|----------------------|---------------------------|-----------------|-----------------------------|
|  |      | Total           | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|  |      |                 | a                    | b                         | С               | d                           |
| Unweighted Total                                   |      | 500             | 114                  | 235                       | 90              | 61                          |
| Weighted Total                                     |      | 500<br>100%     | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Improve  | (1)  | 155<br>31%      | 29<br>27%            | 73<br>30%                 | 28<br>32%       | 25<br>39%                   |
| Stay the same                                      | (0)  | 84<br>17%       | 21<br>20%            | 40<br>17%                 | 11<br>13%       | 11<br>17%                   |
| Worsen   | (-1) | 261<br>52%      | 57<br>53%            | 129<br>53%                | 47<br>55%       | 29<br>44%                   |
| Mean score<br>Standard deviation<br>Standard error |      | 2<br>.89<br>.04 | 3<br>.86<br>.08      | 2<br>.88<br>.06           | 2<br>.91<br>.10 | 1<br>.92<br>.12             |



### 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

|                           |                    |               | BUSINES         | SS SIZE     |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | G/SERVICES  |
|---------------------------|--------------------|---------------|-----------------|-------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                           | _                  | Total         | 0-9             | 10+         | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance &<br>insurance /<br>business<br>administration<br>and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                           |                    |               | a               | b           | *c   | d                       | e  | f                           | g   | h  | i   | j   | k             | I           |
| Unweighted Total          |                    | 500           | 300             | 200         | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total            |                    | 500<br>100%   | 453<br>100%     | 47<br>100%  | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Improve                   | (1)                | 144<br>29%    | 127<br>28%      | 17<br>36%   | 2<br>15%   | 20<br>27%               | 36<br>38%<br>fg  | 13<br>19%                   | 15<br>24%   | 37<br>31%                                  | 9<br>31%  | 12<br>34%   | 12<br>25%     | 132<br>29%  |
| Stay the same             | (0)                | 129<br>26%    | 114<br>25%      | 15<br>32%   | 5<br>29%   | 26<br>35%<br>hj         | 23<br>24%  | 21<br>31%                   | 22<br>34%<br>hj   | 21<br>18%                                  | 5<br>18%  | 6<br>18%  | 14<br>28%     | 115<br>26%  |
| Worsen                    | (-1)               | 227<br>45%    | 212<br>47%<br>b | 15<br>32%   | 9<br>56%   | 29<br>39%               | 36<br>38%  | 34<br>50%                   | 27<br>42%   | 60<br>51%                                  | 14<br>51%   | 16<br>48%   | 23<br>46%     | 204<br>45%  |
| Mean score                |                    | 2             | 2               | *           | 4  | 1                       | *<br>f   | 3                           | 2   | 2  | 2   | 1   | 2             | 2           |
| Standard deviation        |                    | .85           | .85             | .83         | .76  | .81                     | .88  | .78                         | .80   | .89  | .90   | .91   | .83           | .85         |
| Standard error            |                    | .04           | .05             | .06         | .20  | .12                     | .08  | .11                         | .09   | .11  | .13   | .10   | .13           | .04         |
| Proportion/Means: Columns | s Tested (95% risl | د level): a/b | - c/d/e/f/g     | /h/i/j - k/ | i  |                         |  |                             |   |  |   |   |               |             |



### 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 E      |                 |                 | EXPECTED CHANGES IN WORKFORCE SIZE |                |                  | ITMENT                    | CAPACITY       |                 | I              |                |            |
|--------------------------------------|------|-------------|-----------------|-----------------|-----------------|------------------------------------|----------------|------------------|---------------------------|----------------|-----------------|----------------|----------------|------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same                      | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise           | Stay the same  | Fall       |
|                                      | _    |             | a               | b               | c               | d                                  | e              | f                | g                         | h              | i               | j              | k              | 1          |
| Unweighted Total                     |      | 500         | 262             | 238             | 110             | 321                                | 69             | 141              | 359                       | 198            | 302             | 152            | 289            | 59         |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%                        | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%    | 324<br>100%    | 54<br>100% |
| Improve                              | (1)  | 144<br>29%  | 74<br>28%       | 69<br>30%       | 31<br>57%<br>de | 108<br>27%<br>e                    | 5<br>11%       | 27<br>38%<br>g   | 117<br>27%                | 50<br>28%      | 94<br>29%       | 37<br>30%<br>1 | 99<br>31%<br>1 | 8<br>15%   |
| Stay the same                        | (0)  | 129<br>26%  | 72<br>27%       | 57<br>24%       | 16<br>29%       | 98<br>25%                          | 16<br>32%      | 25<br>36%<br>g   | 104<br>24%                | 65<br>37%<br>i | 64<br>20%       | 30<br>25%      | 84<br>26%      | 16<br>29%  |
| Worsen                               | (-1) | 227<br>45%  | 118<br>45%      | 109<br>46%      | 7<br>14%        | 192<br>48%<br>c                    | 28<br>57%<br>c | 19<br>26%        | 208<br>49%<br>f           | 63<br>35%      | 164<br>51%<br>h | 55<br>45%      | 141<br>44%     | 31<br>56%  |
| Mean score                           |      | 2           | 2               | 2               | .4<br>de        | 2<br>e                             | 5              | .1<br>g          | 2                         | 1              | 2               | 1<br>l         | 1<br>l         | 4          |
| Standard deviation<br>Standard error |      | .85<br>.04  | .84<br>.05      | .86<br>.06      | .73<br>.07      | .84<br>.05                         | .69<br>.08     | .80<br>.07       | .84<br>.04                | .80<br>.06     | .87<br>.05      | .86<br>.07     | .85<br>.05     | .74<br>.10 |



### 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 BO    | DROUGH       |              |
|--------------------|------|-------|----------------------|----------------|--------------|--------------|
|                    |      |       |                      | Central London |              | South London |
|                    |      | Total | West London Alliance | Forward        | Local London | Partnership  |
|                    |      |       | a                    | b              | c            | d            |
| Unweighted Total   |      | 500   | 114                  | 235            | 90           | 61           |
| Weighted Total     |      | 500   | 107                  | 242            | 86           | 65           |
| -                  |      | 100%  | 100%                 | 100%           | 100%         | 100%         |
| Improve            | (1)  | 144   | 26                   | 64             | 27           | 26           |
|                    |      | 29%   | 25%                  | 26%            | 32%          | 40%          |
|                    |      |       |                      |                |              | ab           |
| Stay the same      | (0)  | 129   | 36                   | 63             | 15           | 15           |
|                    |      | 26%   | 34%                  | 26%            | 17%          | 23%          |
|                    |      |       | c                    |                |              |              |
| Worsen             | (-1) | 227   | 45                   | 115            | 44           | 24           |
|                    |      | 45%   | 42%                  | 47%            | 51%          | 37%          |
| Mean score         |      | 2     | 2                    | 2              | 2            | *            |
|                    |      |       |                      |                |              | b            |
| Standard deviation |      | .85   | .80                  | .84            | .90          | .88          |
| Standard error     |      | .04   | .07                  | .05            | .09          | .11          |
|                    |      |       |                      |                |              |              |

Proportion/Means: Columns Tested (95% risk level): a/b/c/d



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### 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

|                           |                    |               | BUSINES      | S SIZE         |  |                         |  | INDUS                       | STRY  |  |   |   | MANUFACTURING | 3/SERVICES  |
|---------------------------|--------------------|---------------|--------------|----------------|--|-------------------------|--|-----------------------------|---|--|---|---|---------------|-------------|
|                           | _                  | Total         | 0-9          | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / property | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing | Services    |
|                           |                    |               | a            | D              | -  | a                       | e  | I                           | g   | n  | 1   | J   | K             | 1           |
| Unweighted Total          |                    | 500           | 300          | 200            | 15   | 48                      | 113  | 47                          | 76  | 64   | 49  | 88  | 41            | 459         |
| Weighted Total            |                    | 500<br>100%   | 453<br>100%  | 47<br>100%     | 17<br>100%   | 75<br>100%              | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%    | 451<br>100% |
| Improve                   | (1)                | 128<br>26%    | 112<br>25%   | 17<br>36%<br>a | 5<br>32%   | 13<br>17%               | 37<br>39%<br>dgh   | 19<br>27%                   | 13<br>20%   | 19<br>16%                                  | 8<br>29%  | 14<br>42%<br>dgh  | 10<br>21%     | 118<br>26%  |
| Stay the same             | (0)                | 207<br>41%    | 190<br>42%   | 17<br>37%      | 6<br>38%   | 36<br>48%<br>eij        | 29<br>31%  | 26<br>38%                   | 38<br>58%<br>efij   | 56<br>47%<br>eij                           | 8<br>28%  | 8<br>25%  | 23<br>46%     | 185<br>41%  |
| Worsen                    | (-1)               | 164<br>33%    | 152<br>33%   | 13<br>27%      | 5<br>30%   | 26<br>35%               | 29<br>30%  | 23<br>34%                   | 14<br>22%   | 43<br>36%                                  | 12<br>44%<br>g  | 11<br>33%   | 16<br>32%     | 148<br>33%  |
| Mean score                |                    | 1             | 1            | .1<br>a        | *  | 2                       | .1<br>h  | 1                           | *   | 2  | 2   | .1<br>h   | 1             | 1           |
| Standard deviation        |                    | .76           | .76          | .80            | .81  | .70                     | .83  | .79                         | .65   | .70  | .85   | .88   | .73           | -77         |
| Standard error            |                    | .03           | .04          | .06            | .21  | .10                     | .08  | .11                         | .08   | .09  | .12   | .09   | .11           | .04         |
| Proportion/Means: Columns | s Tested (95% risl | k level): a/b | - c/d/e/f/g/ | /h/i/j - k/l   |  |                         |  |                             |   |  |   |   |               | l           |



### 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

|                                      |      |             | LOCAT           | TION            | EXPECTED CHANGES IN WORKFORCE SIZE |                  | PAST RECRU      | PAST RECRUITMENT CAPACITY |                           |                 | EXPECTED PRICES |                |                  |                 |
|--------------------------------------|------|-------------|-----------------|-----------------|------------------------------------|------------------|-----------------|---------------------------|---------------------------|-----------------|-----------------|----------------|------------------|-----------------|
|                                      |      | Total       | Inner<br>London | Outer<br>London | Increase                           | Stay the same    | Fall            | Tried to recruit          | Did not try to<br>recruit | Full capacity   | Below capacity  | Rise           | Stay the same    | Fall            |
|                                      | _    |             | a               | b               | c                                  | d                | e               | f                         | g                         | h               | i               | j              | k                | 1               |
| Unweighted Total                     |      | 500         | 262             | 238             | 110                                | 321              | 69              | 141                       | 359                       | 198             | 302             | 152            | 289              | 59              |
| Weighted Total                       |      | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%                         | 398<br>100%      | 49<br>100%      | 71<br>100%                | 429<br>100%               | 177<br>100%     | 323<br>100%     | 122<br>100%    | 324<br>100%      | 54<br>100%      |
| Improve                              | (1)  | 128<br>26%  | 76<br>29%       | 53<br>22%       | 38<br>71%<br>de                    | 88<br>22%<br>e   | 2<br>5%         | 25<br>36%<br>g            | 103<br>24%                | 42<br>24%       | 86<br>27%       | 38<br>31%<br>1 | 81<br>25%        | 9<br>17%        |
| Stay the same                        | (0)  | 207<br>41%  | 107<br>41%      | 100<br>43%      | 14<br>26%                          | 182<br>46%<br>ce | 12<br>24%       | 34<br>48%                 | 173<br>40%                | 100<br>57%<br>i | 107<br>33%      | 40<br>33%<br>1 | 158<br>49%<br>jl | 10<br>18%       |
| Worsen                               | (-1) | 164<br>33%  | 82<br>31%       | 82<br>35%       | 2<br>3%                            | 127<br>32%<br>c  | 35<br>71%<br>cd | 12<br>16%                 | 153<br>36%<br>f           | 34<br>19%       | 130<br>40%<br>h | 44<br>36%<br>k | 85<br>26%        | 35<br>65%<br>jk |
| Mean score                           |      | 1           | *               | 1               | .7<br>de                           | 1<br>e           | 7               | .2<br>g                   | -,1                       | *<br>i          | -,1             | 1<br>l         | * 1              | 5               |
| Standard deviation<br>Standard error |      | .76<br>.03  | .77<br>.05      | .75<br>.05      | .54<br>.05                         | .73<br>.04       | .57<br>.07      | .70<br>.06                | .76<br>.04                | .66<br>.05      | .81<br>.05      | .82<br>.07     | .72<br>.04       | .78<br>.10      |



### 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 BO               | OROUGH          |                             |
|--|------|-----------------|----------------------|---------------------------|-----------------|-----------------------------|
|  |      | Total           | West London Alliance | Central London<br>Forward | Local London    | South London<br>Partnership |
|  | _    |                 | a                    | b                         | c               | d                           |
| Unweighted Total                                   |      | 500             | 114                  | 235                       | 90              | 61                          |
| Weighted Total                                     |      | 500<br>100%     | 107<br>100%          | 242<br>100%               | 86<br>100%      | 65<br>100%                  |
| Improve  | (1)  | 128<br>26%      | 21<br>20%            | 68<br>28%                 | 25<br>29%       | 14<br>22%                   |
| Stay the same                                      | (0)  | 207<br>41%      | 50<br>47%<br>c       | 99<br>41%                 | 26<br>30%       | 32<br>49%<br>c              |
| Worsen   | (-1) | 164<br>33%      | 36<br>34%            | 74<br>31%                 | 35<br>40%       | 19<br>29%                   |
| Mean score<br>Standard deviation<br>Standard error |      | 1<br>.76<br>.03 | 1<br>.72<br>.07      | .77<br>.05                | 1<br>.83<br>.09 | 1<br>.71<br>.09             |



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

|  | _           | BUSINES         | SS SIZE        |  |                |  | INDUS                       | STRY  |  |   |   | MANUFACTURING/SERVICES |                 |
|--|-------------|-----------------|----------------|--|----------------|--|-----------------------------|---|--|---|---|------------------------|-----------------|
|  | Total       | 0-9             | 10+            | Agriculture,<br>forestry & fishing<br>/ production | Construction / | Motor trades /<br>wholesale / retail<br>/ transport &<br>storage /<br>accommodation &<br>food services | Information & communication | Finance & insurance / business administration and support | Professional,<br>scientific &<br>technical | Public<br>administration<br>and defence /<br>education / health | Arts,<br>entertainment,<br>recreation and<br>other services | Manufacturing          | Services        |
| <del>-</del>   |             | a               | b              | *c   | d              | e  | f                           | g   | h  | i   | j   | k                      | l               |
| Unweighted Total   | 500         | 300             | 200            | 15   | 48             | 113  | 47                          | 76  | 64   | 49  | 88  | 41                     | 459             |
| Weighted Total   | 500<br>100% | 453<br>100%     | 47<br>100%     | 17<br>100%   | 75<br>100%     | 95<br>100%   | 68<br>100%                  | 65<br>100%  | 118<br>100%                                | 28<br>100%  | 34<br>100%  | 49<br>100%             | 451<br>100%     |
| Training existing staff  | 128<br>26%  | 110<br>24%      | 17<br>37%<br>a | 3<br>18%   | 13<br>17%      | 33<br>35%<br>d   | 17<br>26%                   | 17<br>27%   | 28<br>24%                                  | 8<br>27%  | 9<br>25%  | 15<br>31%              | 113<br>25%      |
| Employing new staff from the UK workforce  | 57<br>11%   | 44<br>10%       | 14<br>29%<br>a | 1<br>3%  | 9<br>12%<br>h  | 13<br>13%<br>h   | 19<br>28%<br>deghij         | 8<br>12%<br>h   | 2<br>2%                                    | 3<br>12%<br>h   | 3<br>8%   | 6<br>12%               | 51<br>11%       |
| Employing work experience students or interns  | 32<br>6%    | 27<br>6%        | 6<br>12%<br>a  | 2<br>13%   | 5<br>6%        | 10<br>11%<br>j   | 3<br>5%                     | 4<br>6%   | 4<br>3%                                    | 4<br>13%<br>j   | 1<br>1%   | 4<br>9%                | 28<br>6%        |
| Employing new staff from outside the UK / EU / EEA (e.g. America, China)               | 24<br>5%    | 18<br>4%        | 7<br>14%<br>a  | 3<br>17%   | 5<br>7%        | 6 6%   | 1<br>1%                     | 6<br>9%   | 1<br>1%                                    | 1<br>3%   | 1<br>4%   | 8<br>17%<br>1          | 16<br>4%        |
| Employing apprentice(s)  | 20<br>4%    | 13<br>3%        | 6<br>14%<br>a  | 3<br>16%   | 3<br>3%        | 4<br>5%  | 3<br>5%                     | 3<br>5%   | 2<br>2%                                    | 2<br>6%<br>j  | **  | 3<br>6%                | 17<br>4%        |
| Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway) | 18<br>4%    | 12<br>3%        | 6<br>13%<br>a  | *  | 6<br>9%<br>h   | 4 4%   | 1<br>1%                     | 5<br>7%   | 1<br>1%                                    | 1<br>4%   | 1<br>3%   | 4<br>8%                | 15<br>3%        |
| None of the above  | 302<br>60%  | 288<br>63%<br>b | 14<br>30%      | 9<br>53%   | 45<br>60%      | 52<br>54%  | 32<br>47%                   | 38<br>59%   | 85<br>72%<br>ef                            | 16<br>58%   | 24<br>69%<br>ef   | 20<br>41%              | 282<br>62%<br>k |



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 C      | HANGES IN WORKFO | RCE SIZE       | PAST RECRUITMENT |                           | CAPACITY       |                 | EXPECTED PRICES |               |            |
|--|-------------|-----------------|-----------------|-----------------|------------------|----------------|------------------|---------------------------|----------------|-----------------|-----------------|---------------|------------|
|  | Total       | Inner<br>London | Outer<br>London | Increase        | Stay the same    | Fall           | Tried to recruit | Did not try to<br>recruit | Full capacity  | Below capacity  | Rise            | Stay the same | Fall       |
| _  |             | a               | b               | c               | d                | e              | f                | g                         | h              | i               | j               | k             | 1          |
| Unweighted Total   | 500         | 262             | 238             | 110             | 321              | 69             | 141              | 359                       | 198            | 302             | 152             | 289           | 59         |
| Weighted Total   | 500<br>100% | 265<br>100%     | 235<br>100%     | 53<br>100%      | 398<br>100%      | 49<br>100%     | 71<br>100%       | 429<br>100%               | 177<br>100%    | 323<br>100%     | 122<br>100%     | 324<br>100%   | 54<br>100% |
| Training existing staff  | 128<br>26%  | 75<br>28%       | 53<br>23%       | 23<br>44%<br>d  | 88<br>22%        | 16<br>33%      | 21<br>29%        | 107<br>25%                | 44<br>25%      | 84<br>26%       | 37<br>31%       | 77<br>24%     | 13<br>25%  |
| Employing new staff from the UK workforce  | 57<br>11%   | 34<br>13%       | 23<br>10%       | 20<br>38%<br>de | 31<br>8%         | 6<br>13%       | 39<br>54%<br>g   | 19<br>4%                  | 30<br>17%<br>i | 27<br>8%        | 16<br>13%       | 38<br>12%     | 3<br>5%    |
| Employing work experience students or interns  | 32<br>6%    | 21<br>8%        | 11<br>5%        | 13<br>24%<br>de | 17<br>4%         | 3<br>6%        | 20<br>29%<br>g   | 12<br>3%                  | 20<br>11%<br>i | 13<br>4%        | 11<br>9%        | 20<br>6%      | 1<br>3%    |
| Employing new staff from outside the UK / EU /   |             |                 |                 |                 |                  |                |                  |                           |                |                 |                 |               |            |
| EEÂ (e.g. Āmerica, China)  | 24<br>5%    | 18<br>7%<br>b   | 6<br>3%         | 6<br>10%<br>de  | 18<br>5%         | 1<br>1%        | 19<br>26%<br>g   | 5<br>1%                   | 16<br>9%<br>i  | 9<br>3%         | 7<br>5%         | 15<br>5%      | 3<br>5%    |
| Employing apprentice(s)  | 20<br>4%    | 10<br>4%        | 10<br>4%        | 10<br>19%<br>de | 9<br>2%          | 1<br>1%        | 14<br>19%<br>g   | 6<br>1%                   | 10<br>6%       | 9<br>3%         | 3<br>2%         | 14<br>4%      | 2<br>4%    |
| Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway) | 18<br>4%    | 13<br>5%        | 6<br>2%         | 6<br>11%<br>de  | 12<br>3%         | * 1%           | 16<br>22%<br>g   | 3<br>1%                   | 15<br>8%<br>i  | 4<br>1%         | 6<br>5%         | 11<br>3%      | 1<br>2%    |
| None of the above  | 302<br>60%  | 150<br>56%      | 152<br>65%      | 11<br>21%       | 264<br>66%<br>c  | 27<br>54%<br>c | 2<br>3%          | 299<br>70%<br>f           | 92<br>52%      | 210<br>65%<br>h | 69<br>57%       | 195<br>60%    | 37<br>69%  |



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 BOROUGH     |                |              |              |  |  |  |  |  |
|--|-------|----------------------|----------------|--------------|--------------|--|--|--|--|--|
|  |       |                      | Central London | - 1- 1       | South London |  |  |  |  |  |
| <u> </u>   | Total | West London Alliance | Forward        | Local London | Partnership  |  |  |  |  |  |
|  |       | a                    | b              | c            | d            |  |  |  |  |  |
| Unweighted Total   | 500   | 114                  | 235            | 90           | 61           |  |  |  |  |  |
| Weighted Total   | 500   | 107                  | 242            | 86           | 65           |  |  |  |  |  |
|  | 100%  | 100%                 | 100%           | 100%         | 100%         |  |  |  |  |  |
| Training existing staff                                  | 128   | 14                   | 69             | 25           | 20           |  |  |  |  |  |
|  | 26%   | 13%                  | 29%            | 29%          | 31%          |  |  |  |  |  |
|  |       |                      | a              | a            | a            |  |  |  |  |  |
| Employing new staff from the UK workforce                | 57    | 12                   | 32             | 10           | 3            |  |  |  |  |  |
|  | 11%   | 11%                  | 13%            | 12%          | 5%           |  |  |  |  |  |
| Employing work experience students or interns            | 32    | 7                    | 20             | 5            | 1            |  |  |  |  |  |
|  | 6%    | 6%                   | 8%             | 5%           | 1%           |  |  |  |  |  |
| Employing new staff from outside the UK / EU / EEA (e.g. |       |                      |                |              |              |  |  |  |  |  |
| America, China)  | 24    | 5                    | 17             | 2            | 1            |  |  |  |  |  |
|  | 5%    | 5%                   | 7%             | 2%           | 2%           |  |  |  |  |  |
| Employing apprentice(s)                                  | 20    | 6                    | 8              | 5            | *            |  |  |  |  |  |
|  | 4%    | 6%                   | 3%             | 6%           | 1%           |  |  |  |  |  |
| Employing new staff from the EU/EEA workforce,           |       |                      |                |              |              |  |  |  |  |  |
| excluding the UK (e.g. Germany, Norway)                  | 18    | *                    | 12             | 3            | 3            |  |  |  |  |  |
|  | 4%    | *                    | 5%             | 3%           | 4%           |  |  |  |  |  |
|  |       |                      | a              |              |              |  |  |  |  |  |
| None of the above  | 302   | 75                   | 135            | 50           | 42           |  |  |  |  |  |
|  | 60%   | 69%                  | 56%            | 58%          | 64%          |  |  |  |  |  |
|  |       | h                    |                |              |              |  |  |  |  |  |

